

BLUE GRASS MANUFACTURING CO.



CONTRACT MANUFACTURERS

Blue Grass Manufacturing Co.  
1454 Jingle Bell Lane  
Lexington, KY 40509

PHONE  
(859) 233-7445  
FAX  
(859) 233-0081

VISIT OUR WEBSITE  
[www.bluegrassmfg.com](http://www.bluegrassmfg.com)

ISO 9001:2000 CERTIFIED

# Blue Grass Manufacturing Works for You!



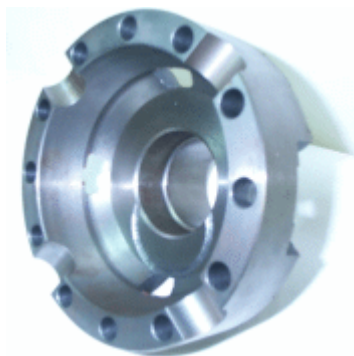
Conveniently located in Lexington, Kentucky Blue Grass Manufacturing can assist you in all phases of the manufacturing process -- cost reduction, engineering, tool building, fabricating, welding, machining, assembly, sourcing, purchasing, order entry and customer fulfillment. We are specialists in the manufacturing processes we host. The experience we have accumulated and the resources that we've built in our pursuit of manufacturing excellence insure that the work we do for you will save you time and money, improve the quality of your product, and sharpen your ability to maneuver skillfully in a rapidly changing, increasingly competitive marketplace.

## We Have Extensive Resources

We have been in business for over 40 years. We operate a 100,000 square foot, clean facility in Lexington, Kentucky. We are able to configure a wide variety of production cells and assembly lines in the plant to manufacture everything from labor intensive assembly lines, large welded assemblies, to work cells for machining, or high-precision micro-welded halogen bulbs for aircraft landing lights.



## We Have Exceptional Experience



Our customers over the years represent a Who's Who of leading companies in many different industries -- appliance, automotive, electrical, telecommunications and office automation among others. Those customers come to us, and come back to us again and again, because we are consistently able to deliver economical, timely, and highly productive solutions to their manufacturing problems. We are particularly proud of our ability to forge lasting partnerships with our customers, to conform our assembly lines and our procedures to theirs so that we consistently deliver just what they need, just when they are ready for it, at a level of quality that exceeds their expectations.

# All your processes in one place – turnkey operations.!

Engineering

Machining

Assembly

Welding

Stamping

Quality

# *Your force in the Market Place!*

## **We Can Handle the big Jobs**

The services that we perform at our Lexington Plant include engineering, tool building, metal fabrication, and welding, machining, and assembly. To supplement and complement those core capabilities, we have recently begun and are well along with the task of building the Supply Chain Alliance, a partnership of companies who host complimenting contract processes. Each company has demonstrated a combination of financial stability, innovation, and excellence in their hosted process. Backed by the Alliance, Blue Grass Manufacturing is able to offer its customers single source responsibility for an extremely wide range of products and manufacturing services.



## **Let us Show You What We Can Do For You!**

We are grateful for your visit to our website; as you browse the information we've assembled here, we hope that you will better understand how the focused team at Blue Grass Manufacturing company can apply its expertise to your manufacturing problems. We are eager to talk with you about your situation and to develop a proposal that will show you how we can save you money, improve the quality and increase the availability of your product. We will show you how outsourcing can free up your corporate resources so that they can be allocated more profitably and productively towards key objectives like product development or finding new customers and channels of distribution.

**859-233-7445**

*Your plan, our future...*

*sales@bluegrassmfg.com*

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# Blue Grass Manufacturing Works for You!

It is the Mission of Blue Grass Manufacturing to provide:

## THE TRIPLE WIN

First, for our CUSTOMERS, we want to make certain they receive a fair value for their money by producing products that meet or exceed their specifications, which are delivered on time. We expect our employees to continually improve their product's manufacturability, quality, and cost while also improving our working relationship.

