

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

**Model: Dbl. 12 HERITAGE ParaBone**

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

**Preliminary Proposal Prepared For: Website # 167-HPB**



**Original Germania dbl. 8 All-Stainless ParaBone as show at the last Farm Show**

**(Note- This is NOT the New Heritage Parlor of this Proposal. Waiting for those pictures to come in)**

<i>Qty</i>	<i>Units</i>	<i>Description</i>			<i>Cost to End-user</i>
		<b>Heritage ParaBone Stalls</b>			
		- All stainless RumpRails; 30" spacing; 4" slant - Brisket Bars has (2) Support posts per side - stainless - <i>Rapid Exit</i> Brisket Bars - stainless - Auto-Indexing (w/(4) 3" x 10" stainless Cylinders			
<b>24</b>	<b>Stalls</b>				<b>\$ 57,184</b>

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



*All-stainless Brisket Bars*

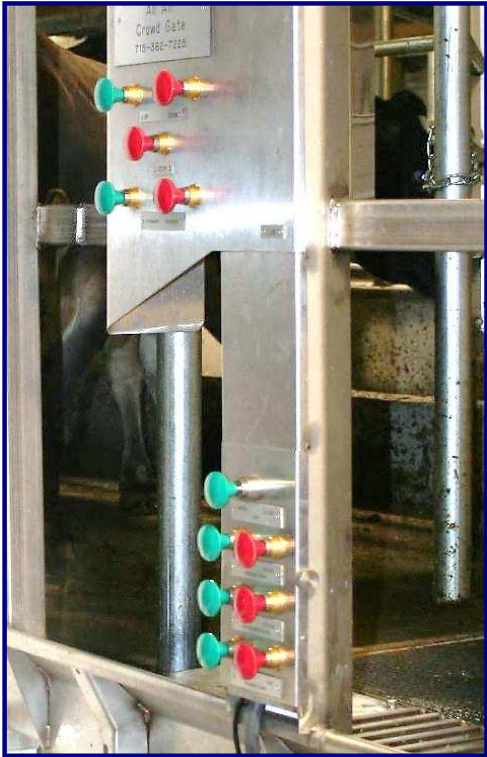
If one of them goes down from milk fever you can easily get to her with the skid loader.

*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>Cost to End-user</i>
1	Group	<p><b>Automated Cow Traffic Controls - New!</b></p> <ul style="list-style-type: none"> <li>- (4) 3" x 10" stainless Cylinders for Indexing</li> <li>- (4) 3" x 14" 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>Included with Stalls</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**

0	Groups	<p><b>Rapid Exit Lift Groups</b></p> <p>Lift Cylinders (4"x42" stainless), (3) Pulleys, Cable, (2) Swivels, Hydraulic Hoses &amp; fittings; Brackets, etc.</p>			<b>Included with Stalls</b>
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*New Feature - Adjustable Exit Gates...*



*Freedom to put her head anywhere she likes....*



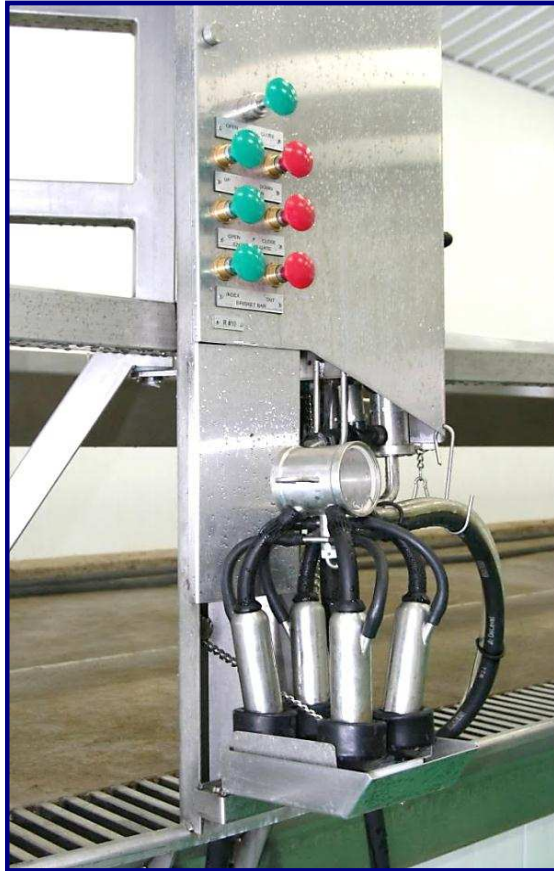
<i>Qty</i>	<i>Units</i>	<i>Description</i>			<i>Cost to End-user</i>
24	Stalls	<b>Stainless Curbing, Gutter and Grates</b> <i>All Stainless;</i> All-in One Welded Structure			\$ <b>9,417</b>



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.

