

**BARROW-AGEE
LABORATORIES, LLC**



1555 THREE PLACE • MEMPHIS, TN 38116-3507 • (901) 332-1590 • FAX (901) 398-1518

2011 PRICE SCHEDULE

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Prices are subject to change without notice.

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2011 PRICE SCHEDULE

TABLE OF CONTENTS

| | |
|---|----|
| INTRODUCTION..... | 1 |
| QUALIFICATIONS..... | 2 |
| AFFILIATIONS..... | 2 |
| PROFICIENCY PROGRAMS..... | 2 |
| CHEMISTRY-ANALYTICAL..... | 3 |
| CHEMISTRY-INORGANIC / MINERAL ANALYSIS..... | 4 |
| CARBOHYDRATES/SUGARS..... | 4 |
| DRUG AND ANTIBIOTIC RESIDUES IN TISSUE..... | 4 |
| FATS AND OILS..... | 5 |
| FEED / INGREDIENT ANALYSIS..... | 6 |
| MICROBIOLOGY..... | 7 |
| MYCOTOXINS/ALLERGENS..... | 8 |
| NUTRITIONAL LABELING..... | 8 |
| PESTICIDE RESIDUES..... | 8 |
| REFEREE / PROXIMATE ANALYSIS..... | 9 |
| RUSSIAN EXPORT TESTING..... | 9 |
| USP/FCC..... | 10 |
| VITAMINS..... | 11 |
| LITIGATION SUPPORT FEES..... | 11 |
| REPORT FEES..... | 11 |
| FREQUENTLY ASKED QUESTIONS..... | 12 |

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2011 PRICE SCHEDULE

INTRODUCTION

MISSION STATEMENT

Barrow-Agee Laboratories is committed to uncompromised analytical solutions and quality systems that combine to provide the highest confidence in the data reported to our valued clients. Our scientists provide strategic benefits to our customers through the use of approved methodology, responsive technical support and efficient client services.

COMPANY PROFILE

Founded in 1917 by E.R. Barrow and G. Worthen Agee (the 3rd and 5th Presidents of the American Oil Chemists Society), Barrow-Agee Laboratories has earned a strong reputation as a technical resource partner for our clients. Trained scientists with expertise in food safety, nutrition, chemistry and microbiology, use current technology and official methodology to perform complete analytical services. We offer a comprehensive portfolio of official methods to meet the individual needs of a diverse client base. Barrow-Agee is a registered Drug Establishment with the U.S. Food and Drug Administration and participates in proficiency check sample programs sponsored by API, AOCS, USDA, Cargill, CFIA, and AAFCO. Accurate analysis, along with our unique personal service, has enabled Barrow-Agee to provide the very best analytical services to our clients for over 90 continuous years.

CONFIDENTIALITY

All results, information and reports are strictly confidential and the property of the client contracting the services of Barrow-Agee Laboratories. No results, information or reports are released to a third party without the written permission of the client. Access to Barrow-Agee Laboratories is limited to authorized personnel and strict confidentiality is maintained in all interactions with clients. Mutual non-disclosure agreements are executed upon request.

SAMPLE SUBMISSION RECOMMENDATIONS

Samples should be submitted with detailed information provided on the Barrow-Agee Laboratories Sample Submission Form (available online at www.balabs.com), or on company letterhead or purchase order. When submitting samples, please provide all sample identification information, along with the specific tests to be performed and estimated expected levels. Perishable samples should be packed with ice packs or dry ice in coolers and shipped priority overnight for weekday delivery. Coolers will be returned at client's expense upon request. Hazardous samples will be returned to the client for proper disposal. Non perishable samples will be retained for 30 days, unless otherwise instructed. Certain types of samples require extensive preparation for analysis, and may entail a sample preparation charge. Please observe proper sampling techniques, as our analysis is representative only of the sample submitted.