Second, for our EMPLOYEES, Blue Grass Manufacturing strives to be a good place to work, a work place in which employees can enjoy and take pride in what they do every day. We share our success with them by providing competitive wages and benefits, and by being a good corporate citizen.

Third, for our INVESTORS, Blue Grass Manufacturing Company intends to provide a fair return. Among our investors, we include the shareholders, banks, suppliers, and all other entities that invest their money in our business to make it a success.

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# Machining!



**Computer Numerical Controlled** machining is the removal of material through the use of automated computer controlled machine tools to remove unwanted materials from a piece of raw material such as bar stock or plate to get a refined finished shape. At Blue Grass Manufacturing, we use CNC lathes, CNC vertical mills, horizontal mills and drilling machines to remove steel, iron, brass, aluminum, copper, stainless steel, phenol, delrin, nylon and plastics. We also precision machine finished parts from near net shapes such as forgings, castings, extrusions, die-castings, investment castings and flame cut blanks to make production quantities of precision machined parts.

Machine work is also done using manual milling machines, lathes, and grinders to produce fixtures, dies, molds or small number of parts. We also use manual milling machines, drills, tapping machines, thread rollers, Landis threaders, multi-spindle drills and broaches in conjunction with our CNC machines to design work cells for a lean manufacturing process so we can make parts to specification at the lowest cost.

All of our processes are designed to meet the requirements of ISO 9001:2000 or QS 9000 quality systems. We perform FEMA, PPAP and ISIR inspections and determine each process's capability to make parts to our customer's specification. Critical machine work processes can be monitored with charts using statistical process control (SPC) tools such as X bar and R charts. Any defects found are followed up with problem analysis and corrective actions. We are always striving for continuous improvement of our quality, costs and on time delivery.

*Every process together in one place*

*Years of Excellence and Experience*

Engineering

Machining

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# Conventional Machining Processes:

We host a variety of conventional machine tool for doing secondary operations or inter-cycle work with our CNC machine tools. We have the following equipment and processes available:

- Vertical milling and drilling
- Gang drills
- Multi-spindle drills
- Turret Drills
- Single Spindle Drill
- Horizontal Milling Machines
- Vertical Grinders
- Engine Lathes
- Turret Lathes
- Vertical Broach
- Landis Thread Cutter
- Internal Thread Tapers
- Thread Roller



*Turnkey operations.!*

*Your plan our future...*

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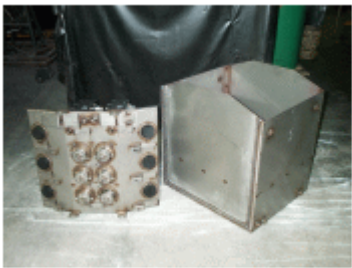
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# ...Welding!

Welding is the joining of two or more metal parts by the use of an electrical arc to melt and pool the metal of the parts metal from a rod or wire into a joint that is usually stronger than the original metal itself.

Blue Grass Manufacturing performs MIG welding and TIG welding using Miller arc welding equipment with wire feeders or Lincoln welding equipment. We are very accomplished at welding stainless steel for the electrical products and appliance industries.

We weld aluminum as well as mild steels. We can design and manufacture the jigs and fixtures needed to yield a precision welded product. We offer welding services for both high and low volume work. We can automate or use robotic welders for your welding project.



BGM's welding shop has had considerable experience with resistance welding or spot welding. We have produced millions of micro welded assemblies for GE lighting and office products manufacturers such as IBM and Lexmark.

If you have a product that requires resistance spot-welding or just need welded studs or nuts, let us quote your next welding job.

We have experience in brazing and soldering brass, copper and other metals in food, RF telecommunications and industrial applications.

If you need plastic welding you may wish to refer to our assembly services to review our ultrasonic welding capabilities.