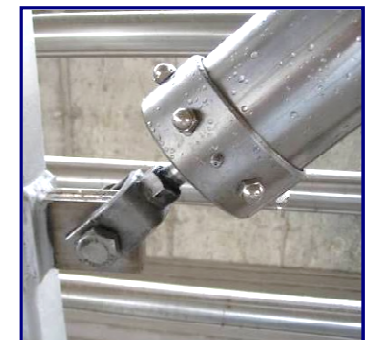


<i>Qty</i>	<i>Units</i>	<i>Description</i>		<i>Cost to End-user</i>
0	Units	<p align="center"><b>Air Powered CIP Jetter Cup Holders</b></p> <p>Single push button operated - "Now you see them - then you don't"  Match Jetter Cups to Inflation - Brand &amp; Model # _____</p>		<b>Not available for ParaBone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



24	Units	<p align="center"><b>Fold-Up CIP Cup Holders</b>  (Similar to ProTime I, but manually operated)</p>		\$ 7,714
0	Units	<p align="center"><b>Traditional CIP Cup Holders</b>  (Slide Rubber Cups into a stainless Rack)</p>		\$ -

<i>Qty</i>	<i>Units</i>	<i>Description</i>		<i>Cost to End-user</i>
1	24 ft x 75 ft	<b>HERITAGE</b> <b>Heavy Duty All-Air Operated <i>Stainless</i> Crowd Gate</b> (w/o Manure scraper)		\$ 21,290
0	ft	<b>C-4 x 6.5 lbs Crowd Gate Channel</b> (Hot-dip galvanized)		\$ -

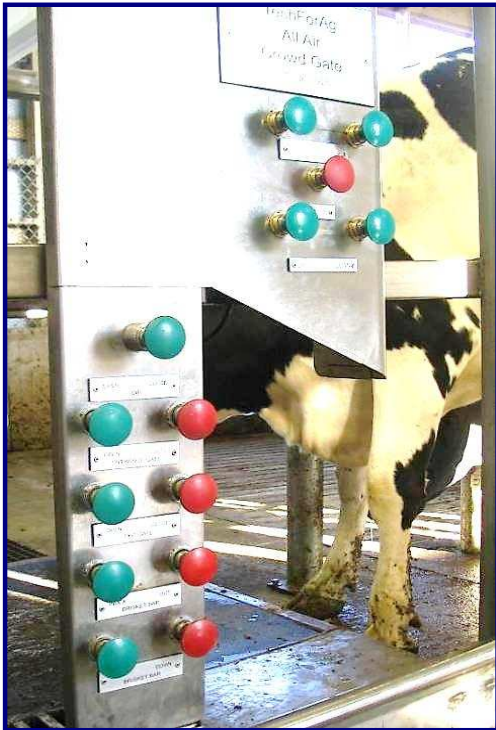


**Heavy Duty, Germania-Style Crowd Gate; Air-Powered Gear Motor - no electric controls what-so-ever. Lifts anywhere in Holding Pen**

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>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>			\$ -
0	ft	<p><b>2 x 10 ft V-Lane Fences from H.P. into Parlor...</b></p> <p>@ \$74/ft less 15%</p>			\$ -
		<p><b>Three Crowd Gate Control Stations:</b></p>			<b>Cost include with Crowd Gate</b>



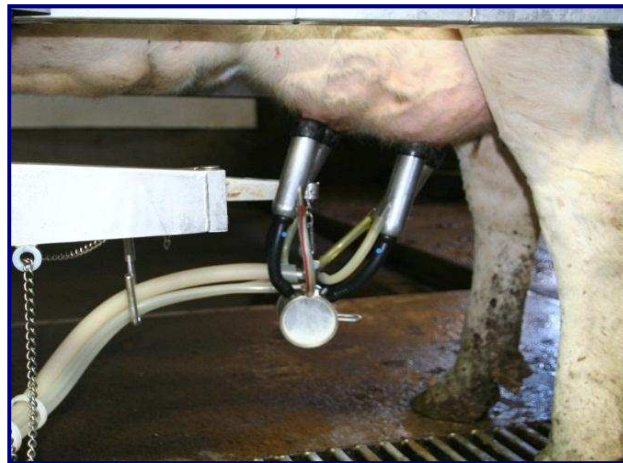
*Left:* Main Control station in back of parlor;  
*Center:* Remote Controls in back of Holding Pen  
*Right:* Two extra buttons in front of parlor to reduce walking



<i>Qty</i>	<i>Units</i>	<i>Description</i>			<i>Cost to End-user</i>
		<b>HERITAGE</b> <b>No-ArmTakeOffs - New!</b> <b>All-Air - All-stainless</b> (Germania Model C style)			
<b>24</b>	Units				\$ <b>23,829</b>

