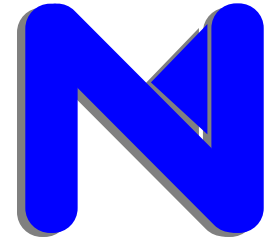
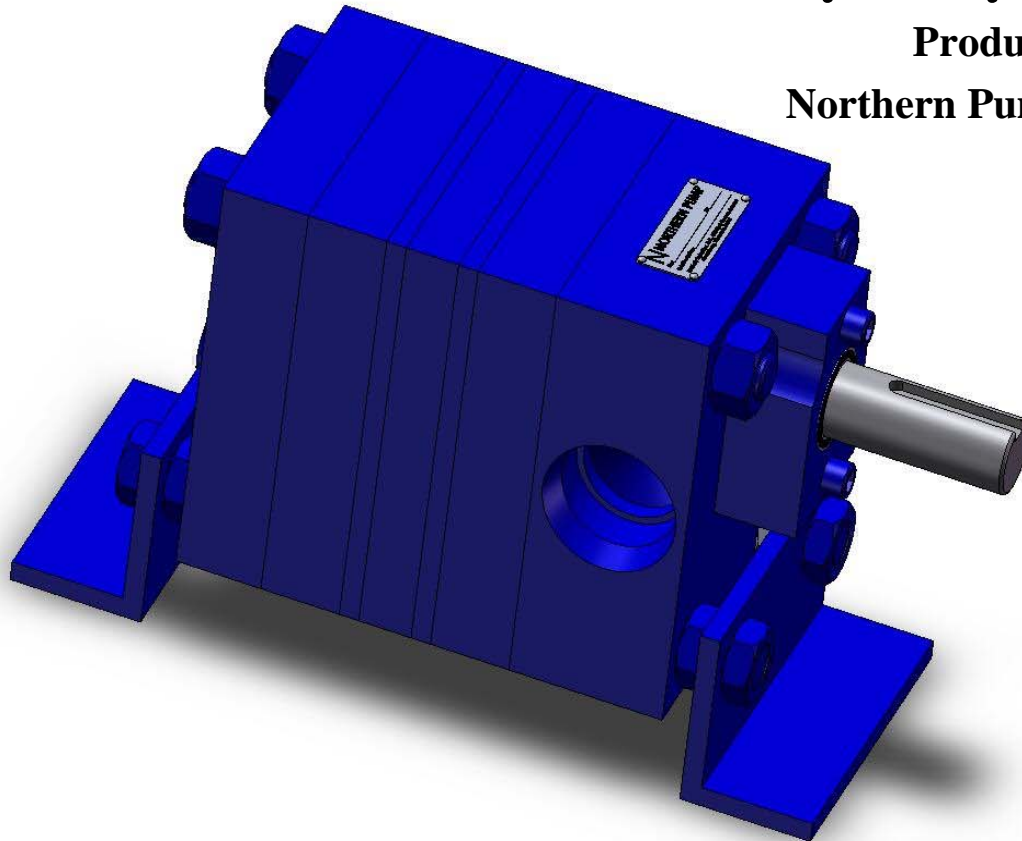


