



New Services and Pricing for 2013

As with all businesses, input prices continue to rise. To keep pace and remain competitive, new services and pricing will go into effect on January 28, 2013.

NIR Services

Forages

There are now two forage packages.

(321) Forage NIR Prime \$22

DM, CP, SP, RDP, ADICP, NDICP, est. lysine & methionine, ADF, NDF, lignin, starch, WSC, ESC (simple sugars), NFC, fat, ash, RFV, RFQ + MILK2006 values, TDN, NEL, NEm, NEg, ME, DE, Ca, P, Mg, K, S, Cl. Select either NDFD 24hr, 30hr, or 48hr. Silages receive lactic acid, acetic acid, and ammonia CPE. Corn silages receive starch digestibility (7hr, 4mm grind).

(325) Forage NIR \$18

DM, CP, SP, RDP, ADICP, NDICP, est. lysine and methionine, ADF, NDF, lignin, starch, WSC, ESC (simple sugars), NFC, fat, ash, RFV, TDN, NEL, NEm, NEg, ME, DE, Ca, P, Mg, K, S, Cl.

Grains

A commodity package has been developed and added for 15 common commodities.

(322) Grain NIR \$18

DM, CP, SP, RDP, ADICP, NDICP, est. lysine & methionine, ADF, NDF, lignin, starch, NFC, fat, ash, TDN, NEL, NEm, NEg, ME, DE, Ca, P, Mg, K, S. Available for corn, barley, oats, wheat, triticale, distillers and brewers grains. Corn samples receive starch digestibility (7hr, 4mm grind).

(326) Commodity NIR \$17

DM, CP, SP, ADF, NDF, NFC, fat, ash, TDN, NEL, NEm, NEg, ME, DE, Ca, P, Mg, K, S. Available for beet pulp, canola meal, canola seed, cottonseed meal, corn gluten feed, corn gluten meal, corn germ meal, grain screenings, hominy, wheat midds, soybeans, roasted soybeans, soybean meal, heat treated soybean meal, and soy hulls.

Total Mixed Rations

(323) TMR NIR \$18

DM, CP, SP, ADF, NDF, lignin, starch, NFC, fat, ash, TDN, NEL, NEm, NEg.

Wet chemistry supplemental minerals

(329) Wet chemistry minerals \$10

Substitute/add wet chemistry Ca, P, Mg, K, Na, Fe, Zn, Cu, Mn, Mo to any of the above NIR packages. Not available as a stand alone service or add-on to wet chem. packages.

(331) DCAD \$20

(329) + Sulfur + Chloride for DCAD calculation. Not available as a stand alone service or add-on to wet chem. packages.

Specialized Services

Mineral, mineral mix, animal byproduct and liquid packages were assembled to provide the most relevant analyses for these feed types. Any samples received requesting one of the standard packages will **automatically be assigned** the appropriate Specialized Service as determined by our staff. This is to insure that you receive nutritionally relevant data. For example, it doesn't make much sense to perform fiber analyses on liquids or animal byproducts. Results, if any, reflect residues of unknown composition, meaning that whatever appears in these results is not fiber (lignin, cellulose or hemi-cellulose).

(314) Animal Byproducts \$42

Must be used for all products of animal tissue origin. Any animal product requesting any other package will automatically be assigned this service and charged accordingly. DM, CP, SP, fat, ash, TDN, NEL, NEm, NEg, ME, DE, Ca, P, Mg, K, Na, Fe, Zn, Cu, Mn, Mo, S.

(19) Liquids \$38

Must be used for all liquid products (whey, molasses, juices, etc). Any liquid requesting any other package will automatically be assigned this service and charged accordingly. DM, CP, fat, ash, est. carbs., TDN, NEL, NEm, NEg, ME, DE, Ca, P, Mg, K, Na, Fe, Zn, Cu, Mn, Mo, S.

(12) Mineral Ingredient/Mixture \$29

Must be used for all mineral products. Any mineral requesting any other package will automatically be assigned this service and charged accordingly. DM, Ca, P, Mg, K, Na, Fe, Zn, Cu, Mn, Mo, S, Co, Cl.

Refer to the accompanying sample information sheet or visit our web site for wet chemistry package pricing.

Sample Handling Fee

Dairy One serves a wide variety of clientele from across the globe submitting a diverse array of samples. Often, samples of atypical size or composition require additional handling and processing to prepare the sample for analysis. Your typical sample size should be as follows:

1 quart sample bag

Sample type	grams	ounces
Hay (core sampled)	100	3.5
Haylage	300	11
Corn Silage	450	16
Grain/Grain byproducts	450	16
Total Mixed Rations	400	14

Any samples that exceed these sizes may be subject to the handling fee. This fee will be applied at our discretion and without notice. Other potential candidates include, but are not limited to:

- gallon size bags of long stem hay
- flakes of hay
- intact whole plants, e.g., stalks of corn, sorghum sudan, small grains, etc.
- whole ears of corn
- molasses blocks
- mineral blocks
- fat based products, e.g. suet cakes
- bones/antlers
- lab animals
- fish

Also included are requests to process the entire sample. Be sure to request service (17) on the sample information sheet under other services. Depending upon sample size and moisture, this may add 1 – 2 days to turnaround time.

This list is non-exhaustive. Please contact us prior to sending your samples if you have any questions.

Other

The most notable price changes are for wet chemistry NDFD and the (207) Fermentation Profile. These have increased to \$24 and \$25 per sample, respectively, and are competitive with other major laboratories.

Accompanying this newsletter is a copy of the new sample information sheet. Please print, copy and submit with your samples. There is an existing inventory of forage kits stuffed with the old sample information sheet. New sheets will be sent along with your kit orders until the inventory is exhausted and we cycle in the new forms. New forms can also be found on our website www.dairyone.com.

Thanks for your continued support of Dairy One. Let us know if we can be of additional service.

International customers, please refer to our website for international pricing.

