

## **Inject-O-Meter "PREP C.F." Pump Conditioner Questions and Answers**

**Q:** Who is Inject-O-Meter?

**A:** Inject-O-Meter is recognized as the world leader in manufacturing fertigation pumps. Our company has sold products all over the world. From the U.S.A. to Africa, our pumps are known for "quality" and are recognized for their ability to withstand any harsh environment.

**Q:** Why is Inject-O-Meter marketing "Prep" in the agriculture market?

**A:** Simple; Our customers in the marketplace. Our market intelligence has shown our customers are seeking a pump-conditioning product to help winterize their units in the off-season. We carefully select only the best products and proven technologies that will provide our customers unique value added products.

**Q:** How do you know the Inject-O-Meter "Prep" works?

**A:** Our customers have used various "winterizing" products for many years. We have developed a proprietary oil-based product with an emulsifier blend that will condition the internal parts of the pump.

**Q:** What makes "Prep" different than other winterizer products traditionally used in the agriculture market?

**A:** Most products used are not designed to condition the pumps; the oil-based emulsifier blend will lubricate your pump's wetted components. "Prep" is also "environmentally friendly", which means you can inject the product into your irrigation line. This product meets all EPA standards, as all ingredients are exempt from tolerance requirements as specified in federal regulation 40 CFR 180.1001 (c).

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**Q:** When will "Prep" be available for sale?

**A:** Beta tests in Texas, Washington and New Mexico are being conducted now. This product will be for sale in August 2003.

**Q:** What are some of the features of "Prep"?

**A:**

- Protects and lubricates the pump
- Environmentally friendly (see label EPA approved)
- Purge's system of most residual chemical
- Aids in calibration
- Lubricates critical internal components of pump
- Safe for all kinds of pumps
- Color coded for visual verification that unit has been conditioned

**Q:** What will the Inject-O-Meter "Prep" cost the producer?

**A:** Suggested retail price on the Inject-O-Meter "Prep" is \$20.00 / gallon.

**Q:** The "Prep" conditioner seems expensive?

**A:** "Prep" is very economical when you consider a 2.5-gallon container will condition 5 units at the recommended usage rate of ½ gallon per unit. This makes the cost of conditioning your units \$10.00 each. The value of "Prep" will be realized with reduced pump repairs, less pump parts, and less downtime during the season; knowing your pump is ready to inject.

**Q:** What else can "Prep" be used for?

**A:** "Prep" is recommended for use as a calibration aid. Instead of using water to calibrate with, "Prep" should be used due to the specific gravity of the product is more consistent with adjuvants and chemicals being injected in the agriculture market today.

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