

JMLord, Inc.

Laboratory Fee Schedule

Spring 2011



www.jmlordinc.com

267 N. Fulton St.
Fresno CA, 93705
(559) 268-9755
(559) 486-6504 (FAX)

Laboratory Services

Since 1976, JMLord, Inc. has provided consultants and growers with fast and accurate analyses of soil, water, and plant tissue for optimum crop management, with services to clients in Arizona, California, Colorado, Nevada, Oregon, Texas, as well as internationally.

JMLord, Inc. is committed to providing our clients with the highest quality analytical services available. Quality control is of the utmost importance. The laboratory participates in the North American Proficiency Testing Program of SSSA where samples are tested quarterly to guarantee accurate testing throughout the year. Check samples, blanks and duplicates for each run and state of the art laboratory equipment also aid in our quality control.

The value of an analysis and of its interpretation is dependent upon an examination of a representative sample. This will consist of a composite of several sub-samples taken from the area under investigation. Exact sampling procedures are available from JMLord, or we can provide sampling services for a nominal charge.

Sample Submission

When submitting samples, the following information should be provided to the laboratory staff:

- Full name, address, telephone and fax number of the person to whom results should be addressed;
- Full name, address, and telephone number of the person to whom an invoice should be addressed;
- Purchase order number if appropriate;
- Complete and unique sample descriptions;
- Detailed list of analyses to be performed for each sample.

Samples should be kept cool and dry until delivered to the laboratory for analysis. The laboratory is open to receive samples from 7:00 AM until 5:00 PM. Samples delivered after these hours will be logged in the next business day. Special arrangements can be made for sample delivery or for sample pick up. We also provide sample drop off locations in Selma, Lemoore and Coachella.

JMLord is authorized to receive imported or quarantined samples for analytical purposes. These samples require special handling, and a handling charge will apply.

Soil samples are kept for 30 days, and plant tissue samples are kept for 60 days, from date of submission. Storage of samples beyond these time periods is available by request. A charge for the storage of samples beyond the above specified time limits may apply.

Reporting

Reports are normally mailed to the client. Reports are also available via facsimile (fax) or e-mail in various formats. Arrangements may be made for other reporting requirements.

All work is strictly confidential. Client names, addresses, and analytical results will not be released without the client's expressed written consent.

Sample Volumes

Minimum sample sizes are as shown

Agronomic Sampling	
Sample Type	Minimum Amount
Soil	One pint (500 ml.)
Tissue	Two ounces fresh (60 grams)
Water	One pint (500 ml.)
Manure	One pint (500 ml.)

Dairy Sampling	
Sample Type	Minimum Amount
Soil	One pint or Two cups
Harvest Tissue	One quart zip-lock bag
Wastewater	One pint or 8 oz.
Dry Manure & Compost	One quart zip-lock bag

Soil, tissue, and manure samples should be collected in paper sample collection bags. Water samples should be collected in clean plastic or glass bottles. Bags and bottles can be provided upon request.

Turnaround Times

JMLord Inc.'s staff strives to analyze and report samples as quickly as possible. Our turnaround time is greatly influenced by our sample load. Often, results are available **well before** the standard turnaround time. Tissue samples are typically ran in 24 hours and soil and water samples are ran in 48 hours. However, at standard prices, we can only guarantee our normal turnaround time of five (5) working days.

Pricing

Prices shown in the price list are for individual sample analysis with standard turnaround time and include sample handling and preparation. Our professional agronomists provide guidelines for critical and desired nutrient levels as well as interpretation of analytical results at no extra charge.

Fees for laboratory services will be billed to the client. The total amount is due within 15 days of billing. After 30 days, there will be an additional charge of 1.5% per month on the unpaid balance. Discounts are available for volume work. All prices are subject to change without notice.

