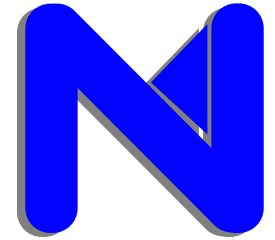


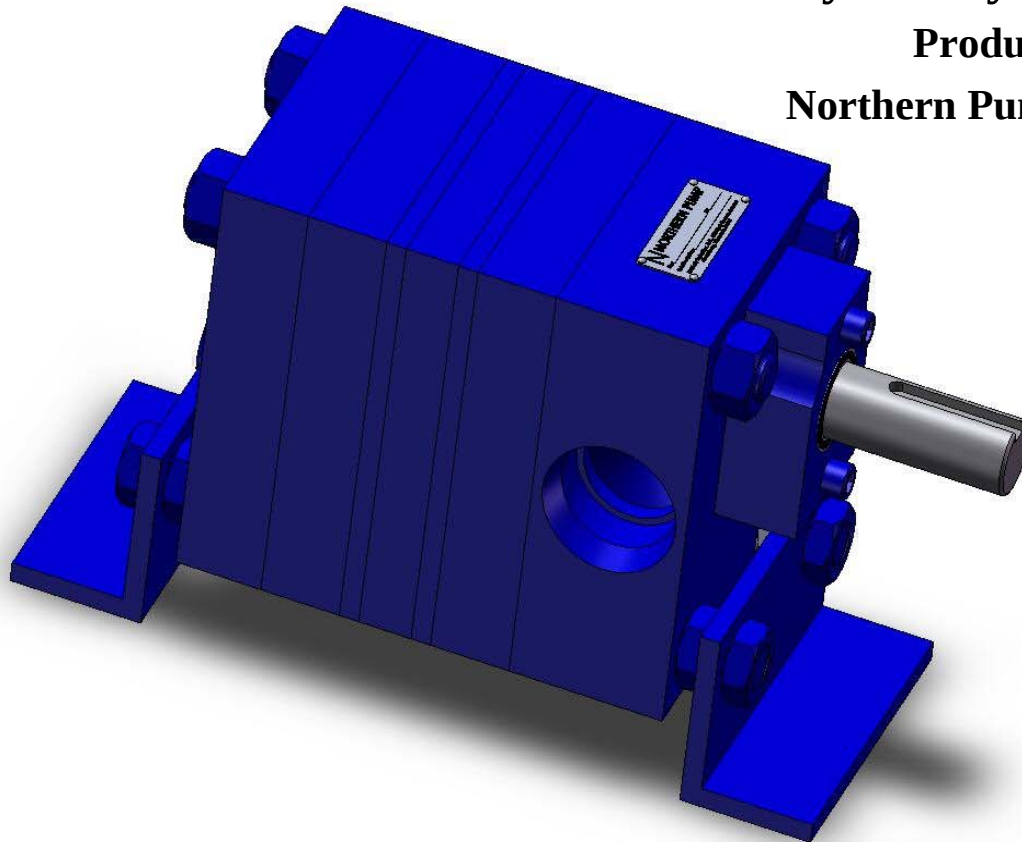
How to Identify a Northern Application



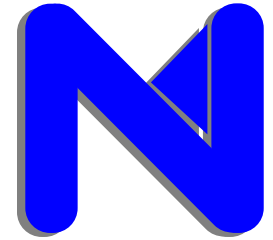
•Presented by Randy Antonich

Product Manager

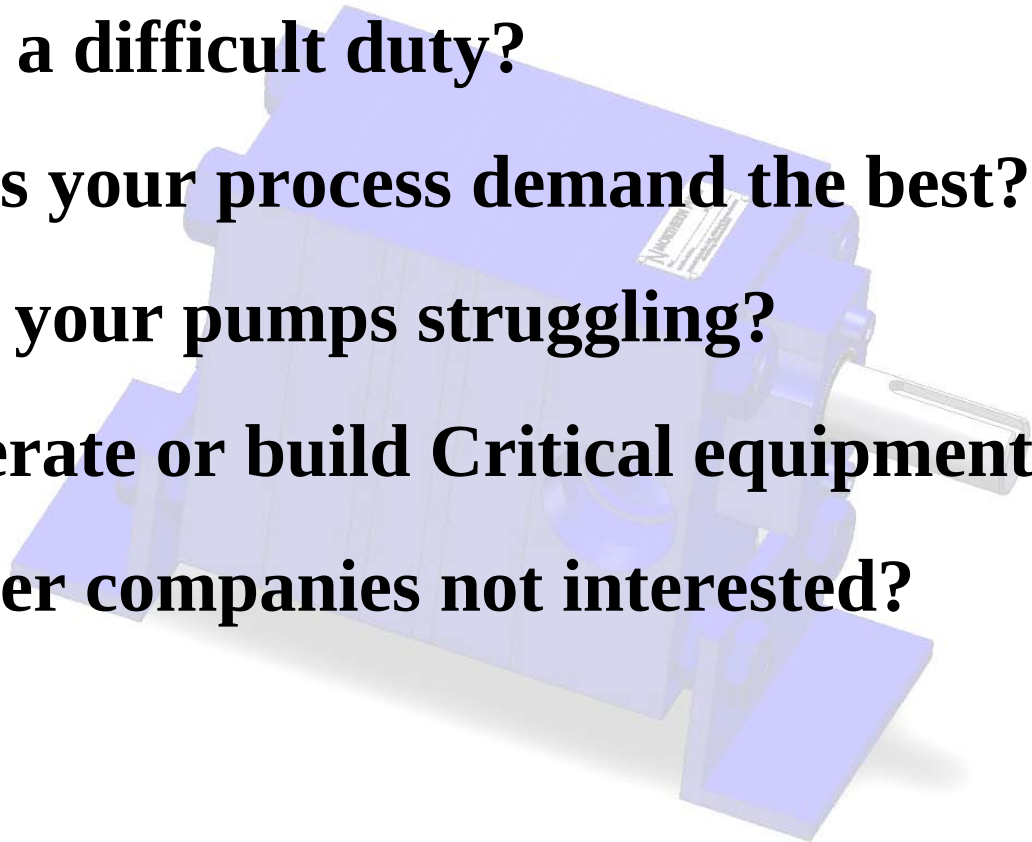
Northern Pump Division



