

1 Q. Page 13, lines 12-14: Please describe in detail how the resale price of \$525,000 USD
2 for a used XQ 2000 mobile diesel unit was determined. In the response please note
3 the age, operating hours and general condition of the units considered.

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6 A. To determine the resale price of Hydro looked at a number of XQ2000 units for sale on
7 machinerytrader.com. Units from five to seven years old with less than 1000 operating
8 hours were reviewed. The average price of these units was \$525,538. It is expected that
9 the leased units will have less than 1000 operating hours per unit in 2020.

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11 A detailed breakdown of the pricing data can be seen in DG-PUB-NLH-016
12 Attachment 1. There was little price data available for XQ2000 units older than seven
13 years.

Mobile Diesel Sale Price

Source: www.machinerytrader.com

Retrieved: Nov 12, 2015

All units are CAT XQ2000

Year	Age	Hours	\$US	\$CDN @ 1.33	\$CDN @ 1.20
2010	5	1415	\$ 730,000	\$ 970,900	\$ 876,000
2010	5	1432	\$ 730,000	\$ 970,900	\$ 876,000
2010	5	1599	\$ 721,000	\$ 958,930	\$ 865,200
2010	5	2801	\$ 630,000	\$ 837,900	\$ 756,000
2010	5	10	\$ 605,000	\$ 804,650	\$ 726,000
2010	5	97	\$ 584,511	\$ 777,400	\$ 701,413
2010	5	174	\$ 582,058	\$ 774,137	\$ 698,470
2010	5	186	\$ 582,053	\$ 774,130	\$ 698,464
2010	5	754	\$ 565,320	\$ 751,876	\$ 678,384
2010	5	1062	\$ 550,000	\$ 731,500	\$ 660,000
2010	5	779	\$ 540,754	\$ 719,203	\$ 648,905
2010	5	3218	\$ 525,000	\$ 698,250	\$ 630,000
2010	5	1272	\$ 508,788	\$ 676,688	\$ 610,546
2009	6	1400	\$ 725,000	\$ 964,250	\$ 870,000
2009	6	1362	\$ 725,000	\$ 964,250	\$ 870,000
2009	6	4279	\$ 599,500	\$ 797,335	\$ 719,400
2009	6	1054	\$ 585,000	\$ 778,050	\$ 702,000
2009	6	4266	\$ 572,500	\$ 761,425	\$ 687,000
2009	6	249	\$ 500,000	\$ 665,000	\$ 600,000
2009	6	517	\$ 450,000	\$ 598,500	\$ 540,000
2009	6	1261	\$ 450,000	\$ 598,500	\$ 540,000
2009	6	1480	\$ 450,000	\$ 598,500	\$ 540,000
2009	6	5335	\$ 425,000	\$ 565,250	\$ 510,000
2009	6	4935	\$ 283,850	\$ 377,521	\$ 340,620
2009	6	5220	\$ 273,847	\$ 364,217	\$ 328,616
2008	7	519	\$ 580,022	\$ 771,429	\$ 696,026
2008	7	1419	\$ 545,000	\$ 724,850	\$ 654,000
2008	7	575	\$ 525,000	\$ 698,250	\$ 630,000
2008	7	1580	\$ 500,000	\$ 665,000	\$ 600,000
2008	7	1854	\$ 500,000	\$ 665,000	\$ 600,000
2008	7	2990	\$ 479,000	\$ 637,070	\$ 574,800
2008	7	4217	\$ 471,500	\$ 627,095	\$ 565,800
2008	7	1783	\$ 470,280	\$ 625,472	\$ 564,336
2008	7	3134	\$ 399,900	\$ 531,867	\$ 479,880
2008	7	7015	\$ 325,000	\$ 432,250	\$ 390,000
2008	7	6710	\$ 325,000	\$ 432,250	\$ 390,000
2004	11	3875	\$ 475,000	\$ 631,750	\$ 570,000
2004	11	3250	\$ 475,000	\$ 631,750	\$ 570,000

Year	Average Price
2010	\$ 604,191
2009	\$ 503,308
2008	\$ 465,518
2004	\$ 475,000
All	\$ 525,392

Year	Average Price	
	below 1000 hrs	1000 to 2000 hrs
2010	\$ 576,616	\$ 508,788
2009	\$ 475,000	\$ 450,000
2008	\$ 525,000	\$ 485,140
All	\$ 525,539	\$ 481,309