## *Every process together in one place*

Engineering

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# *Years of Excellence and Experience*

All our welders are internally certified and work to ISO 9001:2000 developed and controlled welding processes. The welders for your project can be certified to meet your welding requirements as well.

BGM has the following welding equipment available:

- o Miller wire feed welders
- o TIG welders
- o Stick Arc welders
- o Spot welders
- o Resistance Welder
- o Mat Welder
- o Solder and brazing Stations
- o Plasma cutting torch
- o Welding positioning fixtures
- o Leak test stands
- o Branson ultrasonic welders
- o Cutting torches

*Quality is built into each step!*

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# ...Assembly!

## *Putting it all together*



Assembly is the joining of two or more parts using screws, adhesives, rivets, sonic welding, resistance welding, heat staking, orbital spin riveting, soldering or other processes. Blue Grass Manufacturing pursues the assembly of complete products in a turnkey operation or the production of sub assemblies or sub systems of a product.

We have hosted high volume product assembly operations for the Fortune 25 and we have assembled low volume assembled products for inventors and venture capitalists. We have established dedicated contract assembly plants for our customers and have designed assembly lines and operated them in our customer's facilities.

We can design labor-intensive assembly lines with all the tooling, checking fixtures and quality procedures for ISO 9001:2000 and Underwriters Laboratories (UL) in place. We assist our customer in the design and manufacture of automated assembly machines.

## *Value with Quality*

Engineering

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Quality

# Turnkey businesses... Your plan, our future.



**BGM** pursues assembly jobs that are mechanical assembly or electro mechanical assembly.

We have an excellent record of lifting our customer's assembly system and bringing his assembly equipment into our plant while lowering his total product cost, improving quality and on time delivery.

We have been shipping in a "just in time" delivery mode to our customers' assembly lines for over 40 years.

Whether your sub contract assembly work is bench assembly or subassembly lines, Blue Grass Manufacturing and its partners in the Supply Chain Alliance, LLC have cost saving solutions for you. We will also warehouse your completely assembled and packaged product and perform fulfillment operations so you never have to handle your product before it goes to your customer.

Send us your fulfillment orders and we will send you the invoices. Better yet, we can even take product orders directly from your customers. We have the following equipment available to support assembly operations:

- Electrostatic free assembly benches
- De-ionizers
- Hand solder stations
- High POT tester
- Cure oven
- Roller conveyor
- Pallet conveyors
- Skate conveyor
- Ball conveyor
- Belt conveyor open and closed loop
- Workstation pallet lifts
- Rework and Repair stations
- Sorting stations

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- Orbital riveter
- Staking presses
- Dake presses
- Spot welders
- Resistance Welders
- Mat welder
- Wire cut off line
- Branson sonic welders
- Pneumatic (air) screw guns
- Auto feed Screw guns
- Torque meters
- Glue dispensers
- Box taper
- Mini Tab Statistical software
- Shrink wrapper and heat tunnels
- Heat guns
- Speed rack parts storage
- Parts bins
- Pallet Racking
- Secure storage areas
- Industrial lift trucks and Pallet trucks
- Cardboard Compactors
- Assembly line designers
- Test station design
- Tool and fixture makers
- Coordinate Measuring Machine
- Exact Macola Integrated ERP and Accounting System
- BOB Cad and Auto Cad.( All other print Readers)

Completely digital process and ISO 9001:2000 documentation

*Please call us or drop us an email today in order to talk about your assembly needs today. (859)233-7445  
Put it all together with BGM*

*Turnkey businesses...*

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# *Fulfillment Process...*

## *Freedom and Marketability*

### Turnkey business

Fulfillment is the service of **warehousing, picking, packaging and shipping a customer's order** by a third party Fulfillment Company. Product fulfillment services free a company of the logistics of fulfillment and distribution and saves in transporting and storing finished goods inventory.

