

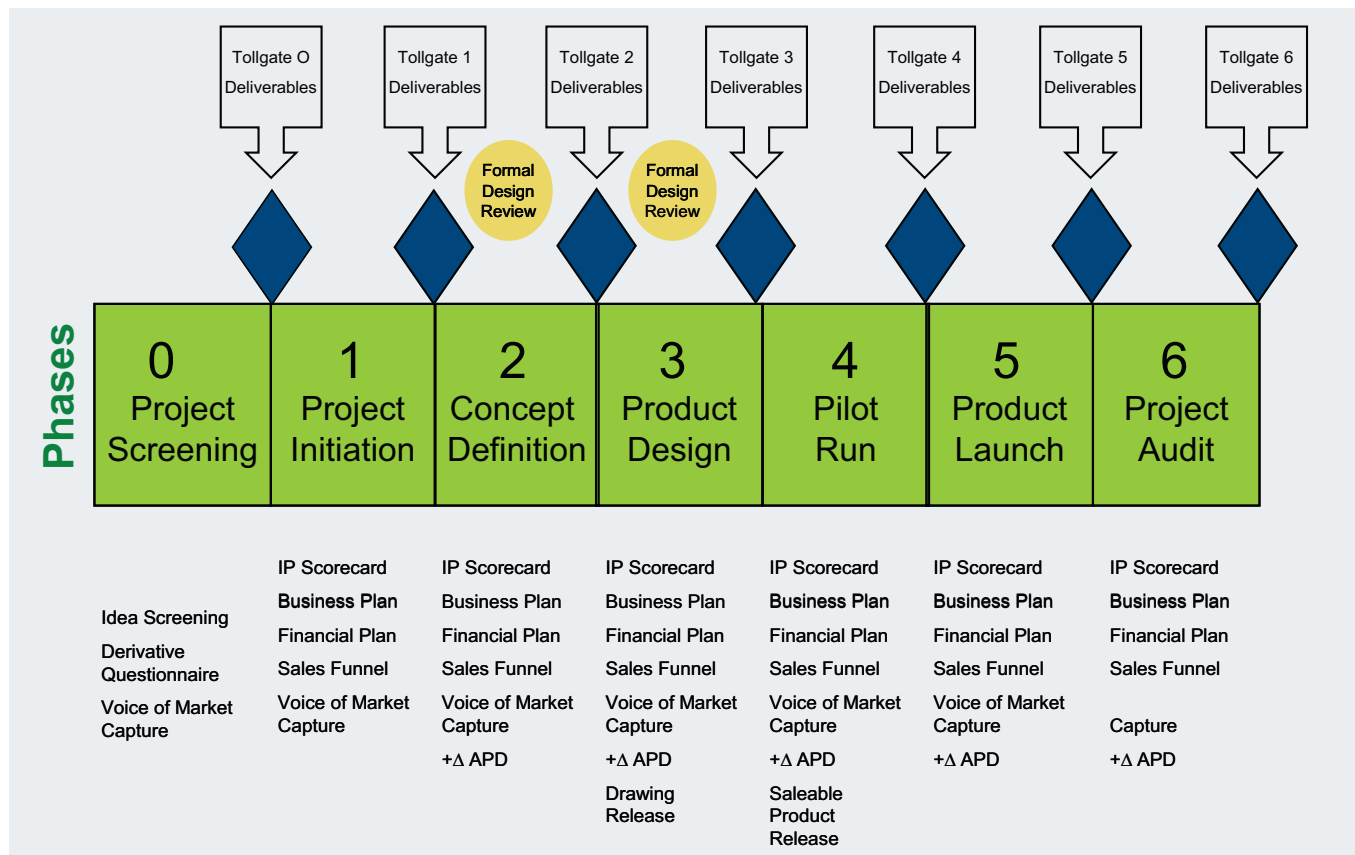


Donaldson.
FILTRATION SOLUTIONS

Staged-gate Development Process

Donaldson filtration solutions for OEs follow an stage-gate development process. This process typically compliments similar development process at our OE customers. At Donaldson it's called Accelerated Product Development (APD). This process ensures effective product introduction and development while making sure no critical design or manufacturing procedures are overlooked. APD is a team-based process that incorporates engineering, sales, manufacturing, logistics, and purchasing from the initial stages of the design to facilitate an efficient product launch.

While the technology resources are a key for OE customers, we understand their needs by providing a global infrastructure to support their production operations around the world – from technical centers, sales support, manufacturing to distribution.



Donaldson Company, Inc.
PO Box 1299
Minneapolis, MN
55440-1299

www.donaldson.com
www.donaldsonOEMfiltration.com

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