

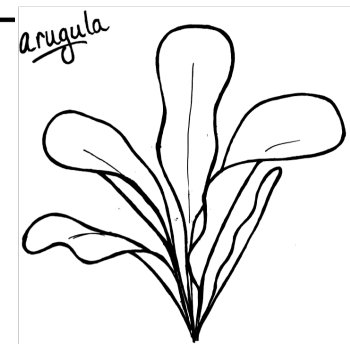
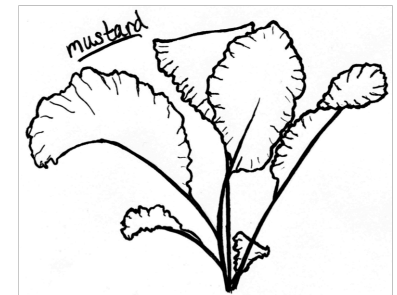
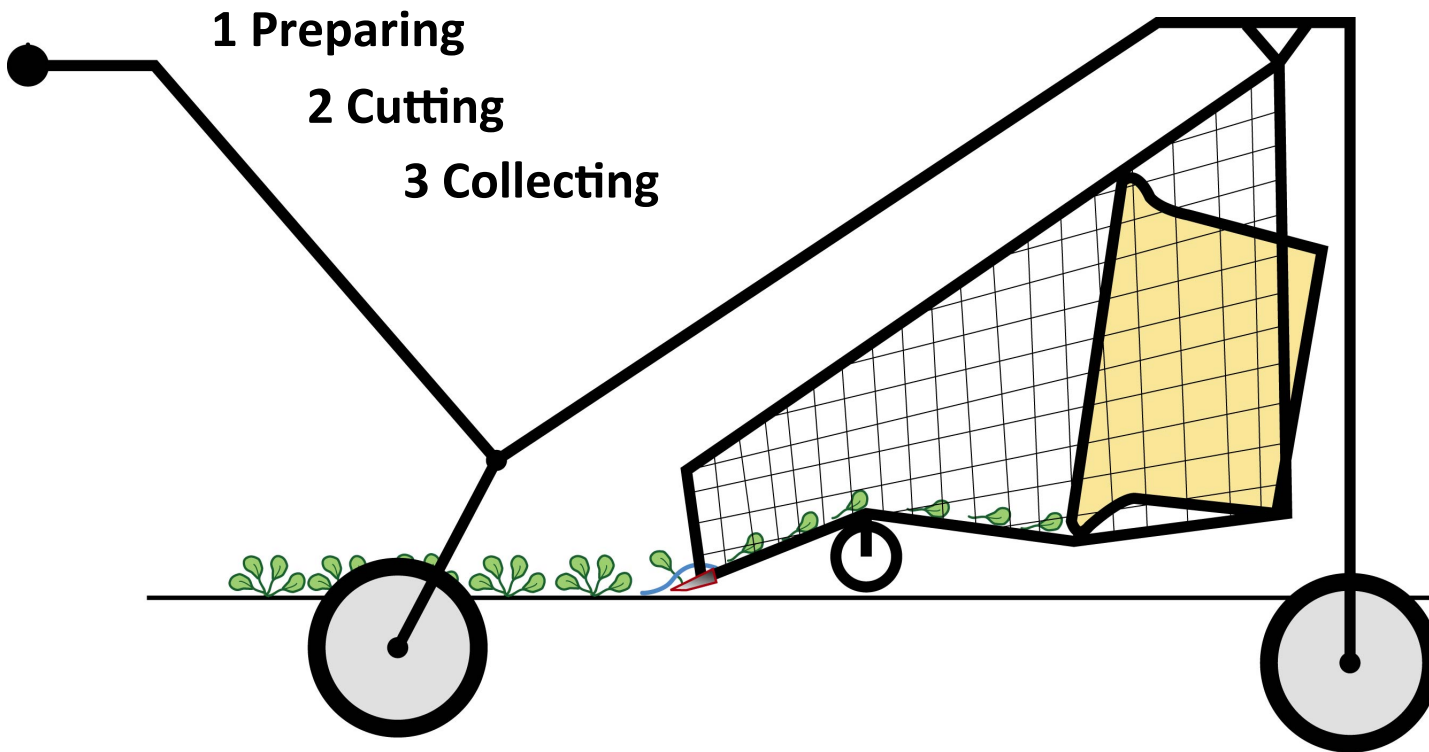
Yellow B



Gathering Greens

Low cost mechanical salad greens harvester

Low cost mechanical salad greens harvester



Intended Customers: 40,000 small farms who currently use scissors and cannot afford large scale (\$8,000-\$1M) equipment