Our fulfillment house can also complete the final assembly, testing and labeling of a product made in our plant, someone else's or from overseas. We offer the lowest out bound transportation costs, as we are located in the demographic center of the eastern United States and close to the main hubs of United Parcel Service (UPS), DHL, Airborne and other package delivery services. Blue Grass Manufacturing is open to providing fulfillment plus any other services that would provide our customer One Stop Shopping. We will accept e-commerce fulfillment from your computers or Internet fulfillment. Many companies selling via e-commerce fulfillment desire to have little investment in physical facilities and stick strictly with the e-fulfillment side of their business and leave the fulfillment storage and shipping to us.

We will also provide fulfillment warehousing to overseas manufacturers or importers who need to have coordinated time slot distribution fulfillment services for deliveries to major automotive or other assembly plants in the central Midwest .

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# Developing strategy...

If you are thinking of outsourcing fulfillment or need assembly distribution fulfillment services, give us a call and let's explore how our fulfillment center can meet your logistics and fulfillment needs.

We have the following equipment to support our third party packaging and fulfillment

Services:

- T1 phone trunk (24lines)
- Shrink wrapping
- Automatic box taping equipment
- Stretch wrappers.
- Table saws for wood crates and skids
- Pneumatic nailers and staplers
- Packaging stations
- Bag sealers
- Floor conveyors
- Forklifts and pallet trucks
- Skate conveyors
- Glue dispensers
- Branson Sonic welders
- Electronic assembly stations
- 100,000 sq ft. warehouse space
- Exact Macola Distribution Software
- Delivery trucks

## Value with Quality

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# Warehousing...

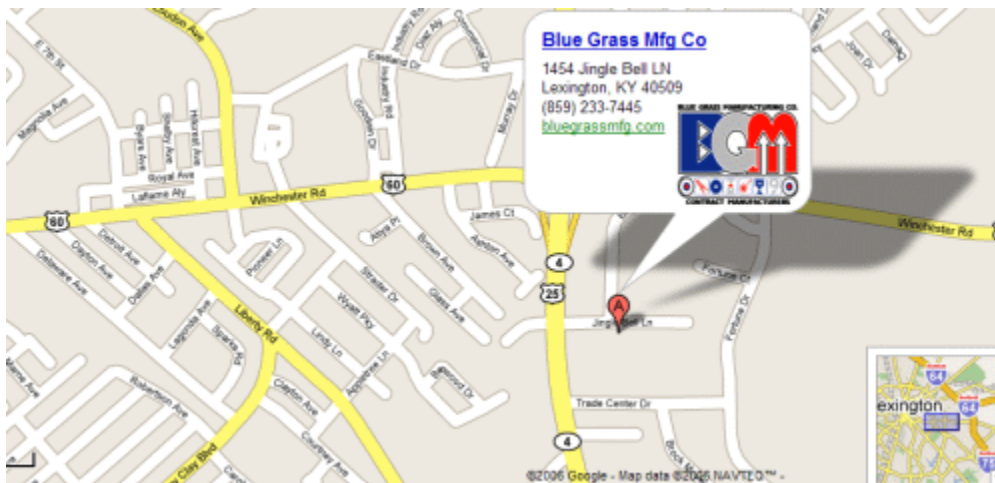
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## Warehousing

Lexington Kentucky is located in the transportation center of gravity for almost every product sold in the Eastern United States. You couldn't have a better location to assemble, store or distribute your products.

Blue Grass Manufacturing Company has warehouse space available in its 100,000 Square Foot building on Jingle Bell Lane in Lexington near the intersection of I-75 and I-64. We have made arrangements in the surrounding area for additional or over flow space. Our space is heated with economical gas radiant heat and is 100% sprinkled. Ample utilities plus compressed air are available. The building is zoned I1 so most any activity is permitted.

If you desire support services, we offer receiving, shipping, storage, inventory control, final configuration assembly or anything special you need. Ask and we can handle your order entry, fulfillment, and invoicing, and even service your returns.



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# Stamping...

