



# DAIRY ONE ANALYTICAL SERVICES

## PRICING UPDATE 2019

This document highlights the important changes for the pricing of services and packages available through the Dairy One Forage Laboratory, Equi-Analytical Laboratories, and Zooquarius. We have summarized the changes in a three-fold manner. The first being significant package changes, the second as policy updates, and the third of all package updates. For full pricing details, consult our sample submittal forms. **The following is effective March 1, 2019.**

- All our NIR services are unchanged and remain at the current prices.
- Most wet chemistry services have increased on average \$1. This resulted in more significant wet chemistry package price changes.

### Significant Package Updates

- The Custom Package base fee has increased \$1.
- Due to exclusive requests for a certain water package, the package offerings for livestock water suitability have been reduced to two. The primary package (213) will remain and we have added a new package (200), which is a duplicate of the (213) minus the Coliform/E. coli service. Custom packaging is still available.
- Crude Protein is now part of the Mineral Packages, (12) and (192). The price for the package is now \$35.00.
- Crude Fat is now available by three methods: traditional ether extract (Crude Fat, EE - Service 25 - \$11.00), acid hydrolysis followed by ether extract (Crude Fat, AH - Service 27 - \$15.00), or base hydrolysis followed by ether extract (Crude Fat, BH - Service 37 - \$16.00). For most applications, Crude Fat by Ether Extract (EE) will be most appropriate. Crude Fat by Acid Hydrolysis (AH) normally selected for types such as meat meals, fish meals, fish, bypass fats, animal byproducts, or mixes containing such ingredients. Crude Fat by Base Hydrolysis (BH) normally selected for milk-based samples including types such as milk, milk replacer, whey, and milk-based byproducts.
  - The (13) Guarantee Package, now \$35, includes Crude Fat, EE. If the sample type received requires or requests the AH or BH fat, this service will be substituted, and the price difference (\$4) added to the total cost.
- Mycotoxins are now analyzed by the most currently advanced assay employing Liquid Chromatography tandem with Mass Spectrometer (LC/MS/MS) technology. This shift in technology resulted in a change in pricing in the Mycotoxin Panel (Service 443) to \$99 per sample but the price point is still very competitive within the testing industry when compared to most other labs. Other mycotoxins now available as well as a Full Panel. Refer to the submission forms for additional information.

### Policy Updates

- Submittal forms have been redesigned for simplicity and uniformity. All forms are available on our website.
  - Our Forage submittal forms are now two different forms, Basic and Advanced. All packages can be requested on either form, simply write in the package number requested.
- Domestic and International prices for services and packages are now the same and all customers utilize the same submittal forms. However, all international customers will now receive an International Handling Fee of \$7.00 per sample. This fee covers the cost to properly dispose of all international samples and the associated packaging materials according to the regulations outlined in line item 8 of our USDA Controlled Import Permit to Import Restricted or Not Authorized Plant Material. Previously, these costs were built into the International test package prices. However, this did not cover all international samples we received.
  - Canadian and international Equi-Analytical customers previously received domestic package prices even through these samples required international handling and disposal. They will now be subject to the new International Handling Fee.

- Customer requests for return of samples are now subject to a Return Sample Fee. The fees associated with all return requests are outlined in the following chart.
  - This is for all requests for returning **dry, ground samples** after all analyses are complete.
  - Additionally, all applicable carrier shipping charges will be prepaid by Dairy One and will be billed back to the customer.
  - This service is available only to domestic customers. This is because we are a terminal facility for international samples meaning samples received are destroyed after testing.
  - Additional charges will apply for customer requests for the return of as-received or wet samples that require additional shipping resources such as coolers and ice packs.

# of samples to be returned	Fee (\$ USD)
1-25	\$10.00
26-50	\$20.00
51-100	\$40.00
101-150	\$60.00
151-200	\$80.00
201-250	\$100.00
251-300	\$120.00
>301	Add \$20.00 for each increment of 50

- Certain custom VFA services are not listed on the submittal forms. These pertain specifically to rumen fluids, silage extracts, plasma, and manure samples. The prices for these services are listed below.

- VFA for Rumen Fluid, Silage Extracts, and Plasma samples (Values reported in ppm)

Lactic acid only	\$6.00
GC acids (acetic, propionic, butyric, iso-butyric)	\$10.00
GC Acids Full Panel (acids above including valeric and iso-valeric)	\$12.00
Lactic and GC Acids	\$16.00
Lactic and GC Acids Full Panel	\$18.00

- VFA for Manure (Values reported in ppm)

- Same base prices as above plus \$9.00 Custom Base Fee unless requested as part of the Standard Manure Analysis (308) or as part of custom package with other manure services.

- Equi-Analytical domestic postage paid mailers are now subject to cost sharing between Equi-Analytical and the customer. The sample mailers will continue to be shipped to customers for free. When used by the customer, a charge of \$2 will be added to the total cost.
- For customer requests to process and grind the entire submitted sample beyond the amounts listed under the normal samples amounts in the Sample Handling Fee sections (see below for a basic list), a Grind All Fee of \$8.00 will be assessed.

- Normal Sample Amounts (in a 1-quart sample bag)

Type	Grams	Ounces
Hay	100	3.5
Hay Silage	300	11
Corn Silage	450	14
Grain/Grain Byproducts	450	16
Total Mixed Rations	400	14

- Samples arriving in the lab with no or incomplete paperwork that requires follow-up with customer will be assessed a No Paperwork Fee of \$2.00 per shipment.

## All Package Prices

- Below are the main packages by enterprise. No NIR packages are listed as those prices have remained the same.

### Forage Packages

Package	Price
(09) Basic	\$23.00
(10) Basic plus Minerals	\$32.00
(11) Ration Balancer	\$36.00
(311) Ration Balancer Plus	\$56.00
(315) Model Profile	\$81.00
(13) Guarantee Analysis	\$35.00
(16) Custom Package Base Fee	\$8.00
(314) Animal Byproducts	\$50.00
(19) Liquids	\$49.00
(125) Total Fatty Acids	\$55.00
(12) Mineral Ingredient or Mixture (Now including CP)	\$35.00
(585) Forage aNDFom, uNDFom, NDFDom at 30, 120, 240 hr.	\$80.00
(586) Non Forage aNDFom, uNDFom, NDFDom at 12, 72, and 120 hr.	\$80.00

### Equi-Analytical Packages

Package	Price
(603) Trainer	\$65.00
(604) Equine Complete	\$97.00
(644) Carb Pack	\$37.00
(616) Custom Package Base Fee	\$8.00

- Zooquarius Packages**

Package	Price
(183) Proximate 1	\$36.00
(184) Proximate 2	\$35.00
(185) Proximate 3	\$79.00
(186) Plant 1	\$73.00
(187) Plant 2	\$173.00
(188) Animal 1	\$47.00
(189) Animal 2	\$147.00
(190) Feed 1	\$83.00
(191) Insect 1	\$54.00
(193) Milk Package	\$45.00
(116) Custom Package Base Fee	\$8.00
(192) Mineral Ingredients or Mixture (Now including CP)	\$35.00
(119) Liquids	\$35.00
(125) Total Fatty Acids	\$55.00

- Agronomy Packages**

Package	Price
(803) Standard	\$9.00
(804) Standard Plus	\$15.00
(808) Standard (Vermont)	\$9.00
(809) Standard Plus (Vermont)	\$15.00
(835) Maintenance Troubleshooting	\$18.00
(833) PrePlant or Maintenance	\$13.00
(834) PrePlant Troubleshooting	\$18.00
(856) Home Lawn	\$8.00
(855) Modified Morgan Minerals	\$13.00