Soil Analysis

Groups

100	Soil Nutrients (NO ₃ -N, PO ₄ -P, K)	\$22.00
101	Soil Nutrients (NO ₃ -N, PO ₄ -P, K, Zn)	\$25.00
102	Soil Salinity (pH, EC _e , SP, B, Cl, SO ₄ , Ca, Mg, Na, SAR)	\$30.00
105	Complete Soil Analysis	\$45.00
	(NO ₃ -N, PO ₄ -P, Extractable minors [Cu, Fe, Mn, Zn], Exchangeable Bases [Ca, K, Mg, Na, SO ₄ -S], Sat %, pH, EC, Sat. paste ions [Ca, Mg, Na, B, Cl])	
107	Nitrate Profile + EC_e (Multiple samples)	\$21.00
121	pH + Electrical Conductivity	\$15.00
135	Salinity + Nitrate	\$35.00
148	Exchangeable Bases (Ca, K, Mg, Na)	\$21.00
149	Extractable Minors (Cu, Fe, Mn, Zn)	\$21.00

Individual Analyses

161	Ammonia	\$11.00
120	Boron (B) (Saturated paste extract)	\$12.50
117	Calcium (Ca) (Exchangeable)	\$12.50
146	Cation Exchange Capacity (Ammonium ion determination)	\$35.00
124	Chloride (Cl) (Saturated paste extract)	\$10.00
136	Copper (Cu) (Extractable)	\$12.50
115	EC_e (Electrical Conductivity)	\$10.00
131	Gypsum Requirement	\$16.50
153	Gypsum Purity (Ca, S, %Gypsum, Moisture)	\$25.00
138	Iron (Fe) (Extractable)	\$12.50
127	Lime Analysis (Qualitative)	\$5.00
128	Lime Analysis (Quantitative as CaCO ₃)	\$12.50
118	Magnesium (Mg) (Exchangeable)	\$12.50
137	Manganese (Mn) (Extractable)	\$12.50
133	Moisture (%)	\$8.50
106	Nitrogen-Nitrate (NO ₃ -N)	\$15.00
132	Nitrogen-Total (TN)	\$25.00
150	Organic Matter (LOI)	\$7.50
126	Particle Size Analysis	\$25.00
109	Phosphate Phosphorus (PO ₄ -P) (Olsen extract)	\$15.00
114	pH	\$7.50
110	Potassium (K) (Exchangeable)	\$11.00
130	Saturation Percentage	\$8.50
119	Sodium (Na) (Exchangeable)	\$12.50
125	Sulfur (S) (Saturated paste extract)	\$20.00
111	Zinc (Extractable)	\$12.50
134	Sample Preparation (Dry, grind and/or store)	\$7.50

Plant Tissue Analysis

Groups

Petiole Analysis

201	Petiole Monitoring (NO ₃ -N, PO ₄ -P, K).....	\$20.00
202	Petiole Monitoring + Zn	\$25.00

Grape Petiole Analysis

232	NO ₃ -N, P, K, Zn	\$27.00
205	Grape Complete (NO ₃ -N, B, Ca, Cl, Cu, Fe, K, Mg, Mn, Na, P, S, Zn).....	\$45.00

Leaf Analysis

206	TN, P, K	\$24.00
207	TN, P, K, Zn	\$28.00
240	Complete Tissue (N, B, Ca, Cl, Cu, Fe, K, Mg, Mn, Na, P, S, Zn).....	\$50.00

Garlic

229	TN, PO ₄ -P, K.....	\$23.00
230	TN, PO ₄ -P, K, Zn	\$27.00

Leaf and Petiole combinations

242	Petiole Monitoring + Leaf TN.....	\$37.50
243	Petiole Monitoring + Complete Tissue	\$66.00

Individual Analyses

215	Boron (B)	\$15.00
219	Calcium (Ca)	\$15.00
216	Chloride (Cl)	\$15.00
224	Copper (Cu)	\$15.00
223	Iron (Fe)	\$15.00
220	Magnesium (Mg)	\$15.00
225	Manganese (Mn)	\$15.00
214	Nitrogen-Total (TN)	\$17.50
208	Nitrogen-Nitrate (NO₃-N)	\$11.00
209	Phosphate Phosphorus (PO₄-P)	\$11.00
222	Phosphorus (P)	\$15.00
210	Potassium (Acetic acid extractable) (K)	\$11.00
221	Potassium (Total) (K)	\$15.00
218	Sodium (Na)	\$15.00
244	Sulfur (S)	\$15.00
211	Zinc (Zn)	\$15.00

