

TOP 20 REASONS TO DO BUSINESS WITH NORLAND INTERNATIONAL

- 1. Outstanding Global Customer Service Presence**
Easy operation of equipment. Maximum up time.
- 2. Total Solution Layouts / Design / Implementation**
One source, one warranty, one solution.
- 3. Innovative Design**
Norland has revolutionized the bottled water industry to make it easier and more profitable for our customers.
- 4. Quality Components Used Throughout**
Less downtime, greater longevity of equipment. Greater return on investments. Total system confidence.
- 5. American Made**
Stainless steel manufactured in North America. Long life, durable construction and good looks for years.
- 6. Employee Turnover is Low**
Norland builds relationships that last. People buy into personnel and a company as much, or more than equipment.
- 7. Onsite Training by Qualified Technicians**
Personal, face-to-face education of our customer's operators. Manuals are complete, easy-to-read and the best in the industry.
- 8. Operator-in-Mind Design**
Easy maintenance. Easy operation.
- 9. Track Record of Success**
Norland has been in business for nearly 20 years and continues to be an industry leader. We have thousands of customers and systems in daily operation worldwide.
- 10. Company Longevity**
Norland has been in business since 1992 and continues to excel as a driving force in the industry, unlike other companies that have come and gone over the years.
- 11. Replacement Parts Availability**
Quick delivery of replacement parts and total peace of mind. Maximum uptime and compatibility/consistency of parts used on our systems.
- 12. Real World Experience in the Bottled Water Industry**
 - Norland's equipment is a direct result of being a bottler, analyzing equipment available and designing better equipment to meet our bottling needs.
 - We rely on our equipment daily, we provide our own maintenance, and understand the vigors of daily operation.
 - We are a long standing local bottler with an in-depth understanding of today's packaging and bottled water market.
 - We share our experiences - we are a company our customers can lean on.
- 13. Personal Dedication and Focus on Customer Satisfaction**
Personalized service and the ability to adapt to meet your needs. You can't find a more helpful and dedicated team that strives to meet customer's needs.
- 14. We Customize to Fit Your Needs**
There's no need to accept compromises.
- 15. We Measure Our success By Your Success**
We aren't satisfied until our customers are satisfied.
- 16. Industry Leader**
We didn't become the leader by accident - our customers made us the leader by accepting our products and recommending us to others.
- 17. Norland Is A Single Source (Total Resource) For Customers**
There's no need to search to find equipment that may be compatible. Norland equipment works as a system. Always.
- 18. Norland's Proven Global Experience And Reputation**
We have satisfied customers all over the world. We know what it takes to succeed in YOUR area.
- 19. Equipment Testing**
Norland sets up and tests every piece of equipment with your bottles and packaging, when given the opportunity. When we ship your equipment, we know it will work.
- 20. Norland Is Environmentally Friendly**
We are always striving to develop products that are environmentally friendly to give our customers a competitive edge. We want to be good stewards of the earth and hope our customers are as excited about doing so as we are.

