

NEWS FLOW

• JOHN BLUE COMPANY QUARTERLY NEWSLETTER •



• THE PUMP COMPANY SINCE 1886 •

Refreshed Brand, Same Unsurpassed Quality

John Blue Company officially launches it's corporate rebranding.

In 1886, John Blue and his father, Angus Blue, established a business on their land in Laurinburg NC, repairing cotton gin parts and working on farm tools. Over the years the company grew, moved to Huntsville, Alabama, and provided quality, reliable, and accurate agriculture solutions to farmers. Meanwhile, in 1980, CDS Ag Industries, Inc. began business in Chino, CA as a manufacturer of squeeze tube pumps and irrigation pumps. In 2000, John Blue Co. purchased CDS Ag Industries forming CDS-John Blue Company, a division of Advanced Systems Technology. After almost 20 years, we are excited to return to our roots and back to the original John Blue name, while still offering the highest quality products and service you've come to expect. We will still manufacture the heritage CDS product lines such as the EZ Meter and green Squeeze Tube Pumps, and look forward to continuing the John Blue tradition of being a leader and pioneer of precision ag equipment.

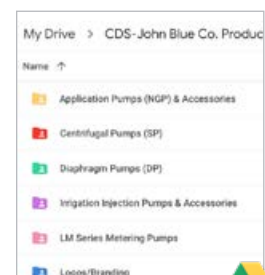
"In the coming months and years, our commitment to quality, innovation, and service will be apparent. With new products on the drawing board and others soon to be released, it is an exciting time for John Blue Company."

— Craig Mashburn, Director of Sales and Marketing



The rebrand transition begins August 5th. The new logo and colors are bold and strong, and an accurate representation of what John Blue has been in the past, and where we want to go in the future. We are excited to take you along on this journey and thank you for your continued support.

GUARANTEED TO DO THE JOB.



Our new logos are available in our Google Drive Library. Email Lauren Sanderson for access to our online, self-service resource library.

lsanderson@johnblue.com



Sales Updates and Important Information



EARLY ORDER PERIOD

The best pricing of the year is during the preseason pricing period. It runs September 1 through October 31 2019, with delivery taken by February 1, 2020.



FREIGHT SAVINGS

Minimize your freight costs by ordering in pallet quantities. Give us a call for more details.
1-800-253-BLUE



TIME TO THINK ABOUT PUMP REPAIRS

With planting and spraying season winding down, now is the time to start making notes about your equipment and scheduling needed repairs. Don't wait until next season!



NOTICE: PHYSICAL INVENTORY WEEK

Our annual physical inventory will take place September 16-20. Take note that during this time we will still take orders, but we will not be manufacturing or shipping.

Update from Abraham Baldwin Agricultural College:

Accurate and quality technology can make a big difference in the fields!



We loved getting this update from Abraham Baldwin Agricultural College!

"Earlier this month we introduced fertilizer equipment to Dr. Justin Ngs' class of roughly 60 students in 4 different lab sessions. I described to the students three pieces of equipment that we have on our farm. Two of

which are powered by John Blue pumps. Our crop is 10-14 days out before we will use the sidedress applicator but we are anticipating the use. I described how the unit runs and how as producers we benefit from quality equipment as in the LMC and John Blue product lines. Furthermore, the importance of using our resources wisely and ensuring that the fertilizer we apply is applied at the correct location, in the correct amount, at the right time. Liquid application is only one part of the production system, yet extremely crucial. Our inputs are no doubt expensive, but it's more expensive when not applied correctly. We discussed also the management pros of the liquid blockage monitoring system that works in conjunction with the flow manifold. We should apply our inputs with confidence, to do that we must apply with quality equipment. As we do in every lab we thank our industry partner so our students know where the equipment comes from."

—Trey Davis, Manager of ABAC FARMS, School of Ag. and Natural Resources

We enjoyed a visit from our South African friends at Axioteq!



2019 EVENTS

GIE+EXPO

October 16-18, 2019
KY Exposition Center
Louisville, KY
www.gie-expo.com
Booth# 5015

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