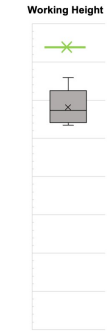
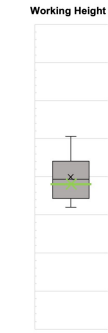


9h. Trailers vs CN Self-Propelled Prices

Green - Applicant's Prices  
Grey - Chinese Manufacturer Prices

[CONFIDENTIAL: THIS DOCUMENT CONTAINS BUSINESS PROPRIETARY INFORMATION RELATING TO THE APPLICANT WHICH IS BY NATURE CONFIDENTIAL. THE DISCLOSURE OF WHICH WOULD HAVE A SIGNIFICANT ADVERSE EFFECT ON THE APPLICANT AND GIVE A SIGNIFICANT COMPETITIVE ADVANTAGE TO COMPETITORS. AS A NON-CONFIDENTIAL SUMMARY, A RANGE IS PROVIDED WHERE POSSIBLE.]  
NOTE: The model numbering is done chronologically in each individual document. As such, 'Model 1', 'Model 2', 'Model 3' etc. are not consistently the same machine across the full application.



Working Height 1

Product Type	Manufacturer	Product	List Price
Trailer	Niftylift		[29,000-41,000]
Self-Propelled	Company 1	Model 1	[26,000-37,000]

Working Height 2

Product Type	Manufacturer	Product	List Price
Trailer	Niftylift		[34,000-46,000]
Self-Propelled	Company 1	Model 2	[27,000-37,000]
	Company 1	Model 3	[33,000-46,000]
	Company 1	Model 4	[37,000-51,000]
	Company 1	Model 5	[34,000-48,000]
	Company 1	Model 6	[42,000-59,000]
	Company 2	Model 7	[29,000-40,000]
	Company 2	Model 8	[32,000-44,000]

Working Height 3

Product Type	Manufacturer	Product	List Price
Trailer	Niftylift	Model 14	[59,000-82,000]
Self-Propelled	Company 1	Model 9	[48,000-66,000]
	Company 1	Model 10	[50,000-68,000]
	Company 1	Model 11	[56,000-76,000]
	Company 2	Model 12	[45,000-62,000]
	Company 2	Model 13	[46,000-64,000]

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