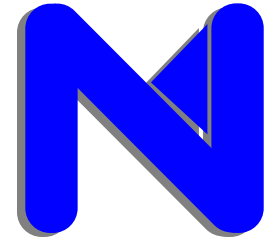
Recognize a Northern Application



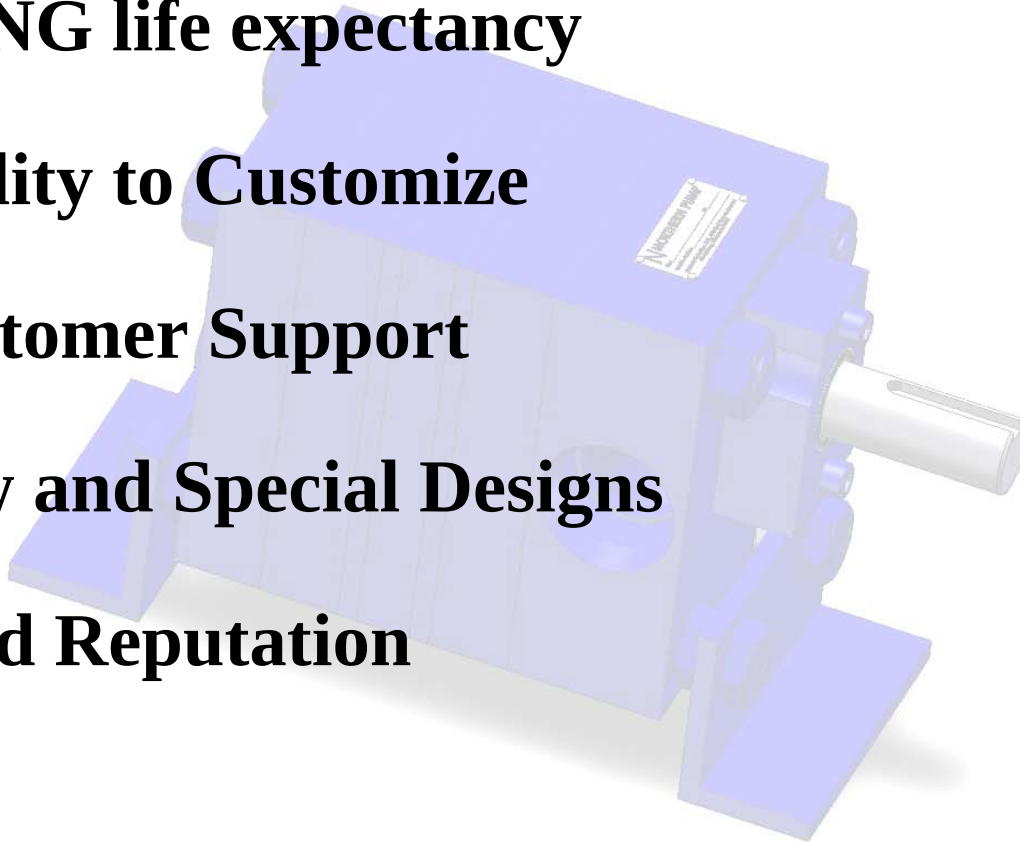
- Is it a difficult duty?
- Does your process demand the best?
- Are your pumps struggling?
- Operate or build Critical equipment?
- Other companies not interested?



