

JMLord, Inc.

Laboratory Fee Schedule

Spring 2022



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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 Agriculture Laboratory Proficiency Program (ALP) and the Manure Analysis Proficiency Program (MAP) 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. Please call for the closest location.

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

Samples are stored approximately 30 days for soils and 60 days for plant tissues, 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

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

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 analyzed in 24 hours and soil and water samples are analyzed 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 Sampling Equipment*

| | |
|---|-----------------|
| Lord Probe | \$497.00 |
| The Lord Probe is a 3' push probe with depth markings at 6" intervals. 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. Manufactured by Soilmoisture, Other tools available by American Soil and Oakfield. | |
| Lord Probe Tube | \$147.00 |
| Lord Probe Tip | \$96.00 |

* Prices do not include sales tax or shipping.

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

Field Sampling Services

Standard soil and/ or tissue sampling.....**\$50.00 /Hour**

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

Soil Analysis

Packages

| | | |
|--------------|---|----------------|
| 100 | Soil Nutrients (NO ₃ -N, PO ₄ -P, K) | \$27.00 |
| 101 | Soil Nutrients (NO ₃ -N, PO ₄ -P, K, Zn)..... | \$30.00 |
| 102 | Soil Salinity (pH, EC _e , SP, B, Cl, SO ₄ , Ca, Mg, Na, SAR) | \$36.00 |
| 105 | Complete Soil Analysis | \$52.00 |
| | (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]) | |
| 105L | Complete Soil + Lime Percent | \$62.00 |
| 105SE | Complete Soil Plus Analysis | \$81.00 |
| | (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], Bicarbonate, Lime %, K-Soluble) | |
| 148 | Exchangeable Bases (Ca, K, Mg, Na)..... | \$25.00 |
| 149 | Extractable Minors (Cu, Fe, Mn, Zn)..... | \$25.00 |
| 107 | Nitrate Profile + EC_e (Multiple samples) | \$25.00 |

Soil Analysis Continued

Individual Analyses

| | | |
|-----|--|---------|
| 106 | Nitrogen-Nitrate (NO ₃ -N) | \$18.00 |
| 112 | Bicarbonate (HCO ₃ , added to 105) | \$10.00 |
| 114 | pH | \$10.00 |
| 115 | EC _e (Electrical Conductivity)..... | \$12.00 |
| 126 | Particle Size Analysis (Soil Texture)..... | \$30.00 |
| 128 | Lime Analysis (Quantitative as CaCO ₃) | \$17.00 |
| 132 | Nitrogen-Total (TN) | \$22.00 |
| 150 | Organic Matter | \$11.00 |
| 153 | Gypsum Purity (Ca, S, %Gypsum, Moisture)..... | \$30.00 |

***Single analyte testing available, please call for details.**

Plant Tissue Analysis

Packages

Petiole Analysis

| | | |
|-----|--|---------|
| 201 | Petiole Monitoring (NO ₃ -N, PO ₄ -P, K) | \$24.00 |
| 202 | Petiole Monitoring + Zn | \$28.00 |

Grape Petiole Analysis

| | | |
|-----|---|---------|
| 232 | NO ₃ -N, P, K, Zn | \$33.00 |
| 205 | Petiole Complete (NO ₃ -N, B, Ca, Cl, Cu, Fe, K, Mg, Mn, Na, P, S, Zn) | \$53.00 |

Leaf Analysis

| | | |
|-----|--|---------|
| 206 | TN, P, K | \$29.00 |
| 207 | TN, P, K, Zn | \$33.00 |
| 240 | Complete Leaf Tissue (N, B, Ca, Cl, Cu, Fe, K, Mg, Mn, Na, P, S, Zn) | \$57.00 |

Garlic and Onion

| | | |
|-----|-------------------------------------|---------|
| 229 | TN, PO ₄ -P, K..... | \$28.00 |
| 230 | TN, PO ₄ -P, K, Zn | \$31.00 |

Leaf and Petiole combinations

| | | |
|-----|---|---------|
| 243 | Petiole Monitoring + Complete Leaf Tissue | \$72.00 |
|-----|---|---------|

Individual Analyses

| | | |
|-----|---|---------|
| 208 | Nitrogen-Nitrate (NO ₃ -N) | \$14.00 |
| 214 | Nitrogen-Total (TN) | \$22.00 |
| 215 | Boron (B) | \$24.00 |
| 236 | Molybdenum + Cobalt (added to 240)..... | \$7.00 |
| 251 | Total Carbon (C) | \$10.00 |

