

# A TechForAg 'Ready-To-Milk' Modular Parlor

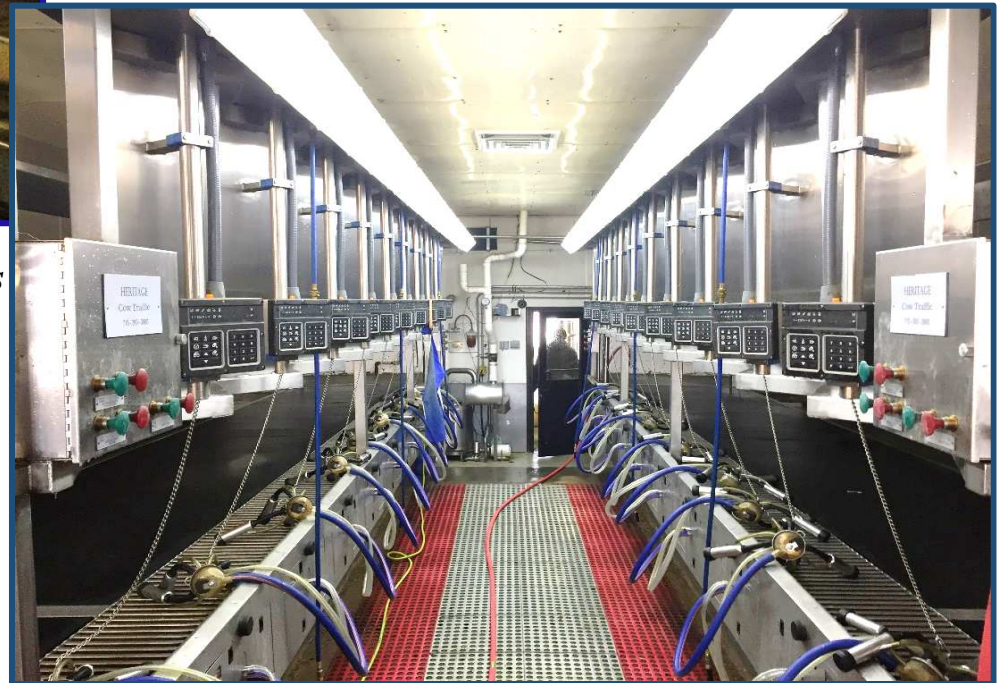
*Model: Single 16 HERITAGE ParaBone - New!*

*Key Features: Rapid Exit - Automatic Indexing - All Stainless*

*Proposal Prepared For: Website # 182 - 111015 - 1*



*Tilted RumpRails with Model C Chain Automatic TakeOffs*



*Dbl. 8 ParaBone with DeLaval TakeOffs and KeyBoards*

<i>Qty</i>	<i>Units</i>	<i>Description</i>	<i>\$/Unit</i>	<i>Dealer Net</i>	<i>Cost to End-user</i>
		<b>HERITAGE ParaBone Stalls - New!</b>			
		- All stainless RumpRails; 30" spacing; 4" slant - Brisket Bar with (2) Support posts per Side - stainless - <b>Rapid Exit</b> Brisket Bar - stainless - Auto-Indexing (w/(2) 3" x 10" stainless Cylinders			
<b>16</b>	<b>Stalls</b>		<b>\$ 1,685</b>	<b>\$ 26,960</b>	<b>\$ 38,514</b>

*Modules to be 66" wide with 10" Indexing System to accommodate 1,800 lbs + Cows*



*All-stainless Brisket Bars*

If one of them goes down from milk fever you can easily get to her with the skid loader

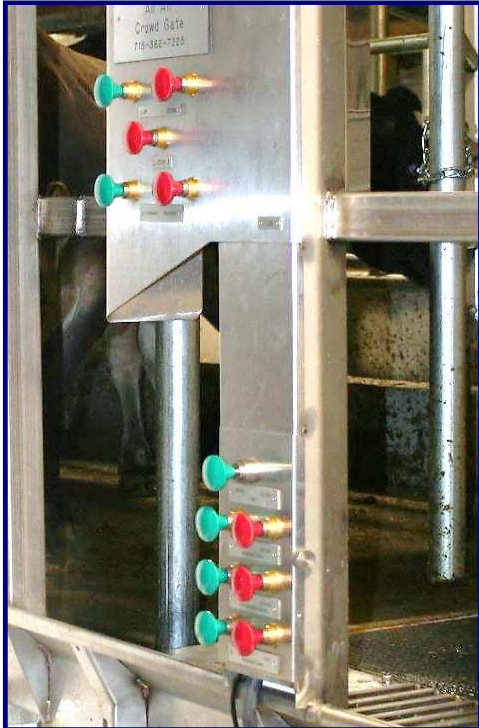
*Left:* Dbl. 12 Brisket Bar in indexed position.