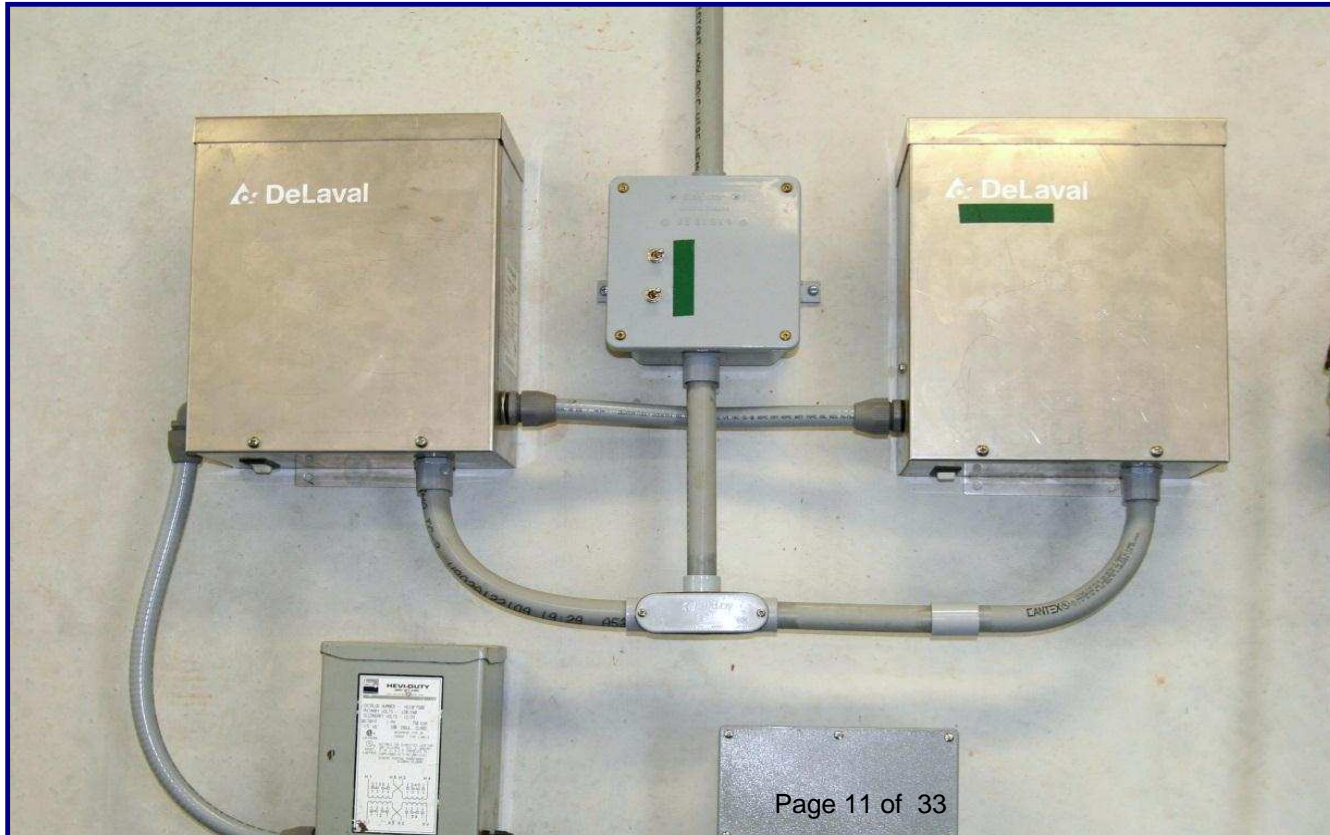


<i>Qty</i>	<i>Units</i>	<i>Description</i>			<i>Cost to End-user</i>
		<b>Original Germania Top Outlet Claw-Clusters</b>			
		<ul style="list-style-type: none"> <li>- Air Forks</li> <li>- 06 Shells</li> <li>- 60" Milk Hose</li> <li>- 108" Pulsation Hose</li> <li>- Short air tubes</li> <li>- Liners of your choice: <i>Note Brand &amp; Model</i> _____</li> <li>- with <b>New! Delatron</b> Pulsators with Bayonet quick clamp</li> </ul>			\$ <b>18,612</b>
		<i>New Feature</i> <b>- Rubber Goods upgraded to All-Silicon - (Except inflations)</b>			



**Germania's Top Outlet Claw hangs well balanced for milking and equally so in the rest position.  
All-stainless body makes for minimal maintenance - No plastic nipples to break. Change windows and gaskets once every 5 years**

<i>Qty</i>	<i>Units</i>	<i>Description</i>	<i>Cost to End-user</i>
24	Stalls	<b>Pulsation System - New!</b> - 3" PVC Pulsation line with hoses, fittings & wiring harness - 3" PVC FreshAir line with fittings & hoses - (4) FreshAir Filters - (2) 3" PVC Cross-Overs in front & back <b>- Pulsators included with Claw-Clusters</b>	\$ 2,229
2	Units	<b>24-Unit Delatron Pulsation Controller - New!</b> <i>Electrician provides 120 volt receptacle nearby - bid separately!</i>	\$ 4,464



<i>Qty</i>	<i>Units</i>	<i>Description</i>	<i>Cost to End-user</i>
<b>HERITAGE</b> <b>CIP-Receiver Combination Group</b>			
<b>24</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>\$ 24,857</b>
		26" diam. x 24/34" 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 1 1/2" side outlet - (2) 1 1/2 hp Milk Pumps <b>- (2) Variable Speed Controller for Milk Pump, one for stand-by</b>	
		- (2) LLC Probes for milk and water levels - 1 1/4" 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>- 1 1/2" Ball check valve with air blow-out for rest milk</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	
		<b>Includes Stand-by Milk Pump with pre-wired Twist-Lock Plugs</b>	
		<b>Also a Stand-by Variable Speed Controller, prewired as well</b>	
<b>0</b>	<b>Unit</b>	<b>4,500 lbs/hr Dual Pass Plate Cooler</b>	<b>\$ -</b>
		<b>(Group to be installed in the Milker's pit with stainless shielding)</b>	
		<b>(Modify Group for AWs?)</b>	

## 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>Cost to End-user</i>
0	Group	<p><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>			\$ -



0	Group	<p><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>			\$ -
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<i>Qty</i>	<i>Units</i>	<i>Description</i>			<i>Cost to End-user</i>
24	Stalls	<p align="center"><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>			\$ 2,229



24	Stalls	<p align="center"><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>			\$ 3,600
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24	ft	<p align="center"><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>			\$ 3,120
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<i>Qty</i>	<i>Units</i>	<i>Description</i>	<i>Cost to End-user</i>
0	Group	<b>Calf Milk Dispenser</b>  Collect warm milk at any time	\$ -





<i>Qty</i>	<i>Units</i>	<i>Description</i>	<i>Cost to End-user</i>
1	Group	<b>(2) 7.5 hp Compressed Air System</b> Includes Twin Tower Drier (dries air to minus 10 dgr), an extra tank, small AirPrep Group & Copper Lines	\$ 18,980
		<i>Electrician provides 120V to this group, single Phase</i>	