Water Analysis

Groups

301	Ag Water Suitability	\$35.00
	(pH, EC, Ca, Mg, Na, SAR, SARadj, Alk (HCO ₃), SO ₄ , Cl, B, NO ₃ -N)	
340	Ag Water Complete (Suitability + Fe, Mn, Cu, Zn).....	\$45.00
341	Nursery Water Analysis	\$55.00
	Alkalinity, pH, Boron, Calcium, Chloride, Copper, Conductivity, Iron, Potassium, Magnesium, Manganese, Sodium, Ammonia, Nitrate, Phosphorus, Sulfate, Zinc	

Individual Water Analyses

308	Alkalinity (HCO ₃)	\$12.50
304	Boron (B).....	\$12.50
310	Calcium (Ca)	\$12.50
312	Chloride (Cl)	\$12.50
316	ECw	\$10.00
317	ECw + pH	\$15.00
311	Magnesium (Mg).....	\$12.50
326	Manganese (Mn)	\$15.00
305	Nitrogen-Nitrate (NO ₃ -N)	\$12.50
306	Nitrogen-Total (TN)	\$17.50
307	Nitrogen-Ammonia (NH ₄ -N).....	\$12.00
315	pH	\$7.00
325	Sodium (Na)	\$12.50
322	Solids, Total Suspended (TSS).....	\$10.00
323	Solids, Total Dissolved (TDS) (Measured).....	\$15.00
324	Solids, Total Dissolved (TDS) (Calculated) + ECw	\$12.00

Manure Analysis

Groups

401	Manure Analysis (N,P,K, Moisture).....	\$30.00
402	Manure Analysis + Zinc	\$34.00
410	Complete Compost Analysis	\$75.00
	NO ₃ -N, PO ₄ -P, pH, EC, Organic Matter, TN, B, Ca, Cl, Cu, Fe, K, Mg, Mn, Na, P, Zn, Extractable minors (Fe, Mn, Cu, Zn), Exchangeable Cations (Ca, Mg, Na, K), Bulk Density	

Dairy Monitoring

411	Merced County Manure Analysis	\$60.00
	(Total N, NO ₃ -N, Solids, K, P, Moisture)	
413	Merced County Manure Water Analysis	\$60.00
	(Total N, NH ₄ -N, P, K, Ca, Mg, Na, Cl)	
412	Nitrate-N, Ammonia-N, Conductivity	\$31.00
414	Lagoon Water: TN, Nitrate-N, EC, TDS (Calc.).....	\$33.00
416	Lagoon Water: TN, Ammonia-N, Nitrate-N	\$22.00
420	Complete Lagoon Water	\$72.00
	Alkalinity, Boron, Calcium, Chloride, Phosphate, Potassium, Magnesium, Sodium, Ammonia-N, Nitrate-N, pH, Sulfate, Total Nitrogen	

Regional Water Quality Control Board

Testing Requirements

Dairy General Order as of February 23, 2011*

Process Wastewater

<u>Groups</u>		
510	Quarterly Sampling	\$40.00
	(NO ₃ -N, NH ₄ -N, TKN, TN, P, K, TDS, EC)	
511	Every 2 years	\$25.00
	(Ca, Mg, Na, HCO ₃ , SO ₄ , Cl, CO ₃)	
315	pH (annually)	\$7.00

