

# Introduction to the Golden Gear Program





# What is the Golden Gear Program?

- **The Golden Gear Program is a performance based commission system that rewards learning the Northern® Heavy Duty Gear Pump Product Line – And then selling new ones!**
- **An Instant Personal Commission is paid directly to the individual sales representatives, in addition to already established distributor discounts.**
- **Free Money for You!**





## How it Works

- **Sales Representatives earn “Gears” based on completing monthly training via webinar**
- **Each time a Gear Member completes 2 consecutive training sessions, they earn a gear – 2 different lessons per month**
- **As the program member gains levels of membership, the Instant Personal Commission (IPC) increases for every new pump sold.**
- **1099 Form**



# Meeting Length

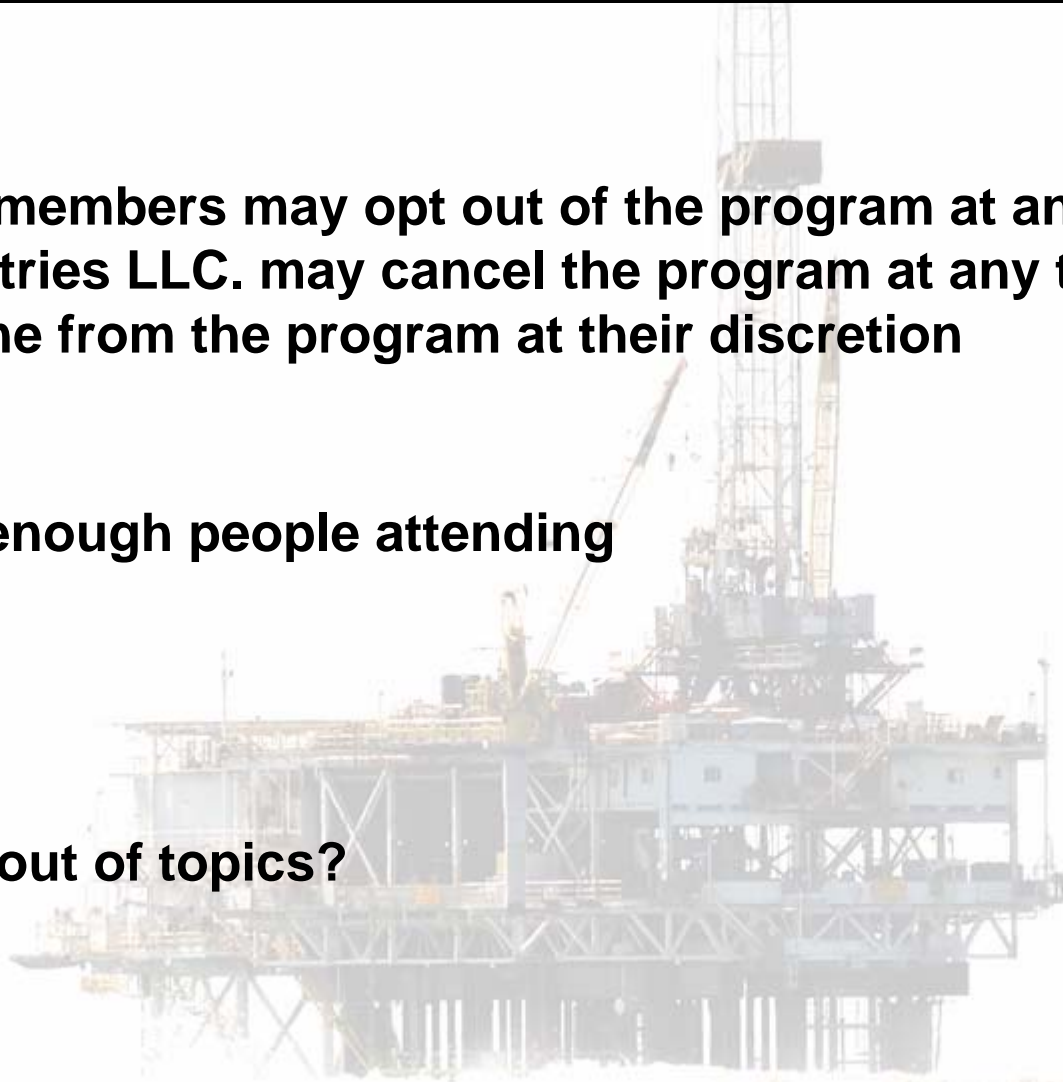
- **Meeting Lengths will be NO LONGER THAN 15 MINUTES.**
- **Note questions for after the session – To save time**
- **After the webinar, extra time will be given**