(2) 5 hp Speedair Compressors, modular, Page 17 of 33



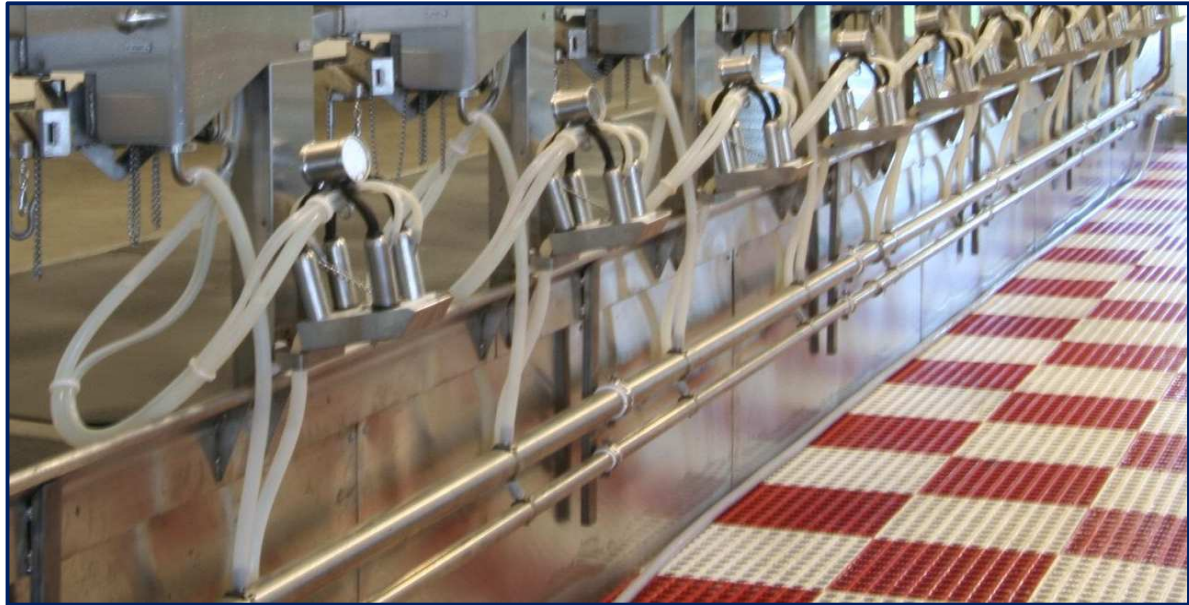
Twin Tower Drier dries air to minus 10 dgr

<i>Qty</i>	<i>Units</i>	<i>Description</i>	<i>Cost to End-user</i>
1	Unit	<b>15 Hp Vacuum System</b> Sutor-Built Lobe-style Blower Pump - incl.: Preassembled for instant installation	\$ 5,857
1	Unit	<b>Frequency Controller/Variable Speed Drive</b>	\$ 2,571
40	ft	<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>	\$ 1,429
1	Unit	<b>Sentinel Model 350 Vacuum Regulator</b>	\$ 765
		<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>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	\$ -



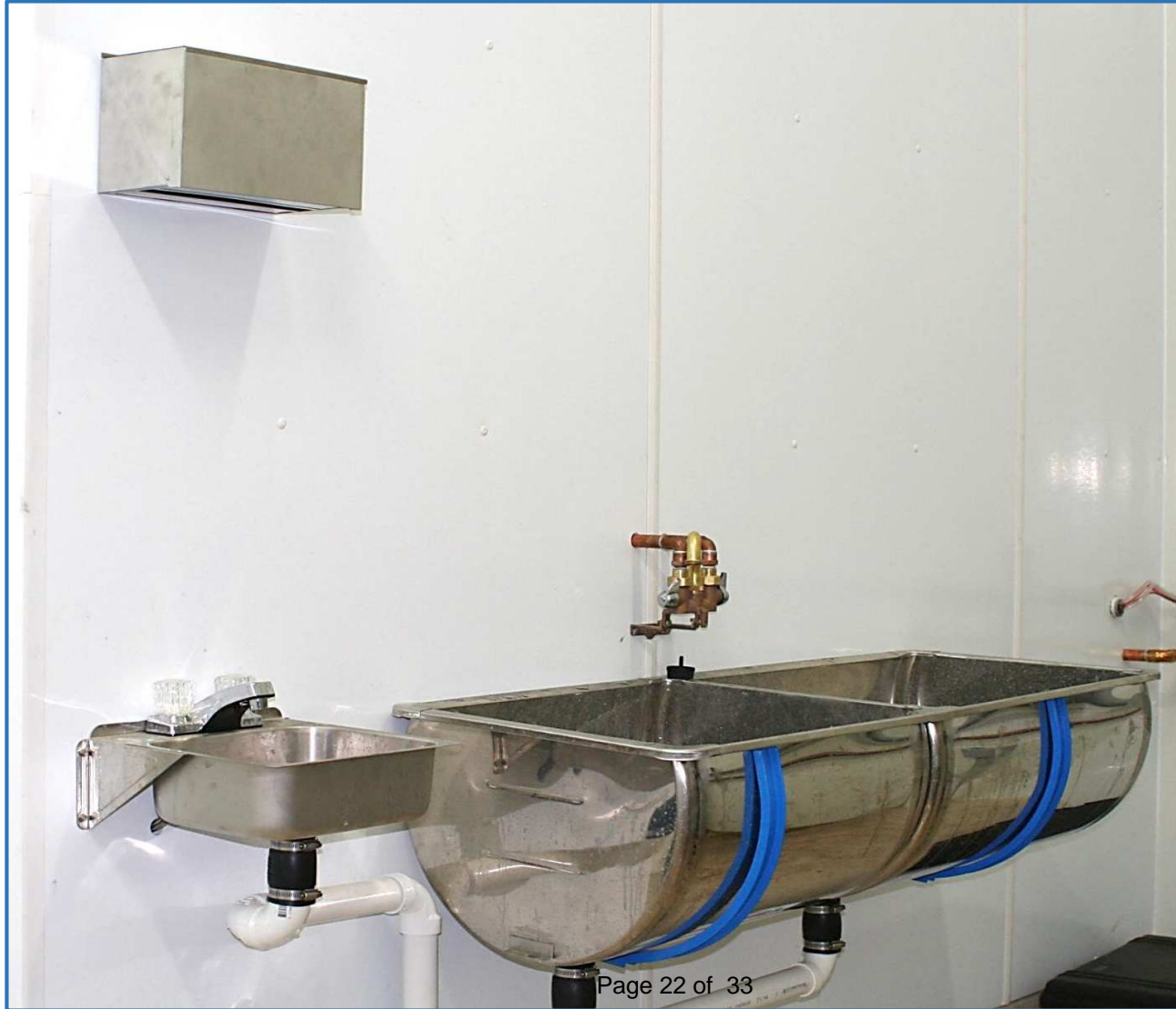
<i>Qty</i>	<i>Units</i>	<i>Description</i>	<i>Cost to End-user</i>
0	Units	<p align="center"><b>4 ft x 4 ft stainless Divert Gate</b>            Built from 2 1/2 x 2 1/2 x 11 ga square tubing            Divert exiting cows into a catch pen.</p>	\$ -
0	Group	<p align="center"><b>Cylinders for the Divert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



