



Date: 8/12/2016

**COMPANY INFORMATION**

<b>Company Name:</b> Vermont Organics Reclamation			
<b>Phone:</b>	802-528-8512	<b>Web Site:</b>	http://www.vermontorganics.com/
<b>Address:</b>	PO Box 1128, 452 South Main St.	<b>City:</b>	St. Albans
<b>State:</b>	Vermont	<b>Zip Code:</b>	05478

**BUSINESS CONTACT**

<b>Name:</b>	Tim Camisa
<b>Phone:</b>	802-373-8512 (cell)
<b>Email:</b>	timc@vermontorganics.com
<b>Address:</b>	PO Box 1128, 452 South Main St.
<b>City:</b>	St. Albans
<b>State:</b>	Vermont
<b>Zip Code:</b>	05478

**TECHNICAL CONTACT**

<b>Name:</b>	Tim Camisa
<b>Phone:</b>	802-373-8512 (cell)
<b>Email:</b>	timc@vermontorganics.com
<b>Address:</b>	PO Box 1128, 452 South Main St.
<b>City:</b>	St. Albans
<b>State:</b>	Vermont
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**BUSINESS HISTORY**

**How long have you been in business?** Vermont Organics Reclamation commenced operations in 2009

**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?** 6

**What is your business structure?** DBA, operating as an independent unit of LCF LLC

**What types of insurance and or surety do you provide?**

General liability specific to industry standards

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

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

Dustin Machia 802-370-6541  
Bill Rowell 802-309-4900  
Statistics from large national retailer available at site visit

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

Vermont Organics Reclamation is a soil products developer and manufacturer (including solid and liquid fertilizers), using material from various sources including dairy farms in Franklin County

**Area or region of operation.**

VOR operates locally in and around Franklin County, Vermont and throughout the United States via the internet directly and sales and distribution via a national retailer.

**Does your company hold any patents or the rights to any patents?** *Please identify.*

Yes. Can be discussed during a site visit.

**Do you manufacture equipment?**  Yes  No *Please describe.*

In addition to having built 1 MMMS and 3 fixed systems, VOR is currently developing two products with the intent of manufacturing them. These efforts entail both custom manufacture of components and integration of other products.

**Do you integrate equipment manufactured by others?**  Yes  No

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

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

We have over \$900,000 in assets and positive cash flow.

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

We manufacture, operate and maintain mobile units, assist in overseeing permanent installation, and are subsequently available for consultation, debugging and problem analysis

**Do you offer design services?**  **Yes**  **No** *Please describe.*

We can specify equipment and layout required for permanent systems

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

No. Does not apply to mobile systems, and financing for stationary systems is available from other sources

**Are you a full stop shop?** *Design to construction to operate?*  **Yes**  **No** *Please describe.*

For MMMS, yes. For fixed systems we consult on design, installation, and operation.

**Do you have preferred partners?**  **Yes**  **No**

*If so, please list and provide contact information/identify partners by name.*

Press Technology  
(937) 327-0755

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

If so, please describe.

[http://www.manuremanagement.cornell.edu/Pages/General\\_Docs/Papers/SLS\\_performance\\_eval\\_Gooch\\_etal\\_2005.pdf](http://www.manuremanagement.cornell.edu/Pages/General_Docs/Papers/SLS_performance_eval_Gooch_etal_2005.pdf)

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.

We remove 20% of manure volume, phosphorus, and nitrogen. MMMS manure processing service will typically be provided at weekly intervals.

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

With our soil product manufacturing and available grants this service is provided at no cost to the farmer at any time and payments to the farmer based on the quantity and quality of product derived from their manure stream

**INITIAL TECHNOLOGY OVERVIEW**

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**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.**

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**What is the name of the technology or service?**

Mobile Manure Management System

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**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.*

Primary/coarse solids recovery through liquids separation and drying

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

We designed and built a mobile unit but current operations at three locations use fixed screw presses

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**Size of farm(s)?**

400, 800, and 1000 milkers. New mobile units handle as many as 30 farms depending on variables such as herd sizes and distances between farms.

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**Location of farm(s)?**

Franklin County, VT

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**What's the smallest/largest farm for your system?**

400/1000 milkers currently.

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**Input material description/characteristics:**

*For example: raw manure, digestate, screened digestate, suitable non-farm feedstocks, other.*

The system will function on any common form of manure whose water content exceeds 88%. Sand bedding and other additives may reduce total payments to farmers.

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

MMMS can treat any size of manure stream 40 cows, although large streams may be better served using fixed systems.

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

MMMS is a highly mature system with proven performance.

**Any weather constraints?**  **Yes**  **No** *Please describe.*

Extreme cold can create problems with manure flows

**Any bedding constraints?**  **Yes**  **No** *Please describe.*

None, although use of certain bedding materials such as sand will reduce farmer payments.

**Is this process scalable and to what extent (top and bottom limits)?**  **Yes**  **No** *Please describe.*

The system is infinitely scalable on the large side with a practical limit of a herd of approximately 40 cows on the small end.

**Do you have a known scaling factor?**  **Yes**  **No** *Please describe.*

Does not apply

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

Raw manure input generates an output of approximately 20% of the manure volume, and 20% of the phosphorous and nitrogen content that is removed offside. The remaining liquid fraction is returned to the manure pit.

**Do you consider this technology part of a larger system that you provide?**  Yes  No *Please describe.*

No, these systems are stand alone.

**Has your technology been accepted by the NRCS?**  Yes  No *Please describe.*

Yes – screw presses are standard technology and are regularly funded by NRCS

**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

**Are there any other facts about this technology that you feel should be included in this document?**

The technology is extremely common and well understood. The packaging of technology, financing, and services is uniquely advantageous to farmers