*Right:* Brisket Bar in Rapid Exit position



<i>Qty</i>	<i>Units</i>	<i>Description</i>	<i>\$/Unit</i>	<i>Dealer Net</i>	<i>Cost to End-user</i>
1	Group	<p><b>Automated Cow Traffic Controls - New!</b></p> <ul style="list-style-type: none"> <li>- (2) 3" x 10" stainless Cylinders for Indexing</li> <li>- (2) 3" x 10" stainless Cylinders for Entrance and Exit Gates</li> <li>- Brisket Bar Up - Down</li> <li>- Main Control Panel with (6) Control Buttons</li> <li>- Remote Control Panel in front to reduce walking</li> </ul>	\$ -	\$ -	<b><i>Included in Cost of Stalls</i></b>

***All-stainless TechForAg cylinders are easy to service. Just remove (4) bolts....***



**Cow Traffic Controls at last stalls on either side of parlor. Plus (2) remote panels in front.  
5-Button Crowd Gate controls on one side only. Stainless cylinders operate all Gates & Automatic Indexing**

1	Group	<p><b>Rapid Exit Lift Groups</b></p> <p>Lift Cylinder (5"x42" aluminum), (3) Pulleys, Cable, (2) Swivels, Hydraulic Hose &amp; fittings, etc.</p>			<b><i>Included in price of Stalls</i></b>
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<i>Qty</i>	<i>Units</i>	<i>Description</i>	<i>\$/Unit</i>	<i>Dealer Net</i>	<i>Cost to End-user</i>
16	Stalls	<b>Stainless Curbing, Gutter and Grates</b> <i>All Stainless;</i> All-in One Welded Structure	\$ 363	\$ 5,800	\$ 8,286



**Stainless Gutter, Curbing and Grates are one welded unit. For utmost Cow Comfort we chose 3/4" x 3/4" bars, the widest in the industry, bar none.**



0	Units	<b>15" x 10 ft X 11 ga Cross-Over Channel</b>	\$ -	\$ -	\$ -
8	Groups	<b>Idaho-Style Overhead Support Structure for RumpRails</b> (6"x 5" SST Beam w/ supports at every 2nd stall)	\$ 136	\$ 1,086	\$ 1,357

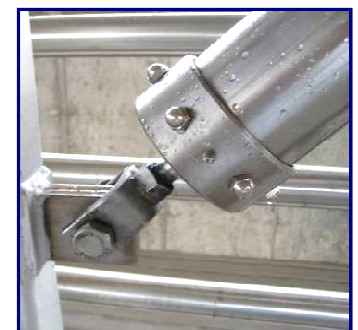


<i>Qty</i>	<i>Units</i>	<i>Description</i>	<i>\$/Unit</i>	<i>Dealer Net</i>	<i>Cost to End-user</i>
0	Units	<b>Air Powered CIP Jetter Cup Holders</b> Single push button operated - "Now you see them - then you don't" Match Jetter Cups to Inflation - Brand & Model # _____			<i>Not available for ParaBone Parlors!</i>



16	Units	<b>Fold-Up CIP Cup Holders - New!</b> (Similar to ProTime I, but manually operated)	\$ 315	\$ 5,040	\$ 7,200
0	Units	<b>Traditional CIP Cup Holders -</b> (Slide Rubber Cups into a stainless Rack)	\$ 45	\$ -	\$ -

<i>Qty</i>	<i>Units</i>	<i>Description</i>	<i>\$/Unit</i>	<i>Dealer Net</i>	<i>Cost to End-user</i>
1	22108	<b>HERITAGE</b> <b>Heavy Duty All-Air Operated Cold Galvanized Crowd Gate</b> <b>(w/o Manure scraper)</b>	\$ 15,476	\$ 15,476	\$ 22,108
0	ft	<b>C-4 x 6.5 lbs Crowd Gate Channel</b> <b>(Hot-dip galvanized)</b>	\$ 12	\$ -	\$ -