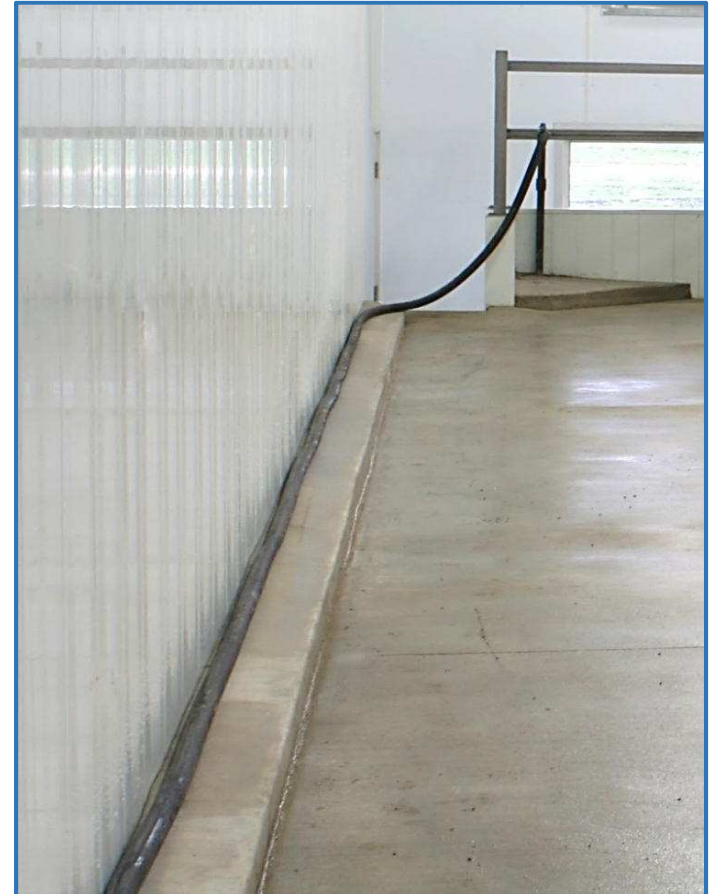
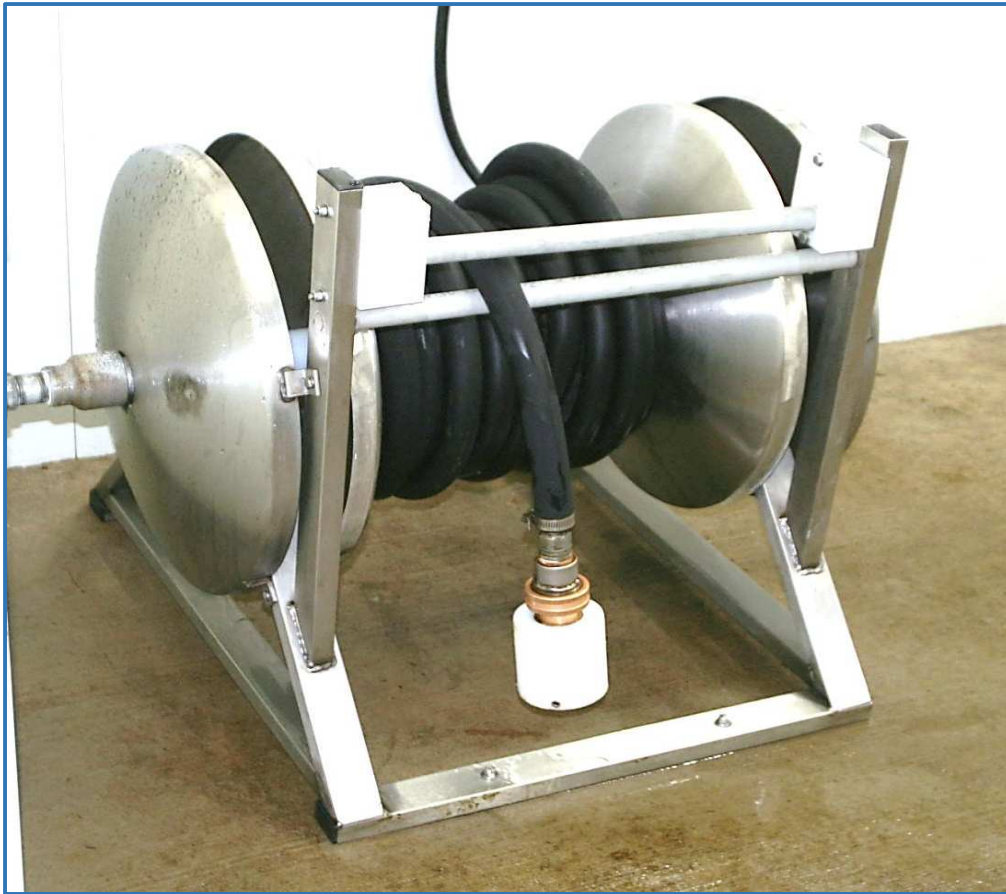
<i>Qty</i>	<i>Units</i>	<i>Description</i>	<i>Cost to End-user</i>
1	Group	<p align="center"><b>On-Farm Spare Parts Kit</b>  <b>(Contains only new parts)</b></p> <p>Includes all essential parts for at least (1) year of operation (2) sensors, a retract cylinder, at least (1) of each air valves, an extra LLC, seal kit for the milk pump, PC Board for the Pipe Line Washer, several extra Pulsator, an extra Cluster Assy', etc.</p>	\$ 8,673