Manure

503	Every 2 years	\$60.00
	(Ca, Mg, Na, S, Cl, Fixed Solids)	
504	Twice/Year	\$35.00
	(TN, P, K, Moisture)	
133	Moisture (%)	\$8.50

Plant Tissue

505	At Harvest (Silage, Hay, etc.)	\$35.00
	(TN, P, K, Moisture, Fixed Solids)	
506	Additional N-Fertilizer (Mid-Season Tissue)	\$17.50
	(TN)	

Soil

109	Every 5 years	\$15.00
	(Soluble P as PO ₄ -P)	

Recommended Soil Tests (not required by the Order)

508	Spring Pre-plant (0-1 ft)	\$18.00
	(NO ₃ -N, OM)	
509	Fall Pre-plant (0-1 ft)	\$35.00
	(NO ₃ -N, PO ₄ -P, K, OM, EC)	
106	Spring/Fall Pre-plant (Below 1 ft)	\$15.00
	(NO ₃ -N)	

Fresh Water Samples

All fresh water samples, which include irrigation and domestic wells and canal water samples, will be tested by a laboratory with an Environmental Laboratory Accreditation Program (ELAP) certification. JMLord, Inc. has a working relationship with several ELAP certified laboratories in the San Joaquin Valley. JMLord, Inc works to obtain the most competitive prices from outside laboratories.

*Tests will be updated with any changes made to the General Order.

Field Sampling Services

Standard soil and/ or tissue sampling.....\$45.00 /Hour

GPS/GIS based sampling, Grid sampling, Smart Sampling
 Out of local area (California Central Valley)Call for Quote

Soil Sampling Equipment*

Lord Probe \$344.00

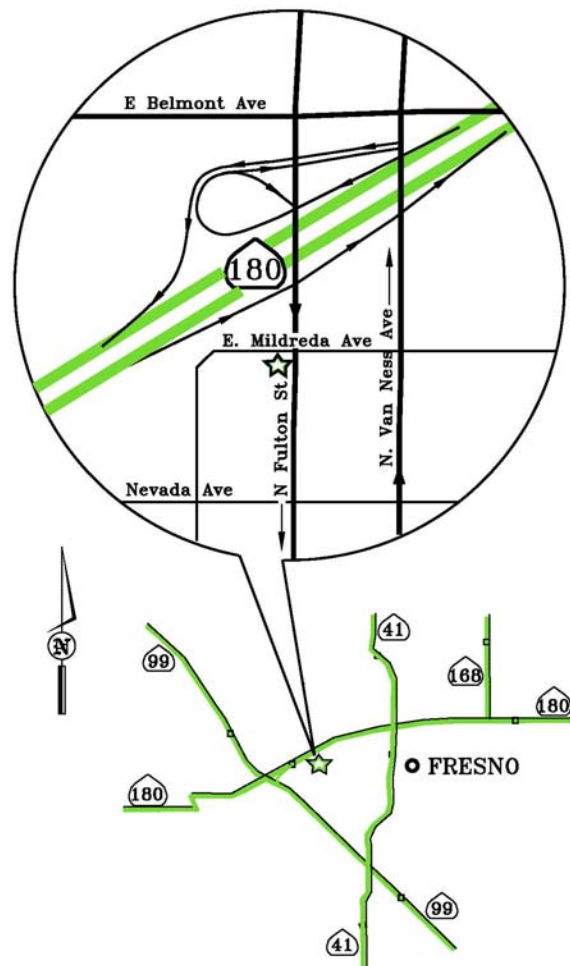
The strongest most reliable “tube” type hand sampler developed. Made from chrome-moly steel to ensure a longer life. Replaceable tips (see below) eliminate the need to buy a new body. Depth markings are at 6” interval.

Lord Sampling Tube \$137.00

Lord Probe Tip.....\$59.00

Other probe and auger models available. Please call for details.

* Prices do not include sales tax or shipping.



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