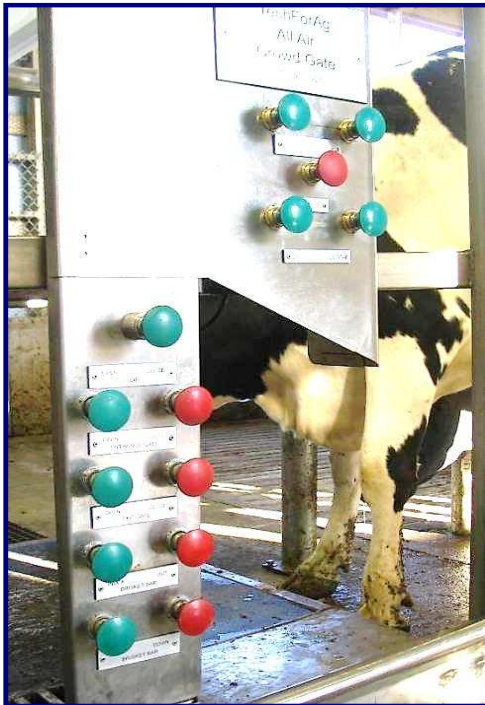
Heavy Duty, Germania-Style Crowd Gate; Air-Powered Gear Motor - no electric controls what-so-ever. Lifts anywhere in Holding Pen

See [www.TechForAg.com](http://www.TechForAg.com) for more information

**Note: Lift Cylinders operate on full system pressure.**  
**A Pressure regulator supplies low pressure to the air motor!**



<i>Qty</i>	<i>Units</i>	<i>Description</i>	<i>\$/Unit</i>	<i>Dealer Net</i>	<i>Cost to End-user</i>
0	ft	<p><b>Holding Pen Fence, galvanized</b></p> <p>with 3" verticals @ 5 ft on center per 20 ft section of fence;  (4) 1 1/2" Pipe Horizontals @ 12" o/c</p> <p>Normally, your Contractor provides the Holding Pen Fences.  We'll provide them if he doesn't want to or can't @ \$74/ft les</p>	\$ 59	\$ -	\$ -
0	ft	<p><b>2 x 10 ft V-Lane Fences from H.P. into Parlor...</b></p> <p>@ \$74/ft less 15%</p>	\$ 51	\$ -	\$ -
		<p><i>Three Crowd Gate Control Stations:</i></p>			<b>Cost include with Crowd Gate</b>



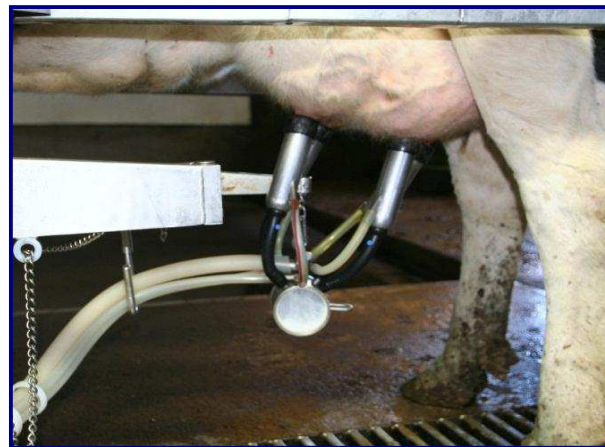
*Left:* Main Control station in back of parlor;  
*Center:* Remote Controls in back of Holding Pen  
*Right:* Two extra buttons in front of parlor to reduce walking

<i>Qty</i>	<i>Units</i>	<i>Description</i>	<i>\$/Unit</i>	<i>Dealer Net</i>	<i>Cost to End-user</i>
		<b>HERITAGE</b> <b>No-ArmTakeOffs - New!</b> All-Air - All-stainless (Germania Model C style)			
16	Units		\$ 1,395	\$ 22,320	\$ 31,886





