



To Doosan Portable Power
To the attention of the Parts Manager
Copy to the General Manager

Waterloo, July 2011

2011 Parts Contest

SOUTH AFRICA, Discover nature.

16TH TILL 21ST FEBRUARY 2012

Dear Parts Partner,

2011 proves to be a year full of challenges and opportunities, requiring a great deal of dedication and commitment from all of you. That's why we believe it is more important than ever to reward the people that put in hard work and perseverance in order to turn the year of 2011 into a success.

So with great pleasure we announce **The Discover Nature - South Africa Contest!**

The South Africa Contest will be the final reward for 4 Portable Power Dealer Parts Managers from EMEA.

After two years of great adventures in Morocco and Iceland, during which the participants showed great enthusiasm, we have been looking for yet another spectacular destination... This year, the journey will take them to Johannesburg, and they will be able to discover nature at its best in the Mabula Game Reserve, home to over 300 bird species, 60 mammals, the Big Five and numerous plants, reptile and insect species. ... (See attached program).

We kindly ask all General Managers to motivate their Parts Managers to dramatically increase their parts business by authorizing them to participate in this program.

Participation Conditions:

- For Parts Managers only, maximum 1 person per company.
- For official Portable Power distributors distributing Portable Power for at least 1 year (distribution contract must be dated 1st January 2010 or earlier);
- Minimum Parts sales volume in 2010 must be at least € 30,000.

Winners:

- Top 1 per Pool - best progression rate in Portable Power Parts sales

Pools:

- Pool 1: Eastern and Central Europe, Germany, Switzerland, UK
- Pool 2: Iberia, Italy, Greece, Turkey, Israel, Cyprus
- Pool 3 : France, Benelux, Nordics, Baltics
- Pool 4 : Middle East, Africa, Dom Tom

Program time frame: from 1st August until 31rd of December included.

Performances will be communicated on a monthly basis via the Bobcat Net-ESA/BOP website and via the Parts Mailings.

The winners will be contacted by phone and e-mail the first week of January.
For obvious organizational reasons, we will ask the winners to confirm their participation to the event within 5 days max, allowing us to organize the event in due manner and time.

**Don't miss this exceptional opportunity.
Win your seat!**

Hoping to see you in South Africa,



Nicolas Demeester
Parts Sales & Marketing Manager EMEA