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Stamping is the process of forming metal into various shapes using dies in hydraulic or mechanical presses.

*We pursue hand fed or coil fed sheet metal stamping work.*

We can use existing dies or quote dies for your custom metal stampings. Several of our partners in the Supply Chain Alliance, LLC are stamping experts that can produce medium and small precision metal stampings in both high and low volumes.

Our partners have presses that range up to 600 tons and they also host four slide machines for wire forms and small precision stamped parts.

We can provide a variety of secondary processes including drilling, tapping, grooving, broaching, welding, heat-treating, plating, painting and anodizing. Let us be your one stop metal stamping company.

*One source. One Vision.*

# Blue Grass Manufacturing

*Contract Manufacturers*

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# Outsourcing?

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## Outsourcing through Blue Grass Manufacturing Works for You!

Thinking about OUTSOURCING? Save 20% to 40%

Have a process that is not a core part of your business that you would like to move out of your plant but still control it?

You have done everything you know to lower costs but all that's left is moving to the lower cost infrastructure of a contractor or manufacturer.

## Moving Out of the Country is Not Desirable?



We have relocated many processes from customers' facilities and moved them into our plant. If you have a lot of products and equipment to move, we can arrange a dedicated low cost facility and management team to manufacture and ship your product.

We will also handle warehousing, distribution, and just send you the invoices.

## Lean Manufacturing Principles for a leaner budget.

BGM is especially good at designing and operating labor-intensive assembly lines using lean manufacturing principles.

The day we start operating your assembly processes, we will be producing parts under ISO -- 9000 certification. We are an UL Approved site.

*One source. One Vision.*

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# Blue Grass Manufacturing

*Contract Manufacturers*

## Start Your Product Out the Right Way.



If you are just beginning to manufacture your product, you will be able to avoid the enormous expenses of selecting and installing an Enterprise Resource Planning System (ERP). You can use BGM's Exact Macola System for engineering data, MRP, inventory and all the accounting functions. We also have CAD CAM, estimating and Microsoft's Business Suite of software available.

## On Site Process Management.

Some of our customers just could not justify moving products out of their plant due to size, logistics, or issues of control. So, we put a "plant within a plant" in their facility built around our processes, procedures and management systems.

## Let's Talk About It -- It May Be Your Best Solution

Sit down and talk with us before you rule out the possibility of outsourcing. It is not as difficult as you think to get this opportunity to focus your business on its core products and processes.

# The Right Choice...

*For every solution*

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# Quality System

One of the most important aspects of our company, our quality system lies at the heart of everything we do and ties together the efforts of all our employees toward a common goal, summarized by our quality policy:

## BGM is committed to achieving the following objectives for quality:

- To maintain and continuously improve the quality of our products and services
- To provide confidence to our customers that the requirements for quality are being, or will be achieved in the delivered product or services.
- To provide confidence to management and employees that the requirements for quality are being fulfilled and maintained, and that quality improvements take place.
- To improve the quality of our own operations so as to continually meet all of the customers' and shareholders' stated or implied needs.
- To ensure all quality system requirements including ISO9001:2000, QS 9000, and ISO16949 are being fulfilled.

*One source. One Vision. Quality*

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# Blue Grass Manufacturing

## Contract Manufacturers

### World Class Manufacturer – World Class Quality.

In addition to our own internally developed quality documentation and procedures, we're always willing to comply with customer-generated quality requirements, including PPAP (Production Part Approval Process) the generally accepted process for sample submission, including submission of material certification, source warrant, layout, dimensional measurement documentation; functional testing documentation; and an appearance approval report), FMEA (Failure Mode and Effect Analysis), Histograms, Pareto Analysis, SPC (Statistical Process Control) capability studies and X bar and R control charts and so on. Frequently our customers request special control plans, final audit sheets, plating certification, or heat-treating certification.

