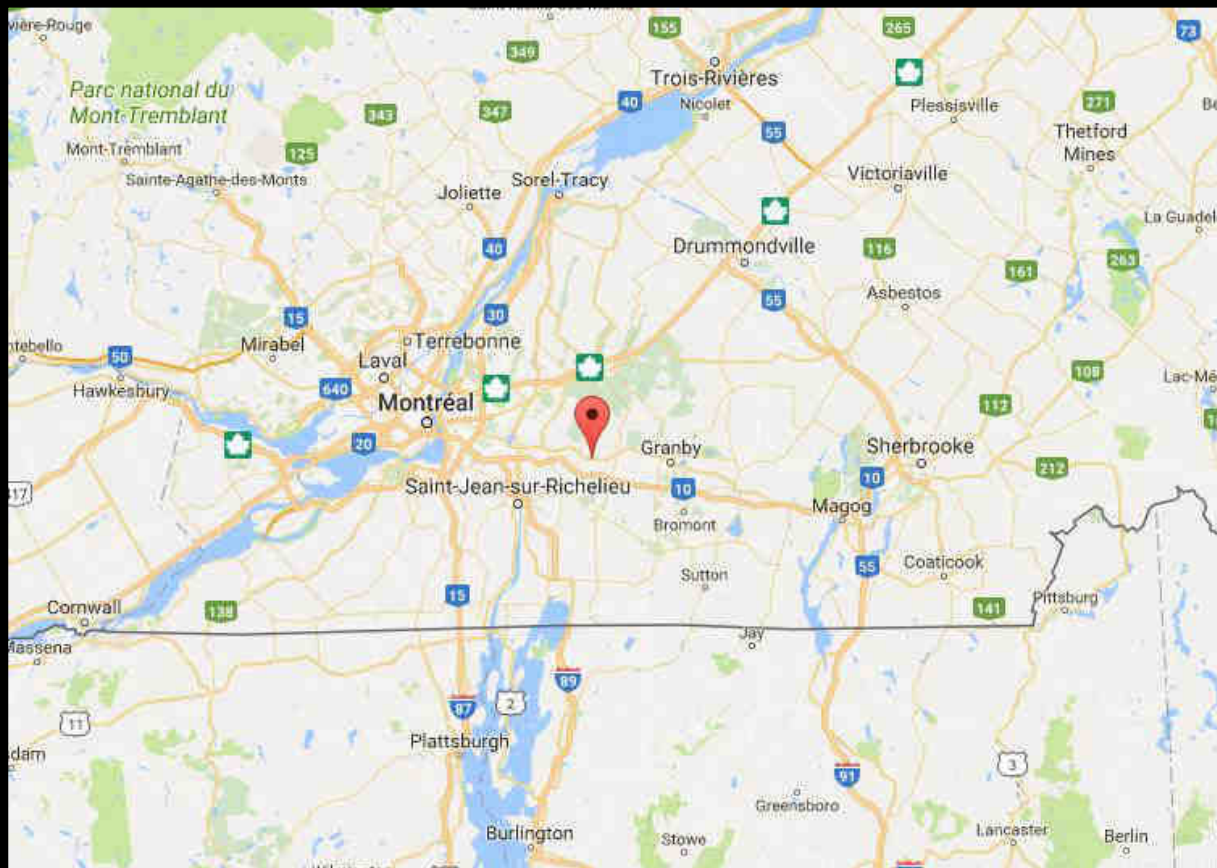


NORFOIN^{INC.}



Foin de première qualité - First Quality Hay

November 15th, 2017





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Who is Norfoin Inc.

- Luc Normandin, owner, production manager
- Mathieu Normandin, owner, buyer
- David Normandin, owner, sale director
- Audrey Mailloux, owner, administrative manager
- Nathalie Théberge, accountant
- Alain Maheu, warehouse manager
- Samuel Normandin



Who is Norfoin Inc.

- We are hay producer, hay buyer, hay processor and hay seller
- We also sell straw
- We have 5 home made hay dryers
- We have a Hunterwood hay press



Hay Production

- 185 acres owned land
- Contract on 198 acres in our area
- 3 500 bales in 2017
- 1300 tons
- Crops
 - Alfalfa
 - Timothy
 - Orchard Grass
- Yield 4.5t/ac



Mowing

1 front mower and 2 pull type mowers



Tedding

2 tedders



Raking

3 rakes



Baling

2 balers



Drying

Capacity of drying
465 bales/day



Drying



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Total of 400 hp on blower
Heat source is wood pellet

Drying

Probing is the most important part of the drying process



Storage

Almost 2 acres in 6 warehouse

More than 20 000 bales capacities





Buying and receiving hay



Buying hay and straw all year long





Processing Facility (75' X 150')



Rebaling

Rebaling into small square bales of 40 pounds



Hay press

- Compacting into 2 types of bales
 - Full compacted bales of 80 to 100 pounds
 - Half compacted bales of 40 to 50 pounds



4 bale sizes available



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Overall Numbers

- In 2016, we sold over than 12 000 tons of hay and straw
 - 9 730 tons of hay
 - 2 400 tons of straw
 - 50% in big square bales
 - 20% in small square bales
 - 30% in compated bales
- Next step: To produce 50% of our need



Question??

Thank you!

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