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2011 PRICE SCHEDULE

QUALIFICATIONS

- USDA Accredited for Chlorinated Hydrocarbon Pesticides
- USDA AMS Laboratory Verification Program for the Analysis of Poultry Products Exported to Russia
- Florida Dept. of Ag. Certified Feed Lab for Nutrients, Mycotoxins and Micro-organisms.
- AOCS Certified Laboratory
- AOCS Approved Chemist (Oilseed Meal and Soybean Oil)
- Approved Chemists of the National Oilseed Producers Association
- USDA APHIS Registered Laboratory
- FDA Registered

AFFILIATIONS

- Member of the AOAC International
- Member of the International Association for Food Protection
- Member of the American Oil Chemists Society
- Member of the Institute of Food Technologists
- Member of the American Chemical Society

PROFICIENCY PROGRAMS

- American Proficiency Institute (API)-Microbiology
- AAFCO Feed Check Sample
- Canadian Food Inspection Agency Tetracycline Proficiency Test Program
- AOCS Smalley Series-Soybean Oil
- AOCS Smalley Series-Oilseed Meal
- USDA Accredited Laboratory Program-Chlorinated Hydrocarbon Pesticides
- Cargill International Check Sample Program

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Chemistry-Analytical

| | | | |
|---|-----------|--|-----------|
| Acid Insoluble Ash..... | \$ 30.00 | Moisture, Karl Fischer..... | \$ 35.00 |
| Acid Profile(Acetic, Propionic, Butyric and Valeric) | \$ 125.00 | Nitrites..... | \$ 75.00 |
| Acid Value..... | \$ 30.00 | Nitrates..... | \$ 75.00 |
| Alcohol Profile (Ethyl, Methyl and Isopropyl Alc.)... | \$ 75.00 | Nitrogen Solubility Index (NSI) | \$ 50.00 |
| Alkalinity..... | \$ 30.00 | Non-Protein Nitrogen..... | \$ 50.00 |
| Amino Acid Profile (Complete)..... | \$ 225.00 | Nutritional Labeling (Genesis Database)..... | \$ 150.00 |
| Amino Acids (Each)..... | \$ 150.00 | Omega Fatty Acids (% by Weight)..... | \$ 225.00 |
| Ammoniacal Nitrogen..... | \$ 25.00 | Omega Fatty Acids (% Relative)..... | \$ 150.00 |
| Available Lysine..... | \$ 150.00 | Peroxide Value..... | \$ 20.00 |
| BHA (Butylated Hydroxyanisole)..... | \$ 75.00 | Phosphates..... | \$ 35.00 |
| BHT (Butylated Hydroxytoluene)..... | \$ 75.00 | Phosphorus..... | \$ 15.00 |
| Boric Acid..... | \$ 75.00 | pH..... | \$ 10.00 |
| Calcium (High Level)..... | \$ 25.00 | Polyethylene..... | \$ 80.00 |
| Calcium..... | \$ 15.00 | Propionic Acid..... | \$ 75.00 |
| Calories, by Bomb Calorimeter..... | \$ 55.00 | Propyl Gallate..... | \$ 75.00 |
| Chloride (as Sodium Chloride)..... | \$ 15.00 | Propylene Glycol..... | \$ 75.00 |
| Chlorine, (Iodometric Method)..... | \$ 25.00 | Protein, (Combustion)..... | \$ 8.00 |
| Chlorophyll..... | \$ 50.00 | Protein Dispersibility Index (PDI)..... | \$ 50.00 |
| Cholesterol..... | \$ 75.00 | Protein, Kjeldahl Nitrogen..... | \$ 25.00 |
| Chondroitin Sulfate..... | \$ 250.00 | Protein Solubility..... | \$ 50.00 |
| Citric Acid..... | \$ 75.00 | Sand and Silica (Acid Insoluble Ash)..... | \$ 30.00 |
| Dowtherm (Biphenyl)..... | \$ 150.00 | Salt..... | \$ 15.00 |
| Ethanol..... | \$ 75.00 | Settleable Solids..... | \$ 20.00 |
| Ethoxyquin..... | \$ 75.00 | Sorbic Acid (Sorbate)..... | \$ 75.00 |
| Ethylene Glycol..... | \$ 75.00 | Sample Preparation (Extraction)..... | \$ 25.00 |
| Fat by Acid Hydrolysis..... | \$ 25.00 | Specific Gravity..... | \$ 30.00 |
| Fat by Alkaline Hydrolysis..... | \$ 25.00 | Sugar Profile..... | \$ 80.00 |
| Fat, Petroleum Ether Extract..... | \$ 8.00 | Sulfate..... | \$ 75.00 |
| Fatty Acid Profile, % by Weight..... | \$ 225.00 | Sulfur | \$ 75.00 |
| Fatty Acid Profile, % Relative..... | \$ 75.00 | TBHQ (Tert-Butylhydroquinone)..... | \$ 75.00 |
| Flash Point..... | \$ 70.00 | Thiobarbituric Acid Value..... | \$ 75.00 |
| Free Fatty Acids..... | \$ 15.00 | Tocopherols, Total..... | \$ 100.00 |
| Glucosamine..... | \$ 150.00 | Total Dissolved Solids..... | \$ 25.00 |
| Hardness (Water)..... | \$ 25.00 | Total Solids..... | \$ 15.00 |
| Hexane Residues (Headspace Analysis)..... | \$ 75.00 | Total Suspended Solids..... | \$ 15.00 |
| Histamine..... | \$ 75.00 | trans-Fatty Acids (% by Weight)..... | \$ 225.00 |
| Loss on Drying..... | \$ 50.00 | trans-Fatty Acids (% Relative)..... | \$ 150.00 |
| Loss on Ignition..... | \$ 50.00 | Urea Nitrogen..... | \$ 50.00 |
| Moisture and Volatile Matter, (Hot Plate)..... | \$ 8.00 | Water Activity..... | \$ 75.00 |
| Moisture and Volatile Matter, (Oven)..... | \$ 8.00 | | |
| Moisture and Volatile Matter, (Vacuum Oven)..... | \$ 25.00 | | |

