



*Understanding.....*

# *The Northern Advantage<sup>®</sup>*



Northern<sup>®</sup> Pump

Division of McNally Industries

# Northern<sup>®</sup> Gear Pumps

There are many reasons that Northern<sup>®</sup> is able to execute the design and manufacturing of custom pumps, in very short lead times. We understand our place in the market and want you to learn how your business can benefit from our core competencies:

- Specialization
- Customization
- Precision Manufacturing
- Application Review
- Performance Testing
- Project Management
- Made in the U.S.A.

# Advantage #1

## Specialization

Northern<sup>®</sup> Pump **ONLY** designs and manufactures positive displacement gear pumps. As a result, we are very well prepared and trained to deal with the factors associated with their operation. We understand the hydraulic principles, material options, operation, testing, and maintenance of gear pumps. This specialization allows us to focus on customer needs and be the leader in our market niche.

## Advantage #2

# Customization

Northern<sup>®</sup> Heavy Duty gear pump are available in all shapes and sizes. Our modular design allows us to customize a gear pump for your specific application. Our engineers oversee the design, manufacture, and testing at our state of the art, Wisconsin facility.

## Advantage #3

# Precision Manufacturing

Northern<sup>®</sup> Pump's core competency is manufacturing. We are a precision machine shop, and are capable of extremely close tolerances. Our parent, McNally Industries, is a precision manufacturer of complex electro-mechanical assemblies for the Department of Defense and other prime defense contractors. As a result, we are well versed, and well equipped to handle a wide range of manufacturing processes.

## Advantage #4

# Application Review

Our reputation is extremely important to us. We would rather pass up a quick buck, than send a pump into the field that is not a good fit for the application. As a result, every application is reviewed by a member of our engineering team. We will not compromise quality for company profitability!

## Advantage #5

# Performance Testing

**EVERY** pump assembly that is manufactured by Northern Pump is performance tested before it leaves our facility. This ensures that the pump is ready for action in your process. You can rest easy knowing our highly trained technicians have completely verified the performance of your new investment!

## Advantage #6

# Project Management

Our Wisconsin based team is responsible for all aspects of the manufacturing process. We complete the design, build the data package, manufacture the parts, assemble and test the pump, and develop product literature all in one location. We have an elite group of individuals that are extremely talented at what they do.

## Advantage #7

# Made in the U.S.A.

We manufacture the vast majority of our components at our Grantsburg, WI facility. We do not use inexpensive components from overseas or other locations. We are in control of our process and lead times, and as a result, our quality.