We have a well-equipped metrology lab that is certified to the US Bureau of Standards that includes a Browne and Sharpe Coordinate Measuring Machine with statistical software, optical comparators, microscopes, micrometers, height gages, hardness testers, surface testers, laser mics, and much more.

We follow up on every defect found until its root cause is identified and corrected with changes to our methods and process documentation. Our procedures include the procedures you would expect to find at a world class manufacturer:

- All Elements of QS 9000 documentation (P-FMEA, Control Plans, PSW, Etc.)
- Automated On-time delivery & Defect Reporting System
- Employee Training Programs
- Calibration System
- First Article Reporting / Certification
- Receiving, In Process and Final Inspection
- Process Change Request / Corrective / Preventive Actions
- Materials Review Reports

We welcome customer audits of our quality system, and copies of our Quality Manual are available upon request.

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# Experience

Blue Grass Manufacturing Company has **over 40 years** of experience providing cost saving contract management services to some of the country's leading corporations. We have produced just-in-time, ISO 9000 quality certified components, welded fabrications, and subassemblies directly to their assembly lines. We produce complete turnkey products as well. Blue Grass Manufacturing provides tooling, design for manufacture feed back, process improvements, innovative outsourcing services, cost reductions, and quality improvements to almost every customer. In some cases, we have provided contract facilities or the production of products from A to Z... order entry to shipping. Below is a list of industries we have served and some of our customers:

## Air Handling:

Donaldson, Trane / American Standard, Meiji, Campbell Hausfeld

## Appliance:

G.E. Appliance, Hotpoint, Roper, ITW, Whirlpool, Speed Queen, MSC, Jackson Alco, Hobart, Matsushita, Alliance, IPSO, Kolpak, Lavista, Mashima, PMI, Raytheon, CAMCO, Planet Products

## Automotive:

Toyota Motor, Toyota Tsusho America, GM, Textron, Valeo Electrical Systems, Univance, Tokico International CrankShaft, Mac Neil Automotive, NMHG Mexico, Powerwinch

## Off Highway:

Caterpillar, NACCO, Clark MHC, Yale, Hyster, Link FMC, Blue Giant, Terex, Clark Equipamentos, VME America, RJ Corman Railroad Supply, Implement Services, Siemens

## Communication:

ELAN Home Systems, AT&T, Filtronic Comtek, Marconi, Raytheon E Systems, IdleAire Tech, and RFS

## Conveyor:

Mathews, Litton, Visionary Solutions, Finzer Roller

*One source. One Vision.*

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# Blue Grass Manufacturing

## Contract Manufacturers

### Consumer:

Hunter Mfg., Sargent Greenleaf, Globe/First Source, Port-a-Sink, Rubbermaid, W M H Tool Group, Desa Int., Full Moon Cutlery, Power in Education, Rand McNally, Sammy Sound, Theil Sound, Audio Authority, Eminence Speaker, Zarn, and Flush Cut Inc.

### Electrical:

Square D, GE, Cutler Hammer, Kuhlman, Power Distribution Products, Schneider

### Government:

US Army, Marines, Air Force, US Postal

### Inspection:

Phoenix Metal Technologies, Parker Seal, Leggett and Platt, Komatsu

### Lighting:

Sylvania, Osram, GE Lamp, LSI, Phillips, Agbogast Lighting Inc.

### CNC Machining:

Alcoa, Portland Forge, Peddinghaus Modern Technologies, Tube Turns Technology, Erie Tool and Forge, Teledyne, General Die Cast, General Motors VR Wesson Fansteel, Anchor Flange, Browning Ind., Donaldson, Lord Corp., S&S Mining Mfg., Gala Ind., OEM Miller, Quick Tek, Contract Machine, C & D, Harrison Machine, Scan Pak, Toyota, Tech Group, Specialty Packaging, Sun Manufacturing, United Pentek, Wilton Tool, Industrial Products Co., CUI, Cooper Ind, Kaysun, Federated Steel

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# Your Plan. Our Future.