Market: farm equipment - harvesters

Customer contract and design specifications

Customer Needs	Product Attributes	Engineering Specs
Operational Speed	<ul style="list-style-type: none">TimeManpower	<ul style="list-style-type: none">At least 35 ft²/person/min (10x hand cutting speed)Less than 5 people
Pricing Structure	<ul style="list-style-type: none">Low cost	<ul style="list-style-type: none">\$1,000 price target
Cutting Flexibility	<ul style="list-style-type: none">Blade height	<ul style="list-style-type: none">Variable from 0-2 inches
Product Maintenance	<ul style="list-style-type: none">TimeCost	<ul style="list-style-type: none">Blade and transmission life longer than 6 monthsLess than \$1000/year
Collection Efficiency	<ul style="list-style-type: none">Percent yield	<ul style="list-style-type: none">Collect >80% of harvest

10x Hand Cutting Speed

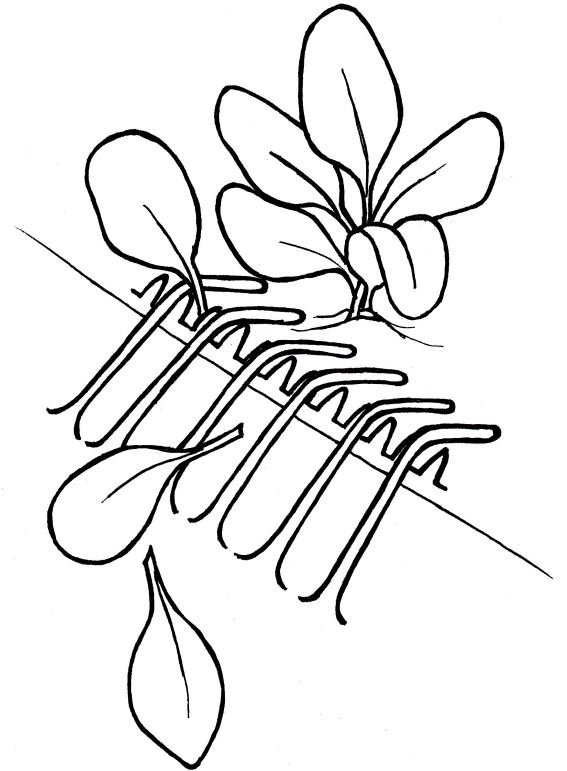
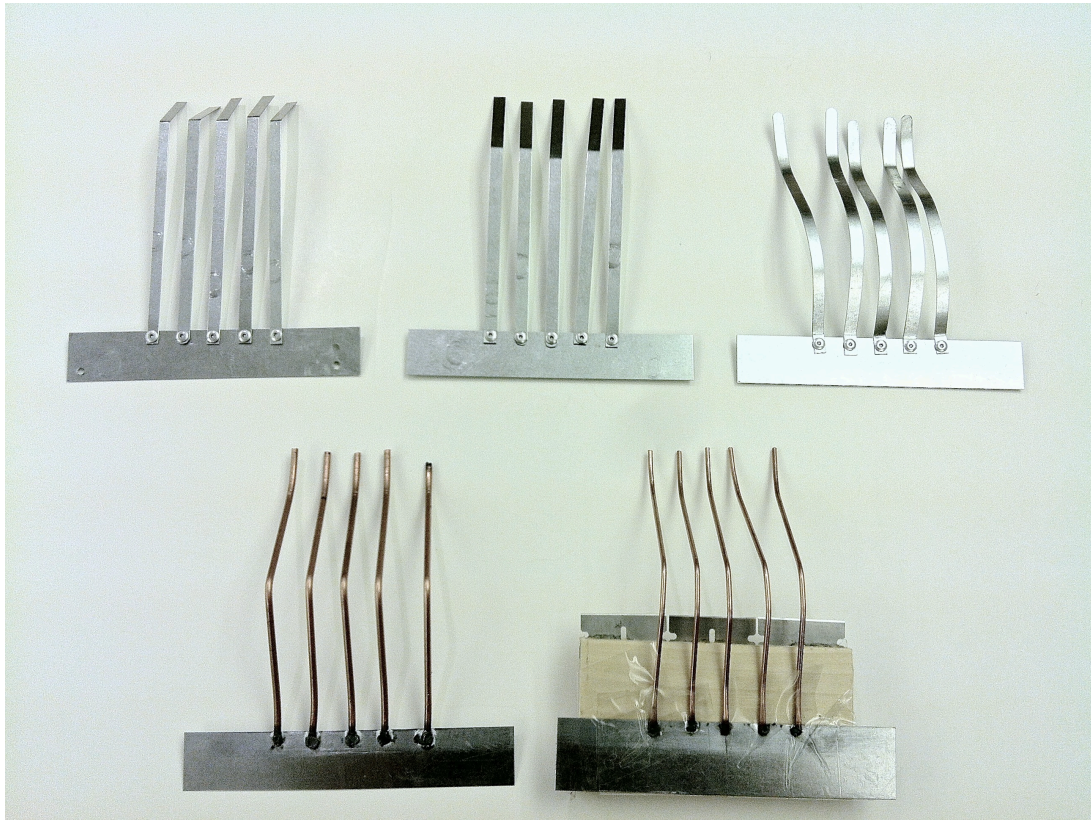
Variable cutting platform