<i>Qty</i>	<i>Units</i>	<i>Description</i>	<i>\$/Unit</i>	<i>Dealer Net</i>	<i>Cost to End-user</i>
		<b>Original Germania Top Outlet Claw-Clusters - <b>New!</b></b>			
		- Air Forks - 06 Shells - 60" Milk Hose - 108" Pulsation Hose - Short air tubes - Liners of your choice: <i>Brand &amp; Model</i> _____			
<b>16</b>	Units	- Stranko Pulsators - <b>New!</b>	<b>\$ 760</b>	<b>\$ 12,160</b>	<b>\$ 17,371</b>
		<i>New Feature</i> <b>- Rubber Goods upgraded to All-Silicon - (Except inflations)</b>			



**Germania's Top Outlet Claw hangs well balanced on the arm for milking and equally so in the rest position.**

<i>Qty</i>	<i>Units</i>	<i>Description</i>	<i>\$/Unit</i>	<i>Dealer Net</i>	<i>Cost to End-user</i>
		<b>PVC Pulsation Lines - <span style="color: red;">New!</span></b>			
<b>16</b>	<b>Stalls</b>	- 3" PVC Pulsation line with hoses, fittings & wiring harness - 3" PVC FreshAir line with fittings & hoses - (2) FreshAir Filters - (2) 3" PVC Cross-Overs in front & back	<b>\$ 65</b>	<b>\$ 1,040</b>	<b>\$ 1,486</b>
		<b>- Pulsators included with Claw-Clusters</b>			
		<b>16-Unit Strangko Pulsation Controller - <span style="color: red;">New!</span></b>			
<b>2</b>	<b>Units</b>	<i>Electrician provides 120 volt receptacle nearby - bid separately!</i>	<b>\$ 1,393</b>	<b>\$ 2,786</b>	<b>\$ 3,980</b>





<i>Qty</i>	<i>Units</i>	<i>Description</i>	<i>\$/Unit</i>	<i>Dealer Net</i>	<i>Cost to End-user</i>
<b>HERITAGE</b> <b>CIP-Receiver Combination Group</b>					
<b>16</b>	<b>Stall Equiv.</b>	This group combines the traditional Receiver Group and the CIP System into a single pre-assembled aggregate - pre-plumbed, pre-wired and	<b>\$ 1,235</b>	<b>\$ 19,760</b>	<b>\$ 28,229</b>
		24" diam. x 24/30" Receiver - which is also the Wash Vat for the CIP Cycle			
		- AW-style Moisture Trap with 3" Vac inlet & 3" U-bend			
		'- (1) 4" x 33" Sock Milk Filters with 2" side outlet - (1) 2 hp Milk Pumps <b>- (1) Variable Speed Controller for Milk Pump</b>			
		- (2) LLC Probes for milk and water levels - 1" Input Group with hot and cold water valves + (3) chemical inputs			
		<i>Water supply lines to Omal valves should be at least 1" diameter. Otherwise takes too long to fill receiver</i>			
		<b><i>- 1 1/2" Ball check valve with air blow-out for rest milk</i></b>			
		'- <b>HERITAGE C-12.5 Pipe Line Washer</b> with (3) peristaltic chemical pumps			
		<i>Electrician supplies:</i> - 220 Volt, <u>  X  </u> single phase to this Group			
		<i>Plumber supplies:</i> - Hot & Cold water to the input group - Cold Water to the Plate Cooler			

## HERITAGE CIP-Receiver Combination Groups



**Model 1500 installed at Steve Paul's new dairy Whitewater, WI. November 2009; Dbl. 10 PT-I Expandable to dbl. 16**



<i>Qty</i>	<i>Units</i>	<i>Description</i>	<i>\$/Unit</i>	<i>Dealer Net</i>	<i>Cost to End-user</i>
0	Group	<p align="center"><b>Traditional Receiver Group - New!</b>  18" Receiver, 1 1/2hp Milk Pumps with Dog House, 4" x 44" Filter,  Moisture Trap &amp; U-Bend, Flapper Valve, LL Probes &amp; Controller,  Short Plug - Long Plug, Air Blow Valve, etc.</p>	\$ 6,671	\$ -	\$ -



