

TECHFORAG LLC

PRESENTS:

'READY-TO-MILK'
MODULAR PARLORS
(BUILT FROM RECYCLED MATERIALS)

PROJECT # 10
NADEAU FAMILY FARMS
DBL. 8 GERMANIA PARABONE
WITH *LEGACY 7000* AUTOMATICS



NEW FROM TECHFORAG -

RENTAL PARLORS

A SHORT TERM SOLUTION TO A TEMPORARY FINANCING SHORTFALL

PROJECT # 10

NADEAU FAMILY FARMS, DERBY LINE, VT

In late 2002 Todd Nadeau decided it was time to grow. Get out of the old stanchion barn, add cows, build a new Milking Center/Parlor Complex, a Freestall Barn, and a Special Needs Area - something along those lines. But, milking only 90 cows, the banker got nervous, "Can't give you all you are asking for." Todd was stuck. Can't do one without the other. Expansion on hold.

New - Introducing Short Term Rentals

If the Bank can't finance the entire expansion project - because there isn't enough equity - the project comes to a standstill.

Furthermore, Todd wanted a dbl. 12 Parallel, which we didn't have. We *did* have a dbl. 8 ParaBone all ready to go—but no buyer at the time.

We suggested Todd rent the parlor, short term. He accepted and so did the banker.

Call it 'A Leg Up', 'Bridge Financing', or One More Way of Getting Into a Parlor.....

Todd called it "Great!" He'll work with the Rental for a few years. As he pays down the loan and cash flow improves he'll buy the dbl. 12 Parallel. Understood, he's under no obligation to keep the Rental for *any* time. One phone call - and it's out!



All-stainless ParaBone Stalls with Rapid Exit Brisket Bars (raised)

What We Installed

- A dbl. 8 Germania all-stainless ParaBone with Rapid Exit and Automatic Indexing
- Germania Legacy-style Chain TakeOffs, with AfiMilk MM-85 Meters
- A 3" Lo-Line, 2" CIP Line and Fold-down CIP Jetter Cup Holders
- DeLaval Delatron Pulsation



AfiMeters and Fold-Down CIP Cup Holders

At What Monthly Cost of Rental?

We amortize our Rentals over 84 months, same as your bank would for a new parlor, usually at an interest rate 1% higher than the bank and 4% to 5% lower than the lease company.

Considering that the parlor is smaller than the one Todd wanted to begin with and that the parlor was built from recycled materials his monthly rent comes to *only about 1/3* of what his monthly loan payments would be for the *new* dbl. 12 Parallel he had planned on originally. No, he doesn't build equity in the rental parlor, but if he puts away the \$2,800 difference in payments every month he'll build equity at the rate of \$34,000/yr or \$240,000 over 7 years - just about what his own parlor will cost at that time. Bottom Line - we got him into a parlor with no upfront capital and yet, *he will own* his dbl. 12 Parallel seven years from now.

Rental Parlors - Made Possible by Modular Technology

TechForAg Rentals come '*Ready-To-Milk*' from the factory. Either way - installation and removal takes only a couple of hours per side.

TechForAg LLC

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