



COMPANY INFORMATION

Date: **October 16, 2017**

Company:	New Leader		
Phone:	319-363-8281	Web Site:	www.new-leader.com
Address:	1330 76 th Ave SW	City:	Cedar Rapids
State:	IA	Zip Code:	52404

BUSINESS CONTACT

TECHNICAL CONTACT

Name:	Marty Wolske	Name:	Craig Fenstermaker
Phone:	319-286-3138	Phone:	319-286-3167
Email:	mwolske@highwayequipment.com	Email:	cfenstermaker@highwayequipment.com
Address:	1330 76 th Ave SW	Address:	1330 76 th Ave SW
City:	Cedar Rapids	City:	Cedar Rapids
State:	IA	State:	IA
Zip Code:	52404	Zip Code:	52404

BUSINESS HISTORY

How long have you been in business? Since 1939

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? 150

What is your business structure? Private

What types of insurance and or surety do you provide?
Equipment warranties

Describe your business service(s). *For example: consulting, development, engineering, equipment sales, finance, other.*
Engineer and manufacture dry nutrient application equipment for agriculture.

Describe your area or region of operation.
Worldwide with major presence in the United States, Canada and South America

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

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

Engineer and manufacture dry nutrient application equipment for agriculture.

Do you integrate equipment manufactured by others? Yes No

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

Exclusive partnerships with AGCO, Case IH, GVM, John Deere, New Holland and RBR.

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

A well-established company with an over 80-year history of doing business.

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

Equipment operation, maintenance and control systems support.

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

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

Financing handled through the dealer network.

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

Engineering and manufacturing.

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

Exclusive partnerships with AGCO, Case IH, GVM, John Deere, New Holland and RBR.

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

If so, please describe.

Customer testimonials

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.

Equipment design and operational warranties.

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

New Leader is a company committed to the triple bottom line of people, planet and profit exhibited in the product solutions we deliver to the market. New Leader nutrient application equipment allows users to achieve greater productivity while precisely applying nutrients at prescribed rates. That precision means nutrient does not get applied to areas where it does not feed crops, which protects the environment.

INITIAL TECHNOLOGY OVERVIEW

This information is to guide in the development of a more specific and detailed Technology Information Request. Please answer the following questions for each Technology or Service Provided.

What is the name of the technology or service you provide?

NL450C organic nutrient application equipment.

What unit process is the technology used in?

For example: initial collection/transfer manure storage, energy recovery, primary/coarse solids recovery, advanced suspended/fine solids recovery, drying, struvite production, nitrification denitrification, ammonia stripping, algae, vermi composting, membrane filtration, evaporation, other.

Equipment is used to spread composted manure.

How many systems have you installed on dairy farms or other livestock operations?

Equipment is portable and designed for use on multiple livestock operations.

Size of farm(s)?

Large and small farm operations spreading compost and organic nutrients at prescribed rates up to 10 tons of compost per acre

Location of farm(s)?

Information provided upon request

What's the smallest and largest farm using your system?

Information provided upon request

Input material description and characteristics: *For example: raw manure, digestate, screened digestate, suitable non-farm feedstocks, other.*

Equipment is used to spread composted manure and other organic nutrients.

Does the technology treat the full manure stream for a farm or a fraction of the stream?

Spreads the fraction of the manure stream used to make compost and organic nutrients

Do you consider this a mature system or ongoing farm development?

Mature

Any weather constraints? Yes No *If so, please describe.*

Any bedding constraints? Yes No *If so, please describe.*

Is this process scalable and to what extent (top and bottom limits)? Yes No *If so, please describe.*

NA

Do you have a known scaling factor? Yes No *If so, please describe.*

NA

Input and output of your unit/system – do you have a mass balance analysis? Yes No *If so, please describe.*

Input - uniform, consistent application of composted material. Output - prescribed rates up to 10 tons per acres at high rates of speed.

Do you consider this technology part of a larger system that you provide? Yes No *If so, please describe.*

Either a tractor is required to pull the spreader trailer or a chassis is required on which to mount a spreader.

Has your technology been accepted by the NRCS? Yes No *If so, please describe.*

NA

Would you be willing to provide information for a technical review? Yes No

Would you be willing to respond to a Request for Quotation (RFQ) on a generic project for comparison of your technology against other technologies in the same unit process? Yes No

REFERENCES

Please provide customers or colleagues with whom we can discuss your business and performance.

Please include a list with company name, location, contact name and contact information below.

Reference 1

Company Name:	Hartley Farms
Company Location:	WA/OR
Contact Name:	Troy Hartley
Contact Information:	hartleyrmk@yahoo.com

Reference 2

Company Name:	Howard, LLC
Company Location:	KY
Contact Name:	Mickey Howard
Contact Information:	howardrock@bellsouth.net

Reference 3

Company Name:	Southeast Ag Equipment
Company Location:	NC
Contact Name:	Thomas Brittle
Contact Information:	tbrittle@southeastag.com

Reference 4

Company Name:	
Company Location:	
Contact Name:	
Contact Information:	

Are there any other facts about this technology that you feel should be included in this document? *If so, please describe below.*

Use the New Leader organic nutrient applicators to spread:

- Compost
- Feedlot manure
- Waste water sludge
- Industrial waste
- Paper mill waste
- Marl
- Poultry litter
- Fly ash
- Sludge