\$1,000 price target

Risk 1: Damaged leaves



Risk 1: Damaged leaves



Risk 1: Damaged leaves



Risk 2: Uneven terrain



Risk 2: Uneven terrain



Risk 3: Collection Loss

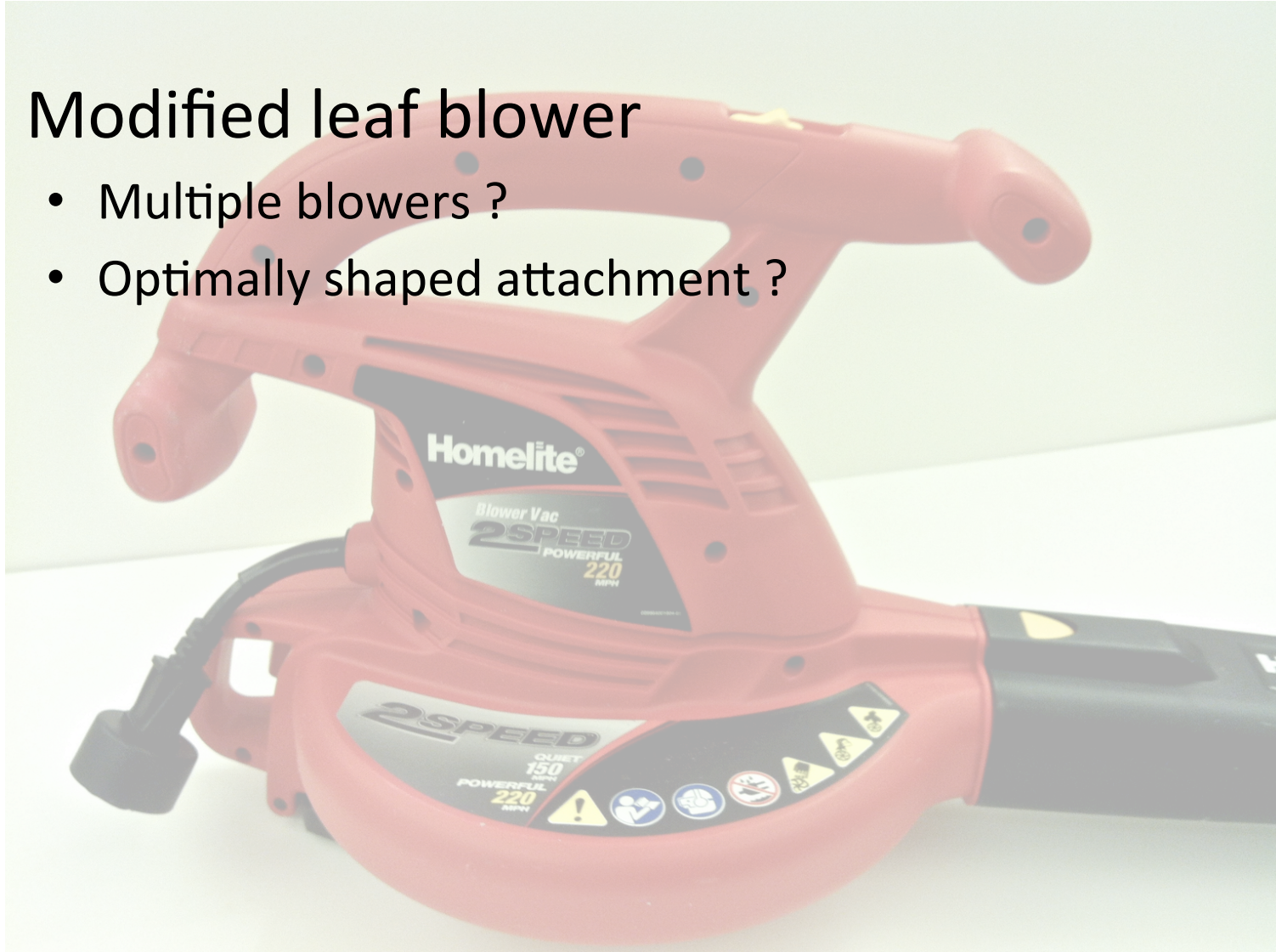


Risk 3: Collection Loss



Risk 3: Collection Loss

- 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



Thank you for your time