<i>Qty</i>	<i>Units</i>	<i>Description</i>	<i>Cost to End-user</i>
1	Pcs	Double Compartment Sink	\$ 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.	\$ 536

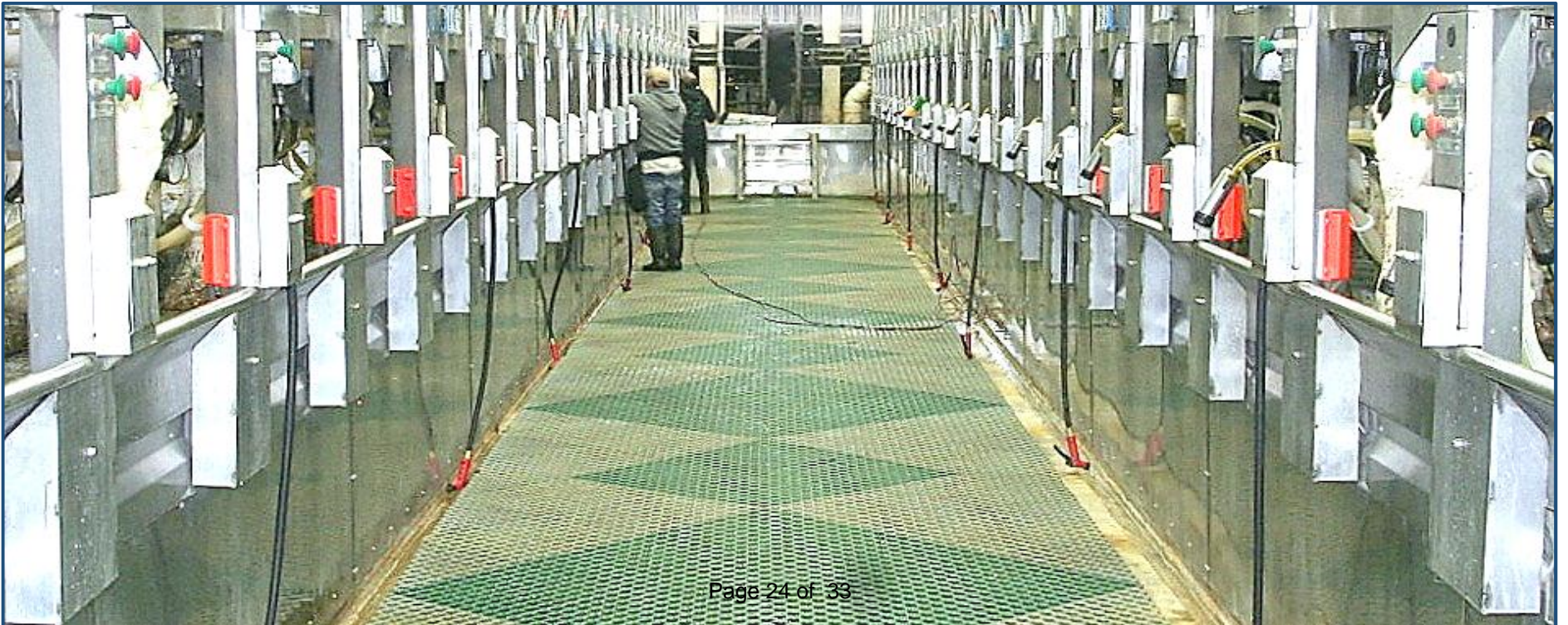
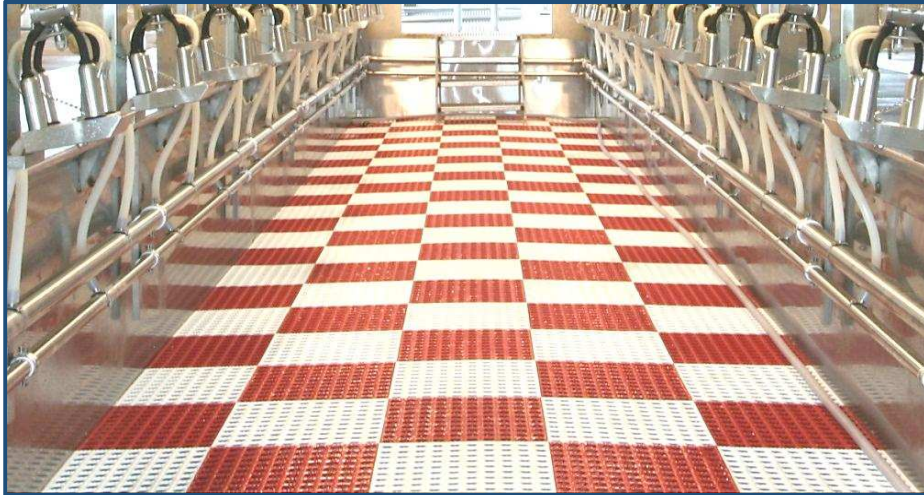