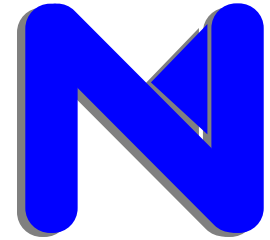
How to Identify a Northern Application



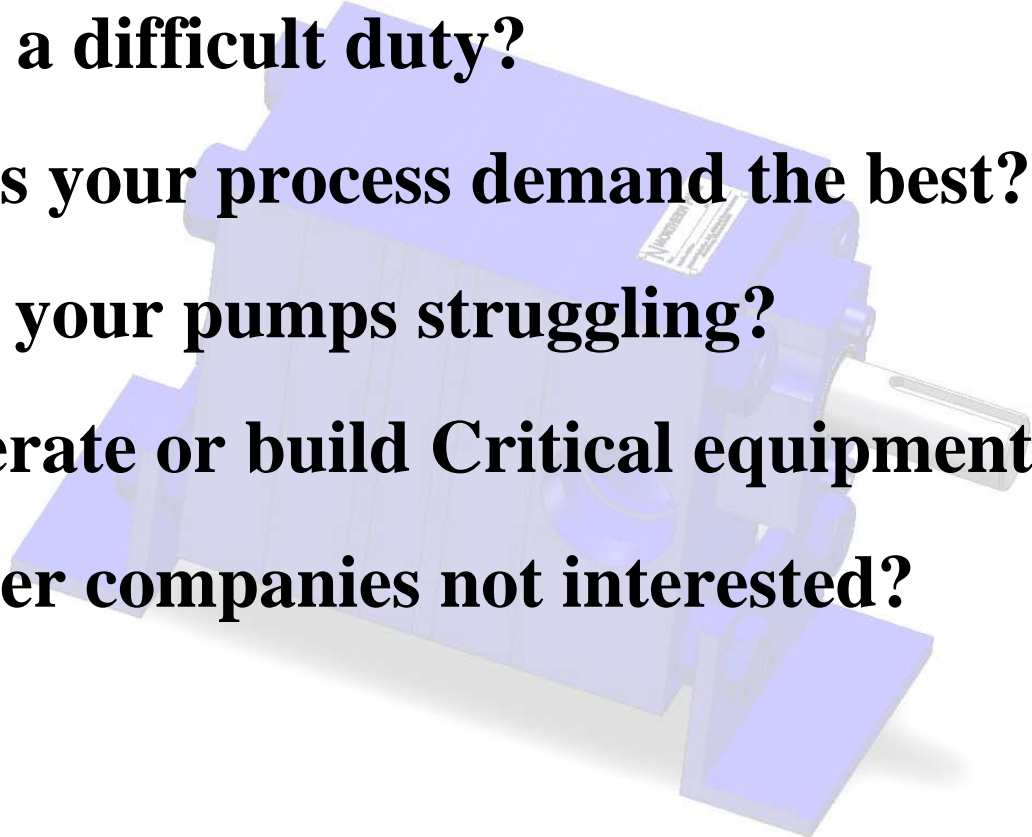
•Presented by Randy Antonich
Product Manager
Northern Pump Division



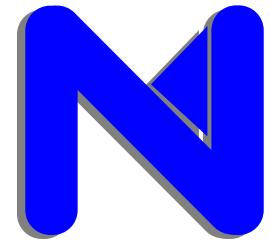
Recognize a Northern Application



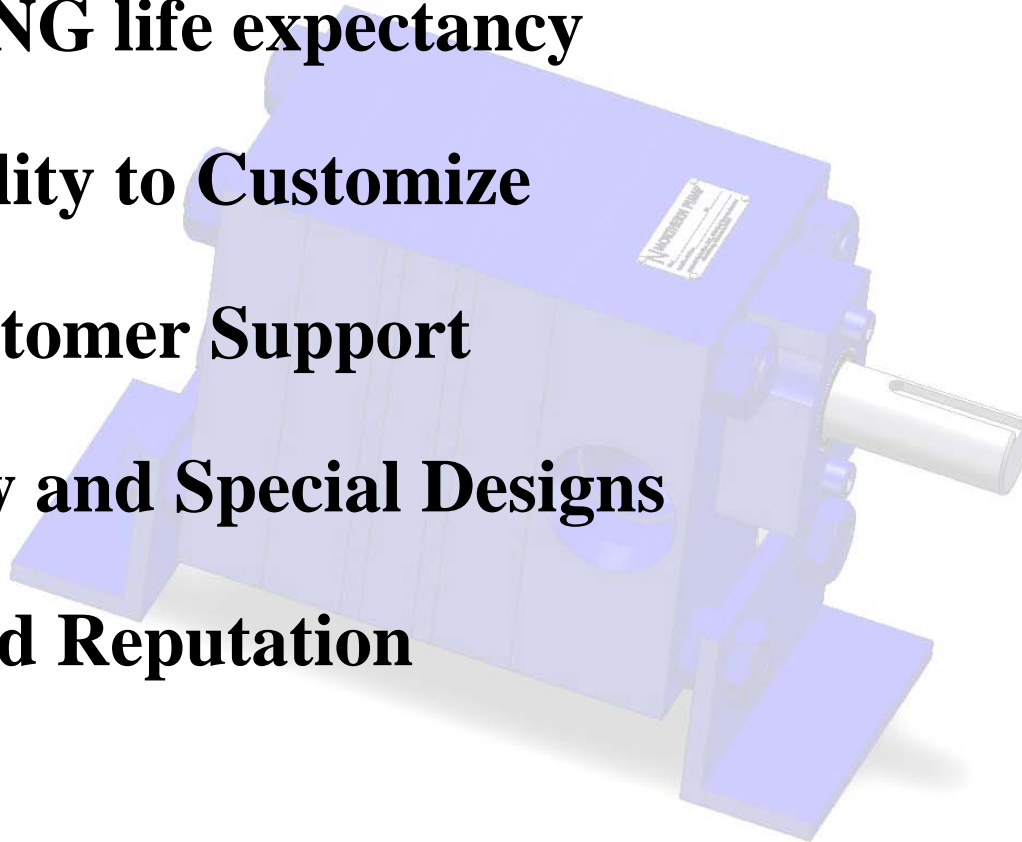
- **Is it a difficult duty?**
- **Does your process demand the best?**
- **Are your pumps struggling?**
- **Operate or build Critical equipment?**
- **Other companies not interested?**