0	Group	<p align="center"><b>Automatic CIP System - New!</b>  Horizontal Wash Sink, Water Level Sensor, Hot &amp; Cold Water Valve,  Heritage PipeLine Washer, (3) Peristaltic pumps for chemicals,  (1) Air Injector installed at the Receiver Groups  2" x 2" Divert/3-Way Valve at sink,  Automatic Drains</p>	\$ 9,083	\$ -	\$ -
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<i>Qty</i>	<i>Units</i>	<i>Description</i>	<i>\$/Unit</i>	<i>Dealer Net</i>	<i>Cost to End-user</i>
16	Stalls	<p><b>3" Lo- Lines - New!</b></p> <p>Double slope, single loop, with nipples, fittings, all clamps, gaskets and brackets. Line slopes toward HoldPen</p>	\$ 219	\$ 3,506	\$ 5,008



16	Stalls	<p><b>2" CIP Line - New!</b></p> <p>- with nipples, fittings, all clamps, gaskets &amp; brackets. - Both lines will be dead-ended at front of parlor</p>	\$ 234	\$ 3,744	\$ 5,349
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50	ft	<p><b>1 1/2" Discharge line - New!</b></p> <p>from CIP-Receiver Group to Milk Tank (Bottom Loading) and back to CIP Rec Group;</p>	\$ 56	\$ 2,800	\$ 4,000
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<i>Qty</i>	<i>Units</i>	<i>Description</i>	<i>\$/Unit</i>	<i>Dealer Net</i>	<i>Cost to End-user</i>
1	Group	<b>7.5 hp Ingersol-Rand T-30 Compressed Air System - <span style="color: red;">New!</span></b> - with Twin Tower Drier, dries air to minus 10 dgr - Filters, Regulators, Coalescing Filter, by-pass to drier, etc.	\$ 8,125	\$ 8,125	\$ 11,607
		<i>Electrician provides 120V to this group, single Phase</i>	\$ 1		



(2) 5 hp Speedair Compressors , mod# 44 of 33



Twin Tower Drier dries air to minus 10 dgr

<i>Qty</i>	<i>Units</i>	<i>Description</i>	<i>\$/Unit</i>	<i>Dealer Net</i>	<i>Cost to End-user</i>
1	Unit	<b>7.5 Hp Vacuum System with Lobe-Style Pump - Remanufactured</b> Sutor-Built Lobe-style Blower Pump Preassembled for instant installation	\$ 2,450	\$ 2,450	\$ 3,500
0	Unit	<b>Frequency Controller/Variable Speed Drive - New!</b>	\$ 1,850	\$ 1,850	\$ -
1	Group	<i>6" PVC Header Lines with 3" lines to Pulsation and Receiver Group; Also includes Pre-Filter, Check Valve, Test Port, Safety Valve, Slide Valve, Drains.</i>		\$ 1,050	\$ 1,500
1	Unit	<b>Sentinel Model 350 Vacuum Regulator</b>	\$ 565	\$ 565	\$ 807
		<i>Electrician provides 220 volt single phase to this Group - Bid separately! ___single or ____3 phase?</i>			



**Customer provides own Stand-by Vacuum Pump**  
TechForAg moves this pump into Machine Room and provides 3" PVC to connect it into the 6" Header lines - included in price



<i>Qty</i>	<i>Units</i>	<i>Description</i>	<i>\$/Unit</i>	<i>Dealer Net</i>	<i>Cost to End-user</i>
0	sqft	<b>Stainless Covering for Pit Wall and/or Parlor Walls</b> 4 ft x 10 ft x 16 ga sheets, # 4 polish	\$ 8	\$ -	\$ -



<i>Qty</i>	<i>Units</i>	<i>Description</i>	<i>\$/Unit</i>	<i>Dealer Net</i>	<i>Cost to End-user</i>
0	Units	<p align="center"><b>4 ft x 4 ft stainless Divert Gate</b>  <b>Built from 2 1/2 x 2 1/2 x 11 ga square tubing</b>  <b>Divert exiting cows into a catch pen.</b></p>	\$ 595	\$ -	\$ -
0	Group	<p align="center"><b>Cylinders for the Divert Gates</b>  <b>3" x 14" Stainless cylinders w/EV-125 Quick Exhaust Valves</b>  <b>(4) Versa 'Open' &amp; 'Close' Push Buttons</b></p>	\$ 855	\$ -	\$ -



<i>Qty</i>	<i>Units</i>	<i>Description</i>	<i>\$/Unit</i>	<i>Dealer Net</i>	<i>Cost to End-user</i>
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### On-Farm Spare Parts Kit

**(Contains only new parts)**

Includes all essential parts for at least (1) year of operation  
(2) sensors, a retract cylinder, at least (1) of each air valves,

\$ 3,240

\$ 3,240

\$

4,985

an extra LLC, seal kit for the milk pump, PC Board for the Pipe Line Washer, several extra Pulsator, an extra Cluster Assy', etc.