<i>Qty</i>	<i>Units</i>	<i>Description</i>	<i>Cost to End-user</i>
18	ft	1" Wash-Down Hose for the pit with original Brass Fire-Hose Nozzles	\$ 143
100	ft	Wash-Down Hoses for the Cow Platforms with original Brass Fire-Hose Nozzles	\$ 1,071
0	Units	Air-Powered, all-stainless Hose Reel for the (3) Wash-Down Hoses	\$ -



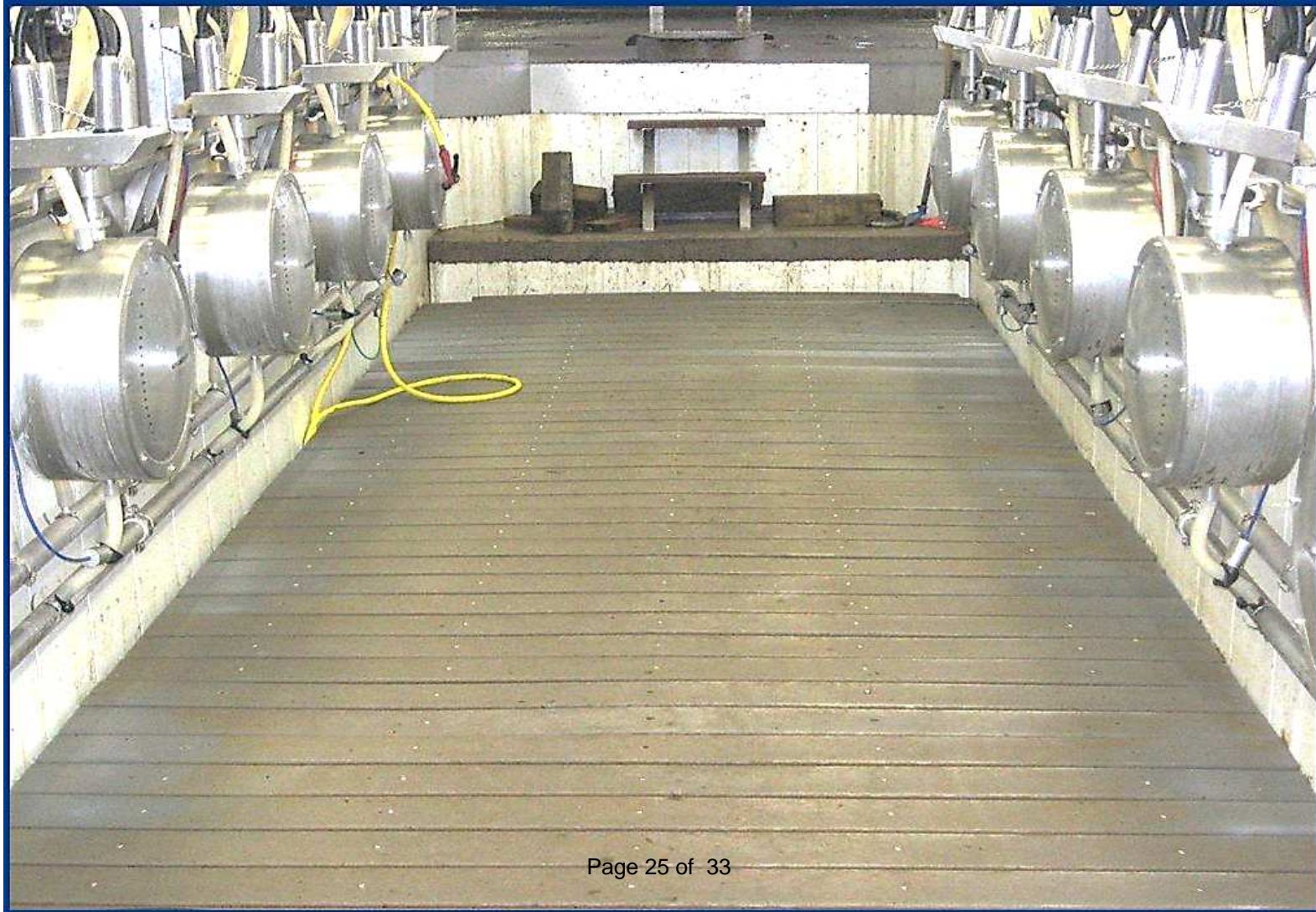
*Qty*   *Units*   *Description*   *Cost to End-user*

