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## **Northland Advantage - We Know What It Takes**

(SPEECH)

[ELECTRONIC MUSIC]

(DESCRIPTION)

Text, Northland Insurance

(SPEECH)

SPEAKER: Accidents happen, and when they do, it's comforting to know you can trust your insurance carrier to be at your side, like the night a Northland customer totaled his truck and ended up in the hospital. He was driving down Interstate 40 in Tennessee when a tandem wheel assembly spun off an oncoming semi-trailer, flew across the median, and smashed into his tractor trailer. He lost control and overturned his truck.

To make matters worse, the other driver fled the scene with his truck. Fortunately, Northland's claim professional knew exactly what to do. First, he saved the wheel assembly as evidence. Then he checked repair facilities in the area. He knew that the other truck couldn't have been driven far without all of its wheels. His search quickly paid off.

He discovered that, on the night of the accident, a local truck stop repair facility had written up a work order for a trailer missing a wheel assembly. The Northland rep brought in the state police, who contacted the trucking company listed on the work order. The company denied being involved.

Imagine their surprise when the Northland rep presented the evidence. It positively identified the truck as belonging to the company and enabled Northland to recover all damage costs from them for its customer. Trust Northland. We'll be there for you, now and as you grow. We know what it takes. That's the Northland advantage.

(DESCRIPTION)

Logo, Northland Insurance

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