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Chemistry-Inorganic / Mineral Analysis

| | | | |
|---------------------------------------|-----------|--|----------|
| Aluminum (Al)..... | \$ 30.00 | Lead (Pb)..... | \$ 30.00 |
| Antimony (Sb)..... | \$ 30.00 | Magnesium (Mg)..... | \$ 15.00 |
| Arsenic (As)..... | \$ 50.00 | Manganese (Mn)..... | \$ 15.00 |
| Barium (Ba)..... | \$ 30.00 | Mercury (Hg)..... | \$ 50.00 |
| Bismuth (Bi)..... | \$ 30.00 | Metals Each (Cu, P, Na, Mg, Fe Ca, Cu, Zn, Mn) | \$ 15.00 |
| Boron (Bo)..... | \$ 30.00 | Nickel (Ni)..... | \$ 30.00 |
| Cadmium (Cd)..... | \$ 30.00 | Phosphorus (P)..... | \$ 15.00 |
| Calcium (Ca)..... | \$ 15.00 | Potassium (K)..... | \$ 15.00 |
| Calcium (Ca) High Level..... | \$ 25.00 | Salt/Sodium Chloride (NaCl)..... | \$ 15.00 |
| Chloride (Cl)..... | \$ 15.00 | Selenium (Se)..... | \$ 50.00 |
| Chromium (Cr)..... | \$ 30.00 | Silver (Ag)..... | \$ 30.00 |
| Cobalt (Co)..... | \$ 30.00 | Sodium (Na)..... | \$ 15.00 |
| Copper (Cu)..... | \$ 15.00 | Sulfate (SO4)..... | \$ 75.00 |
| Heavy Metals (Cd, Pb, Hg and As)..... | \$ 160.00 | Sulfur (S)..... | \$ 75.00 |
| Iodine (I) in Feeds and Foods..... | \$ 140.00 | Tin (Sn)..... | \$ 30.00 |
| Iron (Fe)..... | \$ 15.00 | Zinc (Zn)..... | \$ 15.00 |

Carbohydrates/Sugars

| | | | |
|---------------------------|----------|---|----------|
| Brix..... | \$ 80.00 | Maltose..... | \$ 80.00 |
| Dextrose..... | \$ 80.00 | Reducing Sugars..... | \$ 80.00 |
| Fructose..... | \$ 80.00 | Sucrose..... | \$ 80.00 |
| Glucose..... | \$ 80.00 | Sugar Profile , HPLC, (Fructose, Dextrose, Glucose, Lactose, Maltose and Sucrose)..... | \$ 80.00 |
| Invert Sugar Content..... | \$ 80.00 | Sugars, Total as invert..... | \$ 80.00 |
| Lactose..... | \$ 80.00 | | |