0   sqft   Pit Mats for the Milkers   \$   -





<i>Qty</i>	<i>Units</i>	<i>Description</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>\$ -</b>



<i>Qty</i>	<i>Units</i>	<i>Description</i>	<i>Cost to End-user</i>
1	Unit	<p align="center"><b>Stainless Pit Steps</b>  <b>from breezeway up to cow platform</b>  <b>4 steps, 30" wide, 8" riser , with SST Handrail</b></p>	<p align="right">\$ 857</p>



*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 newest model)*

<i>Qty</i>	<i>Units</i>	<i>Description</i>	<i>Cost to End-user</i>
18	Sets	<p><b>Lights for the Milker Pit</b>            Basically a set of (2) stainless brackets to mount Fluorescent Light Fixtures</p>	\$ 1,234
		48" Fluorescent Light Fixtures should be vapor tight and 100% corrosion resistant	
		We install the brackets on site; <i>Electrician supplies and installs the fixtures</i>	
		This parlor would need 40ft of fixtures per side or (9) 4-foot Fixtures	



<i>Qty</i>	<i>Units</i>	<i>Description</i>	<i>Cost to End-user</i>
0	Units	<b>AccuWeigh Milk Measuring System</b> <b>Remanufactured</b> (Change Low-Line AND Receiver Group!)	\$ -

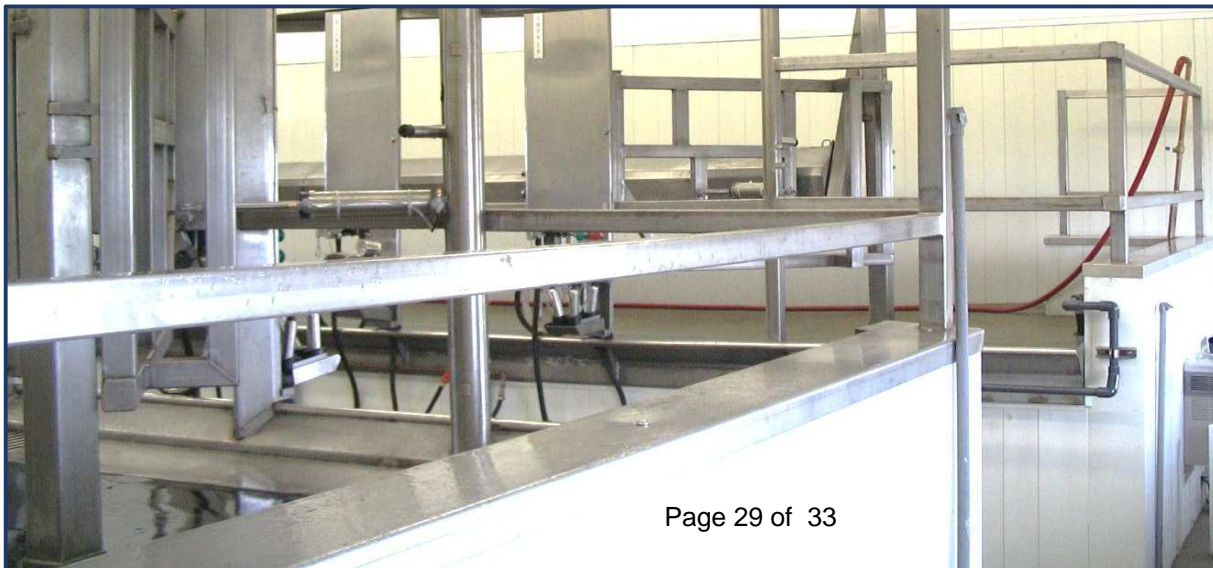


		<b>Germania Accuweigh 90 or 65</b> - Hold all of the milk for quick check before letting the cows go - Drain and re-vacuumize automatically when cows leave - Provide great vacuum reserve right next to the cow	
0	Group	<b>AW Control Boxes</b> <b>Turbo Controller, _____ Extra VacShutOff Valves, etc.</b>	\$ -
0	Units	<b>Butter Fat Testers</b>	\$ -

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



0	ft	<b>Stainless Cap for Breezeway Wall</b>			\$ -
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<i>Qty</i>	<i>Units</i>	<i>Description</i>	<i>Cost to End-user</i>
24	Stalls	<b>1" Kraiburn Rubber Mats (Made in Germany)</b> For the Cow Platforms	\$ 2,933



<i>Qty</i>	<i>Units</i>	<i>Description</i>			<i>Cost to End-user</i>
		<b>Modular 'Platforms' for 12 stalls each</b>			
2	Units				\$ 5,143



## Summary Page

		<b>Sub-Total Materials</b>			\$ 229,381
		<b>Less: 15% Dairy-Direct Discount</b>			\$ (34,407)
		<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; <i>Calculated at 12% of Cost of Materials</i>			\$ 27,526
200	Miles	<b>Freight - @ \$3.25/mile for (2) Trucks</b> (Only within the State of Wisconsin; higher freight elsewhere)			\$ 1,300
		<b>On-Site Installation Labor, Supplies &amp; Expenses</b> Covers several items:			
		<b>1. Time: (15) working days for (2) Parlor Specialists @ 12 hr @ \$65/hr</b>			\$ 23,400
		<b>2. Travel Expenses - One trip for the installer: Plane ticket, Motel, Rent-car, meals and misc</b>			\$ -
		<b>Time Expenses of Installers while travelling 10 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>			\$ 247,200
		<b>Per Stall</b>			\$ 10,300



## ***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**