



COMPANY INFORMATION

Date: January 11, 2018

Company:	McLanahan Corporation		
Phone:	814-695-9807	Web Site:	https://www.mclanahan.com
Address:	200 Wall St	City:	Hollidaysburg
State:	PA	Zip Code:	16648

BUSINESS CONTACT

TECHNICAL CONTACT

Name:	Rob Plank	Name:	Rob Plank
Phone:	(814) 695-9807	Phone:	(814) 695-9807
Email:	rplank@mclanahan.com	Email:	rplank@mclanahan.com
Address:	200 Wall Street	Address:	200 Wall Street
City:	Hollidaysburg	City:	Hollidaysburg
State:	PA	State:	PA
Zip Code:	16648	Zip Code:	16648

BUSINESS HISTORY

How long have you been in business? 185 years as a company. 20 years with an agricultural division

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?*

Number of Employees? 400 within McLanahan and 11 in the Agricultural division

What is your business structure? Traditional Corporation

What types of insurance and or surety do you provide?

Corporate reputation and equipment warranties

Describe your business service(s). *For example: consulting, development, engineering, equipment sales, finance, other.*

McLanahan Corporation designs and manufactures aggregate, mineral and agricultural equipment. The agricultural equipment division offers specific pieces of equipment designed to improve a dairy's operational efficiency and reduce its environmental footprint using:

- Sand-Manure Separators
- Liquid-Solid Separators (Rotary Screens)
- Screw Conveyors
- Stall Fillers and Groomers
- Bedding Dryers
- Manure Management System Design

Describe your area or region of operation.

International with major presence in North America

Does your company hold any patents or the rights to any patents? Yes No *If yes, please describe.*

Active patents associated with manure sand separation

Do you manufacture equipment? Yes No *If yes, please describe.*

- Sand-Manure Separators
- Liquid-Solid Separators (Rotary Screens)
- Screw Conveyors
- Stall Fillers and Groomers
- Bedding Dryers

Do you integrate equipment manufactured by others? Yes No

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

Our equipment can be integrated with anaerobic digesters, nutrient management systems and other farm operations.

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

A well-established company with more than 185 years of history offering a wide range equipment servicing a wide range of diverse market sectors.

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

We support our customers 24/7 both directly and through established dealer networks..

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

System design services typically support equipment sales.

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

Financing handled through 3rd party company

Are you a full stop shop? Design to construction to operate? Yes No *If so, please describe.*

Design, construct and startup. We do not operate.

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

Komro Sales & Service, Durand, WI; Bob Komro; (715) 672-4263
Foxland Harvestore, Inc., Little Chute, WI; Mike Gries; (920) 766-3783
Kaeb Sales, Inc., Cessna Park, IL; Ron Cameron; (815) 457-2649
Automated Waste Systems, LLC., Hull, IA; Leon Mulder; (712) 439-2081
Automated Waste Systems, LLC., Watertown, SD; (605) 753-0330
Pikeside Enterprises, LLC., Gainesville, NY; Ken VanSlyke; (585) 739-3761
Dairyman Specialty Company, Inc., Harrisonburg, VA; Don Weaver; (540) 433-9177

Do you have any third-party verification/research that has been done on this technology? Yes No

If so, please describe.

Customer testimonials and case studies

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. Please describe.

Offered on a case by case basis.

Are there any other aspects of your business that you feel should be included in this document?