# Termination of Membership / Program

- Any members may opt out of the program at any time. McNally Industries LLC. may cancel the program at any time, and/or remove anyone from the program at their discretion
- Not enough people attending
- Run out of topics?





# Redemption Form

- **At the placement of a purchase order, IPC / Bounty Redemption Form must be completed and returned to Northern Pump via email, fax, or U.S. Mail.**
- **We will acknowledge receipt of redemption form at the same time order is acknowledged to customer, distributor, or representative.**
- **We send you your free money!**



# Program Levels



## Steel Level

No Gears Required – Complete Enrollment Form

Instant Personal Commission- \$25 per New Application Pump

Bounty – See Bounty Schedule

Notes- Introduction to [northern-pump.com](http://northern-pump.com) required



## Bronze Level

1 Gear Required – Complete Enrollment Form

Instant Personal Commission- \$50 per New Application Pump

Bounty – See Bounty Schedule

Notes- 1 Gear must be maintained annually



# Program Levels



## Silver Level

3 Gears Required

Instant Personal Commission- \$100 per New Application Pump

Bounty – See Bounty Schedule

Notes- 3 gears must be maintained annually



## Gold Level

5 Gears Required

Instant Personal Commission- \$200 per New Application Pump

Bounty – See Bounty Schedule

Notes- 5 gears must be maintained annually





# Bounty Schedules

<b>Program Level</b>	<b>Instant Personal Commission</b> See Note 1	<b>Zenith Bounty</b> See Note 2	<b>Viking Bounty</b> See Note 3	<b>Roper Bounty</b> See Note 4	<b>Other Pump Type Bounty</b> See Note 5	<b>Pipeline / Oil &amp; Gas Bounty</b> See Note 6	<b>Chemical Processing Bounty</b> See Note 7	<b>Natural Gas Equipment Bounty</b> See Note 8	<b>Large Project Bounty</b> See Note 9
<b>Alloy</b>	<b>\$25</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>	<b>N/A</b>
<b>Bronze</b>	<b>\$50</b>	<b>\$50</b>	<b>\$50</b>	<b>\$50</b>	<b>\$50</b>	<b>\$100</b>	<b>\$50</b>	<b>\$100</b>	<b>\$250</b>
<b>Silver</b>	<b>\$100</b>	<b>\$75</b>	<b>\$75</b>	<b>\$75</b>	<b>\$75</b>	<b>\$200</b>	<b>\$75</b>	<b>\$150</b>	<b>\$750</b>
<b>Gold</b>	<b>\$200</b>	<b>\$100</b>	<b>\$100</b>	<b>\$100</b>	<b>\$100</b>	<b>\$300</b>	<b>\$100</b>	<b>\$200</b>	<b>\$1000</b>



