



TECHNOLOGY PROVIDER BUSINESS INFORMATION REQUEST

COMPANY INFORMATION

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Company:	Aequion Water Technologies		
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BUSINESS CONTACT

TECHNICAL CONTACT

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City:	Visalia	City:	Visalia
State:	CA	State:	CA
Zip Code:	93291	Zip Code:	93291

BUSINESS HISTORY

How long have you been in business? We have been in business approximately for 3.5 years.

Are you part of a larger company? Yes ☐ No ☒

Did you exist as another company before this company was formed? Yes ☒ No ☐ If so, what was that company's name?
In those 3.5 years we have been "EMOH Company LLC," then "Aequion LLC" before incorporating as "Aequion, Inc."

Number of employees? After downsizing during the epidemic, we now have about five (5) employees.

What is your business structure? C-Corporation

Describe your business service(s). For example: consulting, project development, EPC services, finance, other.
Manufacturing (of EMOH™ Water Treatment Systems), Consultation, Project Design and Installation

Describe your area or region of operation.
We currently operate in the states of California and Florida.

Does your company hold any patents or the rights to any patents? Yes ☒ No ☐ If yes, please describe.
Aequion, Inc. has exclusive access to the EMOH™ Technology patent via a licensing contract with the owner.

Do you manufacture equipment? Yes ☒ No ☐ If yes, please describe.
We manufacture EMOH™ Water Treatment Systems.

Do you integrate equipment manufactured by others? Yes ☒ No ☐

If you integrate, please list the names of the preferred companies you represent.

Mazzei Injector Company, LLC and Vaughan Company Inc.

How do you answer potential customer's questions about financial strength of your company?

Aequion, Inc. is fortunate to have had over \$6M invested—and counting—to date all thanks to its current lead investor.

Do you offer technical/service support? Yes ☒ No ☐ *If so, what methods?*

Historically, yes—we provide in-person and Zoom operating lesson(s) for EMOH™ Water Treatment Systems, preventive maintenance and remote monitoring support.

Do you offer design services? Yes ☒ No ☐ *If yes, please describe.*

Historically, yes—we perform a site inspection followed by detailed site planning, design and installation.

Do you offer financing? Yes ☒ No ☐ *If so, what terms?*

We have offered financing internally, but we are now working with a third party to establish financing terms when needed.

Are you a full stop shop? *Design to construction and operation?* Yes ☒ No ☐ *If so, please describe.*

Historically, yes—but we will be scaling back, relying on service partners and contracting third party service providers for future projects.

Do you have preferred partners? Yes ☒ No ☐ *If so, please list and provide contact information/identify partners by name.*

We have three (3) channel partners that we sell our systems through—these are Penny-Newman Grain Co., RDO Water, and Agri Services Intl.—but we also sell our equipment directly.

Environmental Benefits - Does your project provide environmental benefits to the farm? Yes ☒ No ☐ *If so, please describe. For example: GHG credit application, planning and permitting, marketing and sales.*

Environmental benefits include reductions in water usage (irrigation), greenhouse gas emissions and odor (process ponds). Greater soil penetration, improved disease and pest resistance, and natural algal control also eliminate the need for harsh chemical alternatives.

Do you have experience monetizing environmental attributes from your projects? Yes ☐ No ☒ *If so, please describe. For example: carbon offset credits, renewable energy certificates (RECs), renewable identification numbers (RINs) and Low Carbon Fuel Standard (LCFS) credits.*

No, but it is something that we would like to introduce.

Economic Benefits - Does your business model provide economic benefits to the farm? Yes ☒ No ☐ *If so, please describe. For example: added revenue and cost reductions to help financially sustain the farm.*

Improved water utility which generally translates to less water usage, improved soil penetration, flow of nutrients, crop yields, and disease resistance.

Do you underwrite and secure supply agreements? Yes ☐ No ☒ *If so, please describe. For example: contractual agreements to for energy, services, or credits.*

Do you secure off-take agreements? Yes ☐ No ☒ *If so, please describe. For example: contractual agreements to for energy, services, or credits.*

Do you evaluate potential markets for the farm? Yes ☐ No ☒ *If so, please describe what markets. For example: soil amendments, manure fiber for products, recovered phosphors, nitrogen, or carbon for other industries.*

Do you have experience with USDA's financing options for farmers? Yes ☐ No ☒ *If so, please describe. For example: NRCS' EQIP program loans and grants.*

Do you have experience with large and small farm projects? Yes ☒ No ☐ *If so, please describe.*

We have worked with both large-scale produce growers and small-scale dairymen.

Do you have a standardized deal structure? Yes ☒ No ☐ *If so, please describe.*

Generally speaking, we require a 50% down payment for all 1st and 2nd time customers, all projects over \$25,000.00 or. Projects that require third-party servicing and/or equipment. The remaining 50% is invoiced upon delivery or installation. Financing is assessed on an as-needed basis.

Do you provide a performance guarantee? Yes ☐ No ☒ *If so, what are you guaranteeing? For example: up time, methane production, biogas production, parasitic load, throughput, O&M cost, percent recovery, other.*

While we have historically, but we are not offering performance guarantees at this time.

Newtrient 9-Point Score Information

Is this technology currently operational on at least three North American dairy farms? Yes ☐ No ☒

Does this technology have a record of reliable performance for more than 12 months on at least three farms? Yes ☐ No ☒

Is this technology installed on at least 10 North American dairy farms? Yes ☐ No ☒

What are the Installed capital costs of this technology? *Please clearly define what is and is not included, Ranges are acceptable.*

The retail price of one (1) system is \$74,995.00—this includes one (1) modified Model 06 EMOH™ unit, one (1) chopper pump, one (1) built-to-order float/skid in stainless steel and all necessary discharge plumbing. Startup and installation costs will vary but are typically low given the low-intrusion design and mobility of the system.

What are the annual operating costs of this technology? *Please clearly define what is and is not included, Ranges are acceptable.*

We do not have an accurate assessment of this figure at this time, but an estimation could be provided.

What value does this technology or the products it makes, deliver to the farm? *Please list identifiable economic, environmental, or community value (e.g., reduced cost, increased income, reduced odor, improved nutrient use, etc.).*

The value proposition to dairymen includes a considerable reduction of solids and odor(s) as well as improved nutrient efficiency and irrigation on all farming operations.

Do you feel an in-depth Technology Information Request is needed to help people understand this technology? Yes ☒ No ☐
Newtrient has an extensive technical information request document that can be provided, it is based on the information requested for applications to the USDA NRCS EQIP program.