Gathering Greens

Low cost mechanical salad greens harvester

Photo Credit: Ranjeetha Bharath, at The Farm School
Intended Customers: 40,000 small farms who currently use scissors and cannot afford large scale ($8,000-$1M) equipment

Market: farm equipment - harvesters

Picture Credit: Kathleen Kraines
## Customer contract and design specifications

<table>
<thead>
<tr>
<th>Customer Needs</th>
<th>Product Attributes</th>
<th>Engineering Specs</th>
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<tbody>
<tr>
<td>Operational Speed</td>
<td>▪️ Time</td>
<td>▪️ At least 35 ft²/person/min (10x hand cutting speed)</td>
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<tr>
<td></td>
<td>▪️ Manpower</td>
<td>▪️ Less than 5 people</td>
</tr>
<tr>
<td>Pricing Structure</td>
<td>▪️ Low cost</td>
<td>▪️ $1,000 price target</td>
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<td>Cutting Flexibility</td>
<td>▪️ Blade height</td>
<td>▪️ Variable from 0-2 inches</td>
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<tr>
<td>Product Maintenance</td>
<td>▪️ Time</td>
<td>▪️ Blade and transmission life longer than 6 months</td>
</tr>
<tr>
<td></td>
<td>▪️ Cost</td>
<td>▪️ Less than $1000/year</td>
</tr>
<tr>
<td>Collection Efficiency</td>
<td>▪️ Percent yield</td>
<td>▪️ Collect &gt;80% of harvest</td>
</tr>
</tbody>
</table>

### 10x Hand Cutting Speed

- Variable cutting platform
- $1,000 price target
Risk 1: Damaged leaves

Photo Credit: Ranjeetha Bharath
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Photo Credit: Ranjeetha Bharath
Risk 2: Uneven terrain

Photo Credit: Ranjeetha Bharath, at The Farm School
Risk 2: Uneven terrain
Risk 3: Collection Loss
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- Modified leaf blower
  - Multiple blowers?
  - Optimally shaped attachment?
The Power Question

Current system

- Stand-Alone
  - Battery or Gas
  - Electric

Compelling power alternatives:

- Tractor Attachment
  - Tractor Power Take Off (PTO)
  - Ground Power

Photo Credit: Ranjeetha Bharath, Ranjeetha Bharath, Chats Tractors
Thank you for your time