# Oil & Gas Targets

#	Company Name	Headquarters
1	Alyeska Pipeline Service Company	Anchorage, AK
2	Badger Pipeline	Arlington Heights, IL
3	Belle Fourche Pipeline Co - Truecos	Casper, WY
4	BP Pipelines (North America) Inc.	Warrenville, IL
5	Bridger Pipeline - Truecos	Casper, WY
6	Buckeye Partners, LP	Emmaus, PA
7	Butte Pipe Line Company -Truecos	Casper, WY
8	CENEX Pipeline, LLC	Laurel, MT
9	Central Resources, Inc.	Denver, CO
10	Centurion Pipeline L.P.	Houston, TX
11	Chevron Pipe Line Company	Houston, TX
12	Chicap Pipeline Company	Manhattan, IL
13	CITGO Investment Company	Corpus Christi, TX
14	Collins Pipe Line Company	Houston, TX
15	Colonial Pipeline Company	Alpharetta, GA
16	ConocoPhillips Pipe Line Company	Houston, TX
17	Countrymark Cooperative, LLP	Mt. Vernon, IN
18	Denbury Onshore, LLC	Plano, TX
19	Devon Energy Production Company LP	Oklahoma City OK
20	Enbridge Pipelines (North Dakota) LLC	Minot ND
21	Enterprise Products – Mid America Pipeline	Houston, TX
22	Enterprise Products Operating L.P.	Houston, TX
23	Equistar Chemicals, A Lyondell Company	Houston, TX
24	Explorer Pipeline Company	Tulsa, OK
25	Express Pipeline LLC	Houston, TX
26	ExxonMobil Pipeline Company	Houston, TX
27	Front Range Pipeline, LLC	Laurel, MT
28	Frontier Pipeline Company	Houston, TX
29	Genesis Pipeline USA, L.P.	Houston, TX
30	Hawthorn Oil Transportation (N. Dakota), Inc.	Stanley ND
31	Holly Energy Partners	Dallas, TX
32	Inter Pipeline Fund	Calgary, AB, Canada

#	Company Name	Headquarters
33	Jayhawk Pipeline, LLC	McPherson, KS
34	Kinder Morgan Energy Partners, L.P.	Houston, TX
35	Koch Pipeline Company, L.P.	Wichita, KS
36	Lake Charles Pipeline	Sulphur, LA
37	Linn Operating Inc.	Houston, TX
38	LOCAP LLC	Metairie, LA
39	LOOP LLC	Covington, LA
40	LouisDreyfus	Wilton, CT
41	Magellan Midstream Partners, L.P.	Tulsa, OK
42	Marathon Pipe Line LLC	Findlay, OH
43	Minnesota Pipeline	Cleakbrook MN
44	NuStar Energy L.P.	Corpus Christi, TX
45	Olympic Pipeline Company	Renton, WA
46	ONEOK Partners	Tulsa, OK
47	Plains All American Pipeline	Houston, TX
48	Plantation Pipe Line Company	Alpharetta, GA
49	Platte Pipe Line	Casper, WY
50	Portland Pipe Line Corporation	South Portland, ME
51	PPL Interstate Energy Company	Pottstown, PA
52	SemCrude, L.P.	Tulsa, OK
53	Shell Pipeline Company L. P.	Houston, TX
54	Sinclair Pipeline Company	Salt Lake City, UT
55	Suncor Energy (USA) Pipelines Inc.	Cheyenne, WY
56	Sunoco Logistics Partners, L.P.	Sugar Land, TX
57	Tesoro Corporation	San Antonio, TX
58	The Williams Company, Midstream	Tulsa, OK
59	TransCanada Keystone Pipeline, LP	Calgary, AB, Canada
60	Valero Energy Corporation	San Antonio, TX
61	WesPac Pipelines	Newport Beach, CA
62	West Shore Pipeline Company	Arlington Heights, IL
63	White Cliffs Pipeline	Tulsa, OK
64	Wolverine Pipe Line Company	Portage, MI



# NORTHERN<sup>®</sup> PUMP

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WEBSITE: <http://www.northern-pump.com>

## Golden Gear Program – Redemption Form

Contact Information	
Company Name:	
Name:	
E-mail:	
Phone:	
Sale Information	
Company: <small>(Only required for Oil &amp; Gas Bounty)</small>	
Model Replaced:	
Description of Application:	
Quantity:	