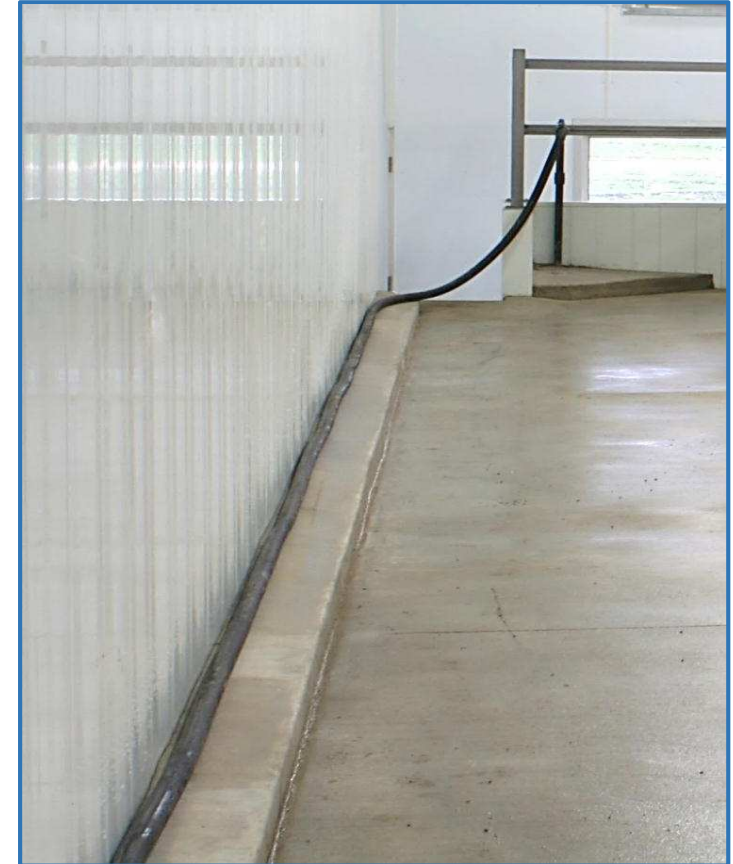


<i>Qty</i>	<i>Units</i>	<i>Description</i>	<i>\$/Unit</i>	<i>Dealer Net</i>	<i>Cost to End-user</i>
1	Pcs	Double Compartment Sink	\$ 450	\$ 450	\$ 643
1	Group	<b>Accessories Group</b> Hand Wash Sink, Filter Sock Holder with (1) box of Filters, SST paper towel holder, SST soap dispenser, etc.	\$ 375	\$ 375	\$ 536