## Measurement and Control:

Point Six, Embedded Data Systems, GE Distribution and Control, Schlumberger Ind.

## Office Equipment:

IBM, Canon, Lexmark, Duplisoft, Interlott

## Pump, Valve & Cylinder:

Cascade, HYCO, Crane, Xomox, Emerson, HLT, Custom Cylinder, Vickers, Pace, Fisher Controls, IMO, Cooper Ind., YA America, Cold Jet

## Plastic Assembly:

IBM, Lexmark, Interplex, Polycel Structural Foam

## Tooling:

International Crank Shaft, Louisville Forge, Waltex, GE, CDR Electronics, Highlands Diversified, Sonoco, Webless Block, Square D, Donaldson Co., Parker Seal, Kuhlman Elec.

## Transportation:

Eaton, Rockwell, Dana, Spicer, Tuthill, Toyota, General Motors, Komatsu, Clark, Good Year.

## Contract Facilities:

IBM, Clark Material Handling Co., Polycel Structural Foam, Zarn

*Share your outsourcing needs and goals with us. We will work with you to meet your objectives.*

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# The Kentucky Manufacturer

Kentucky's Business-To-Business Journal For Industry

## An Innovative Approach To Outsourcing... BGM

**W**hen Lexington, Kentucky-based Blue Grass Manufacturing (BGM) decided to take a different approach to contract manufacturing, it was not without doing their homework. Working with the State of Kentucky Department of Commerce, the 38 year old company realized the outsourcing needs of larger companies needed to be addressed.

Through a "Supply Chain Alliance," comprised of six to eight partnering companies and firms they work closely with, BGM can dramatically reduce a buyer's list of vendors.

"A purchasing agent can deal with one company and address a variety of his outsourcing needs," comments Jerry Ward, BGM's marketing manager.

One of the key criteria for belonging to the Alliance is ISO Certification. BGM received ISO 9002 certification on July 1 of this year.

BGM can also point to its charter membership in the Kentucky Auto/Truck Council, an operation designed

to address the specific needs of automotive companies.

From its president, Don Bundy, on down the line, BGM management is working closely with its Alliance partners on a regular basis. If a client were

major electro-mechanical assemblies for appliances and packaging services for the consumer industry.

This major contract manufacturer, and its Alliance, offers product and process design and development, material logistics and procurement, engineering and a total quality approach to support its processes of machining, welding, fabrication, plastics, stamping, tooling, packaging and major assembly.

Ward also stressed that they are constantly searching for good rep firms that want

to be part of all this. "We see this approach as the wave of the future regardless of whether you are a buyer or seller."

For more information contact Jerry Ward, Blue Grass Manufacturing Company, 606-233-7445, Fax 606-233-0081.

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**CONTRACT MANUFACTURERS**

to visit BGM's 100,000 square foot location for a meeting that required the services of a partner company, a teleconference can be arranged on the spot.

As a full-service contract manufacturer, BGM offers an array of major products and services ranging from machined components for the heavy truck industry, tooling for automotive, fabricated product for the utility industry, micro-welded mounts for lighting,

BLUE GRASS MANUFACTURING CO.



CONTRACT MANUFACTURERS

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VISIT OUR WEBSITE  
[www.bluegrassmfg.com](http://www.bluegrassmfg.com)