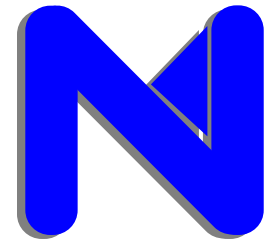
Correlate the Key Northern Benefits



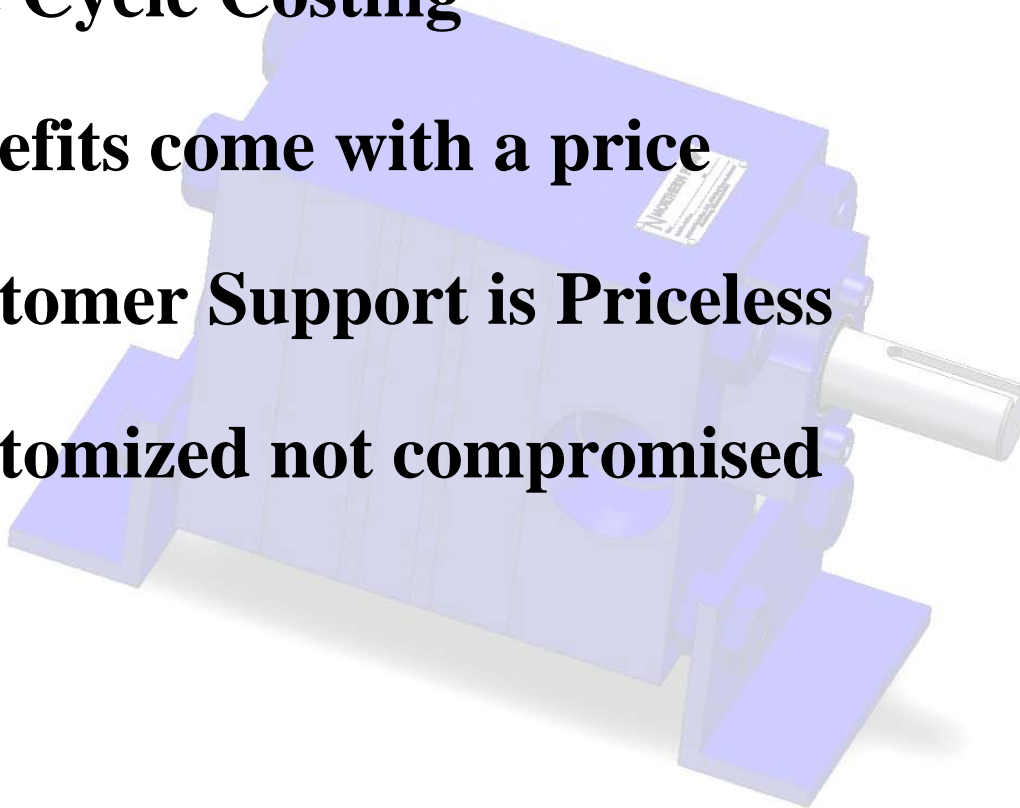
- **LONG** life expectancy
- **Ability to Customize**
- **Customer Support**
- **New and Special Designs**
- **Solid Reputation**



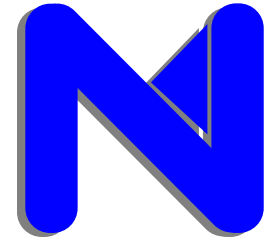
Effectively Analyze the Price



- **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**