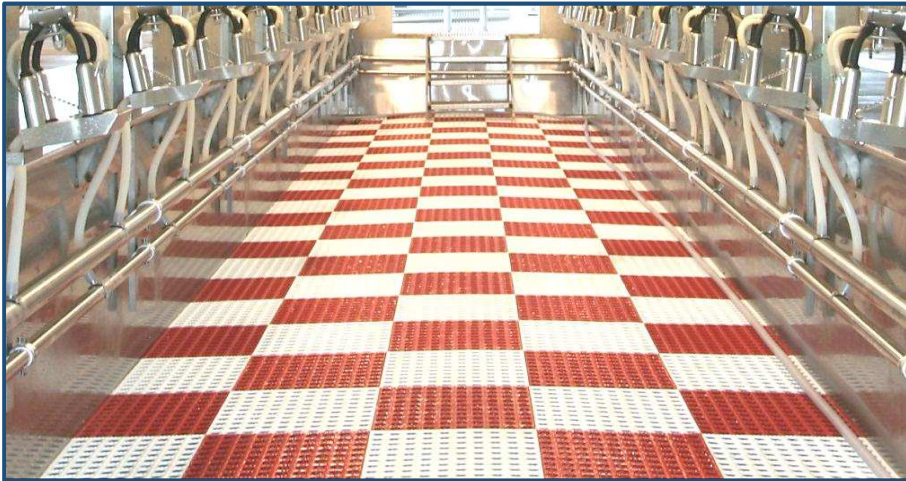


<i>Qty</i>	<i>Units</i>	<i>Description</i>	<i>\$/Unit</i>	<i>Dealer Net</i>	<i>Cost to End-user</i>
35	ft	(1) 35 ft long 1" Wash-Down Hose for the pit with Nozzle	\$ 130	\$ 130	\$ 186
70	ft	(1) 70 ft 1" Wash-Down Hose for the Cow Platforms with Nozzle	\$ 1	\$ 1	\$ 1
0	Units	Air-Powered, all-stainless Hose Reel for the (3) Wash-Down Hoses	\$ 2,075	\$ -	\$ -





<i>Qty</i>	<i>Units</i>	<i>Description</i>	<i>\$/Unit</i>	<i>Dealer Net</i>	<i>Cost to End-user</i>
0	sqft	Pit Mats for the Milkers	\$ 7	\$ -	\$ -





<i>Qty</i>	<i>Units</i>	<i>Description</i>	<i>\$/Unit</i>	<i>Dealer Net</i>	<i>Cost to End-user</i>
		<b>Adjustable Pit Floor ...adjusts floor height by 8" up or down</b>			
<b>0</b>	<b>sqft</b>	<b>Floors raises and lowers by air pressure no motors, no switches Cost - about \$55/sqft</b>	<b>\$ 55</b>	<b>\$ -</b>	<b>\$ -</b>



<i>Qty</i>	<i>Units</i>	<i>Description</i>	<i>\$/Unit</i>	<i>Dealer Net</i>	<i>Cost to End-user</i>
1	Unit	<b>Stainless Pit Steps</b> from breezeway up to cow platform 4 steps, 30" wide, 8" riser , with SST Handrail	\$ 775	\$ 775	\$ 1,107



*Whether stainless or concrete steps up to the cow platform is a matter of cost.  
 Concrete might be more expensive than stainless.  
 (Steps on the left are new model)*



<i>Qty</i>	<i>Units</i>	<i>Description</i>	<i>\$/Unit</i>	<i>Dealer Net</i>	<i>Cost to End-user</i>
11	Sets	<b>Stainless Brackets for the light fixtures - see below</b> Basically a set of (2) stainless brackets to mount Fluorescent Light Fixtures on the stalls	\$ 48	\$ 528	\$ 754
		<i>48" LED Light Fixtures should be vapor tight and 100% corrosion resistant</i>			
		<i>We install the brackets on site;</i> <b><i>Electrician supplies and installs the fixtures</i></b>			
		<i>This parlor would need about 44 ft of fixtures per side or (11) 4-foot Fixtures (Lights on only one side)</i>			



<i>Qty</i>	<i>Units</i>	<i>Description</i>	<i>\$/Unit</i>	<i>Dealer Net</i>	<i>Cost to End-user</i>
0	Units	<p align="center"><b>AccuWeigh Milk Measuring System</b>  <b>Remanufactured</b>            (Change Low-Line AND Receiver Group!)</p>	\$ 349	\$ -	\$ -



		<p align="center"><b>Germania Accuweigh 90 or 65</b></p> <ul style="list-style-type: none"> <li>- Hold all of the milk for quick check before letting the cows go</li> <li>- Containers drain and re-vacuumize automatically when cows leave</li> <li>- Provide great vacuum reserve right next to the cow</li> </ul>			
0	Group	<p align="center">AW Control Boxes            Turbo Controller, _____ Extra VacShutOff Valves, etc.</p>	\$ 1,820	\$ -	\$ -
0	Units	<p align="center">Butter Fat Samplers</p>	\$ 165	\$ -	\$ -



<i>Qty</i>	<i>Units</i>	<i>Description</i>	<i>\$/Unit</i>	<i>Dealer Net</i>	<i>Cost to End-user</i>
0	Unit	<b>Stainless Breezeway Fences with 3ft 'Side Wing'</b>	\$ 943	\$ -	\$ -