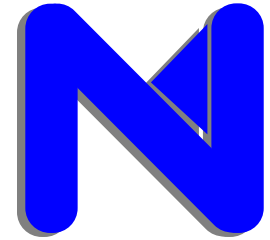
Correlate the Key Northern Benefits



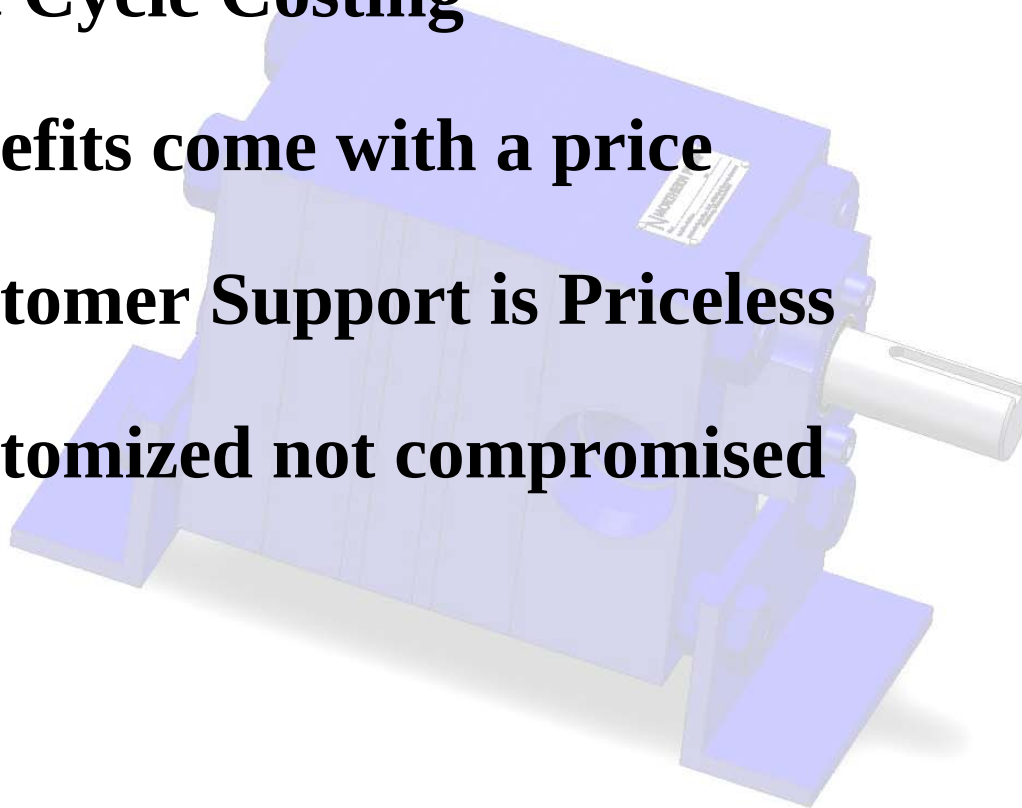
- **LONG life expectancy**
- **Ability to Customize**
- **Customer Support**
- **New and Special Designs**
- **Solid Reputation**

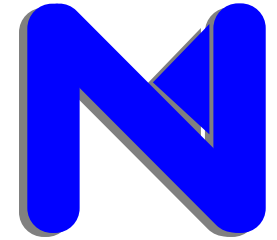


Effectively Analyze the Price



- **Life Cycle Costing**
- **Benefits come with a price**
- **Customer Support is Priceless**
- **Customized not compromised**





Contact Factory with Duty Data

- **Gather required information**
- **Gather additional supporting information**
- **Other support items and information**