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# Employment



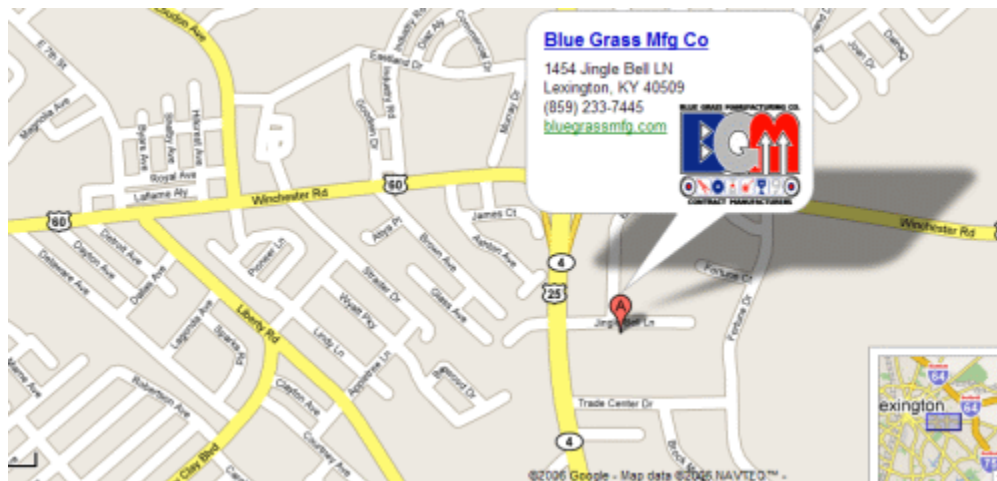
Blue Grass Manufacturing Company operating as a contract manufacturer requires a flexible work force that has many varied skills.

We are almost always looking for accomplished and experienced CNC machinists and support personnel such as programmers, estimators, fixture makers, process developers and CAD / CAM specialists.

We regularly are looking for toolmakers, welders, assemblers, material handlers, quality technicians, and persons with supervisory experience. We welcome applications from all persons regardless of their race, creed, or religion. Please note any other special skills, education or languages you might possess that would be useful to the company.

We offer wages and benefits that are competitive with our peers in the contract manufacturing industry. In addition, we have a number of recognitions, rewards and incentives for the employees that meet our operating objectives on a consistent basis.

Please email your resume and letter of introduction to [employment@bluegrassmfg.com](mailto:employment@bluegrassmfg.com) or fax it to 859 233 0081 or you may mail it to our offices or just drop by and fill out an application.



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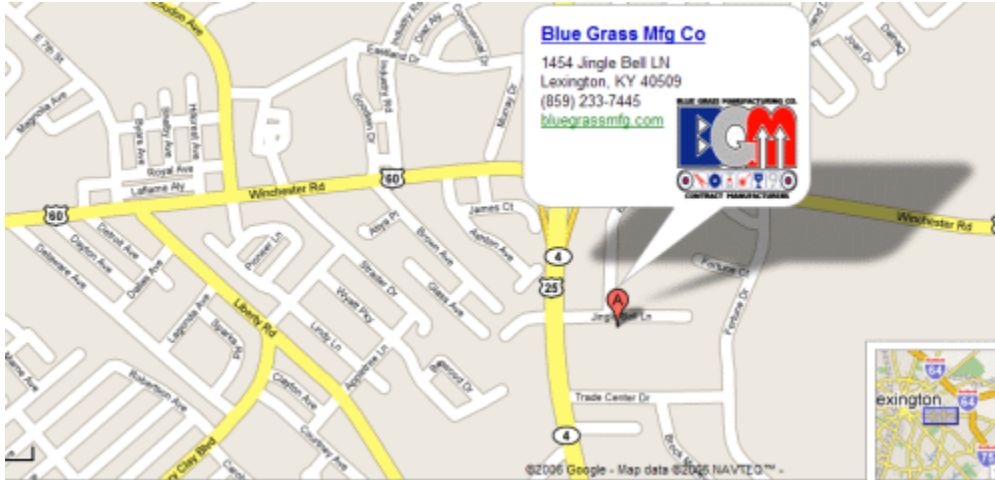
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*Contact Us! We'd love to speak to you.*



Call us to discuss your Needs and we will Have You a Proposal in a Day.

Address: 1454 Jingle Bell Lane, Lexington KY 40509

Phone: (859) 233-7445 - Fax: (859) 233-0081

Email: [Sales@bluegrassmfg.com](mailto:Sales@bluegrassmfg.com)

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