0	ft	<b>Stainless Cap for Breezeway Wall</b>	\$ 22	\$ -	\$ -
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<i>Qty</i>	<i>Units</i>	<i>Description</i>	<i>\$/Unit</i>	<i>Dealer Net</i>	<i>Cost to End-user</i>
0	Stalls	1" Kraiburn Rubber Mats (Made in Germany) For the Cow Platforms	\$ 140	\$ -	\$ -





<i>Qty</i>	<i>Units</i>	<i>Description</i>	<i>\$/Unit</i>	<i>Dealer Net</i>	<i>Cost to End-user</i>
1	Unit	<p align="center"><b>Modular 'Platforms' for 16 stalls (@45 ft long)</b>  <b><i>Stainless</i></b>            The structural bases of the Modules; Height of your concrete cow platform should be 34" - if you are comfortable with a 38" working height -  <b>To be discussed!</b></p>	\$ 2,400	\$ 2,400	\$ 3,429





## Summary Page

		<b>Sub-Total Materials</b>		\$ 144,416	\$ 203,828
		<b>Less: 15% Dairy-Direct Discount</b>			\$ (30,574)
		<b>Pre-Installation Labor and Supplies</b> provided by TechForAg at it's factory to convert the above materials into a <i>Ready-To-Milk</i> Modular Parlor; <b>Calculated at 14% of Cost of Materials</b>	N/A	\$ 28,536	\$ 28,536
150	Miles	<b>Freight @ \$4.85/mile per Truck for (1) Truck within Wisconsin</b>	\$ 4.85	\$ 728	\$ 728
		<b>On-Site Installation Labor, Supplies &amp; Expenses</b> Covers several items:			
		<b>Time: (12) working days for (2) Parlor Specialists @ 12 hr @ \$75/hr</b>		\$ 21,600	\$ 21,600
		<b>Time: Follow-up visit of (2) Technicians for (2) days @ 10 hrs @ \$65, inc. Drive Time</b>			\$ -
		<b>2. Travel Expenses - Diesel for 3200 miles, (7) Motel nights, meals and misc</b>		\$ -	\$ -
		<b>Time Expenses of (2) Installers while travelling - 2 x 2 x 23 hrs/trip @ \$35/hr</b>		\$ -	\$ -
		<b>2. Three visits to dairy by Rolf, incl. Start-Up of Milking</b>		\$ -	\$ -
		<b>5. Rebate to Customer of \$1,000 for prompt payment of last installment</b>		\$ -	\$ -
		<b>6. Warranty work &amp; follow-up visits</b>		\$ -	\$ -
		<b>Grand Total I Parlor with Freight &amp; Installation</b>		\$ 195,279	\$ 224,117
		<b>Per Stall</b>			\$ 14,007

## ***Terms - I***

*If production at TFA starts several months in the future*

**1) 15% down at signing of contract**

**2) 25% on start of production**

**3) 55% on delivery of parlor to the dairy**

**4) 5% On start-up of milking**

**5) \$1,000 Rebate for prompt payment**

## ***Terms - II***

*If production at TFA starts more or less immediately*

**1) 35% at signing of contract, plus**

**2) 60% on delivery of parlor to the dairy**

**3) 5% on Start-up of Milking**

**4) \$1,000 Rebate for prompt payment**

### ***Please Note***

**18 Months warranty on all materials. Does not apply to the Compressed Air Group and the Vacuum Group, for which we pass on the manufacturer's warranty**

**Warranty starts *after* parlor has been paid for in full**



<b>Dbl. 16 - ParaBone Rapid Exit</b>	
Single Brisket Bar	
<b>Per Stall Cost of :</b> - No Overhead Channel - Splash Shields - Rump Rails - Dummy St.& Corner Groups - Plain BrBar	<b>Per Stall Cost of:</b> - RapEx. Brackets/Brisket Bar - Rapid Exit Lift Components <b>incl. Lift Cylinders</b> - (4) 3"x10" Cyl. - (13) Versa Valves - (1) Group Air Control Valves - (1) Entrance Gates - (1) Exit Gates - (2) BrBar Posts
\$ 825.00	621
	\$ 1,446



**\$ 38,514**