***Single analyte testing available, please call for details.**

Water Analysis

Packages

| | | |
|------------|--|----------------|
| 301 | Ag Water Suitability | \$40.00 |
| | (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) | \$52.00 |
| 341 | Nursery Water Analysis | \$64.00 |
| | Alkalinity, pH, Boron, Calcium, Chloride, Copper, Conductivity, Iron, Potassium, Magnesium, Manganese, Sodium, Ammonia, Nitrate, Phosphorus, Sulfate, Zinc | |

Individual Analyses

| | | |
|------------|---|----------------|
| 303 | Potassium (K) | \$10.00 |
| 305 | Nitrogen-Nitrate (NO₃-N) | \$15.00 |
| 306 | Nitrogen-Total (TN) | \$20.00 |
| 307 | Nitrogen-Ammonia (NH₄-N) | \$15.00 |
| 313 | Phosphorus (P) | \$18.00 |
| 315 | pH | \$10.00 |
| 316 | ECw | \$12.00 |
| 320 | Hardness (added to 301)..... | \$7.00 |
| 322 | Solids, Total Suspended (TSS) | \$15.00 |
| 323 | Solids, Total Dissolved (TDS) (Measured) | \$18.00 |
| 329 | Acid Water Titration | \$25.00 |

***Single analyte testing available, please call for details.**

We provide for Title 22 certified sampling. Call for details.

Manure Analysis

Packages

| | | |
|------------|--|----------------|
| 401 | Manure Analysis (N, P, K, Moisture) | \$35.00 |
| 402 | Manure Analysis + Zinc | \$39.00 |
| 403 | Bulk Density | \$10.00 |
| 404 | Moisture (%) | \$10.00 |
| 405 | CN Ratio | \$21.00 |
| 406 | Nitrogen Analysis (TN, NH₄-N, NO₃-N, Moisture, Soluble) | \$57.00 |
| 407 | Liquid Manure (TN, NH₄-N, NO₃-N) | \$27.00 |
| 410 | Complete Compost Analysis | \$80.00 |
| | 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

| | | |
|------------|---|----------------|
| 412 | Nitrate-N, Ammonia-N, Conductivity | \$35.00 |
| 414 | Lagoon Water: TN, Nitrate-N, EC, TDS (Calc.) | \$37.00 |
| 416 | Lagoon Water: TN, Ammonia-N, Nitrate-N | \$27.00 |
| 420 | Complete Lagoon Water | \$78.00 |
| | Alkalinity, Boron, Calcium, Chloride, Phosphate, Potassium, Magnesium, Sodium, Ammonia-N, Nitrate-N, pH, Sulfate, Total Nitrogen | |

Fertilizer Analysis

Packages

| | | |
|------------|---|----------------|
| 600 | Complete Fertilizer Analysis | \$60.00 |
| 601 | Fertilizer Analysis (TN, P, K) | \$29.00 |
| 602 | Fertilizer Nitrogen (TN) | \$22.00 |
| 609 | CN Ratio | \$22.00 |
| 611 | Total Carbon | \$10.00 |
| 632 | Fertilizer Ammonia -N | \$15.00 |
| 633 | Fertilizer Nitrate -N | \$18.00 |

***Single analyte testing available, please call for details.**

Regional Water Quality Control Board Testing Requirements

Dairy General Order as of February 23, 2011*

Process Wastewater

Packages

| | | |
|------------|---|----------------|
| 510 | Quarterly Sampling | \$53.00 |
| | (NO ₃ -N, NH ₄ -N, TKN, TN, K, P, TDS, EC) | |
| 511 | Every 2 years | \$30.00 |
| | (Ca, Mg, Na, HCO ₃ , SO ₄ , Cl, CO ₃) | |
| 315 | pH (Annually) | \$10.00 |

Manure

| | | |
|------------|-----------------------------------|----------------|
| 503 | Every 2 years | \$60.00 |
| | (Ca, Mg, Na, S, Cl, Fixed Solids) | |
| 504 | Twice/Year | \$46.00 |
| | (TN, P, K, Moisture) | |
| 133 | Moisture (%) | \$10.00 |

Plant Tissue

| | | |
|------------|---|----------------|
| 505 | At Harvest (Silage, Hay, etc.) | \$39.00 |
| | (TN, P, K, Moisture, Fixed Solids) | |

Soil

| | | |
|------------|-----------------------------------|----------------|
| 109 | Every 5 years | \$18.00 |
| | (Soluble P as PO ₄ -P) | |

Recommended Soil Tests (not required by the Order)

| | | |
|------------|---|----------------|
| 508 | Spring Pre-plant (0-1 ft) | \$21.00 |
| | (NO ₃ -N, OM) | |
| 509 | Fall Pre-plant (0-1 ft) | \$38.00 |
| | (NO ₃ -N, PO ₄ -P, K, OM, EC) | |
| 106 | Spring/Fall Pre-plant (Below 1 ft) | \$18.00 |
| | (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.