Drug and Antibiotic Residues in Tissue

| | | | |
|---|----------|-----------------------------------|-----------|
| Aureomycin (Chlortetracycline)..... | \$ 90.00 | Roxarsone (3 Nitro)..... | \$ 85.00 |
| Bacitracin | \$ 85.00 | Spectinomycin..... | \$ 85.00 |
| Bambermycin (Flavomycin and Gainpro)..... | \$ 85.00 | Streptomycin..... | \$ 85.00 |
| Chloramphenicol..... | \$ 85.00 | Sulfadimethoxine..... | \$ 150.00 |
| Chlortetracycline (Aureomycin)..... | \$ 90.00 | Sulfamethazine..... | \$ 150.00 |
| Enrofloxacin..... | \$ 85.00 | Sulfaquinoxaline..... | \$ 150.00 |
| Erythromycin..... | \$ 85.00 | Sulfathiazole..... | \$ 150.00 |
| Flavomycin (Bambermycin)..... | \$ 85.00 | Sulfonamide Residues | \$ 150.00 |
| Gainpro (Bambermycin)..... | \$ 85.00 | Terramycin (Oxytetracycline)..... | \$ 90.00 |
| Gentamicin..... | \$ 85.00 | Tetracyclines (HPLC-UV)..... | \$ 90.00 |
| Lincomycin..... | \$ 85.00 | Tetracyclines (LC-MS/MS)..... | \$ 200.00 |
| Neomycin | \$ 85.00 | Tylosin (Tylan)..... | \$ 85.00 |
| Oxytetracycline (Terramycin)..... | \$ 90.00 | Virginiamycin (Stafac)..... | \$ 85.00 |
| Penicillin..... | \$ 85.00 | Zinc Bacitracin..... | \$ 85.00 |

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Fats and Oils

| | | | |
|--|---------------|--|-----------|
| Acetone Insoluble Matter..... | \$ 25.00 | Methyl Esters..... | \$ 75.00 |
| Acid Value..... | \$ 30.00 | MIU (Moisture, Insoluble Impurities and Unsaponifiable Matter)..... | \$ 38.00 |
| Alcohol Insoluble Matter..... | \$ 25.00 | Moisture and Volatile Matter, (Hot Plate)..... | \$ 8.00 |
| Anisidine Value..... | \$ 75.00 | Moisture and Volatile Matter, (Oven)..... | \$ 8.00 |
| AOM Stability, (Hours to 100 MEQ/KG)..... | \$ 90.00 | Moisture and Volatile Matter, (Vacuum Oven)..... | \$ 25.00 |
| AOM Stability, 20 hours (MEQ/KG)..... | \$ 30.00 | Moisture, Karl Fischer..... | \$ 35.00 |
| BHA (Butylated Hydroxyanisole)..... | \$ 75.00 | Mono, Di and/or Triglycerides..... | \$ 150.00 |
| BHT (Butylated Hydroxytoluene)..... | \$ 75.00 | Neutral Oil..... | \$ 45.00 |
| Bleaching Test, (Bleached Color)..... | \$ 25.00 | Nickel..... | \$ 30.00 |
| Calories, by Bomb Calorimeter..... | \$ 55.00 | Neutral Oil Loss..... | \$ 18.00 |
| Capillary Melting Point..... | \$ 25.00 | Omega Fatty Acids, % Relative..... | \$ 150.00 |
| Chick Edema Factor (Dioxin Residues)..... | \$ 300.00 | OSI (Oil Stability Index)..... | \$ 60.00 |
| Chlorophyll, (PPM)..... | \$ 50.00 | Oxidized Fatty Acids..... | \$ 60.00 |
| Cholesterol..... | \$ 70.00 | Peroxide Value..... | \$ 20.00 |
| Cloud Point..... | \$ 25.00 | Pour Point..... | \$ 25.00 |
| Color (FAC, Gardner or Lovibond)..... | \$ 15.00 | Pesticide Residues, Chlorinated Hydrocarbons And PCB (USDA Method)..... | \$ 100.00 |
| Dowtherm (Biphenyl)..... | \$ 150.00 | Pesticide Residues, Chlorinated, PCB and Organophosphate (FDA PAM Method 304).... | \$ 155.00 |
| Ethoxyquin..... | \$ 75.00 | Phosphorus..... | \$ 15.00 |
| Fat (By Acid Hydrolysis)..... | \$ 25.00 | Propyl Gallate..... | \$ 75.00 |
| Fat (By Alkaline Hydrolysis)..... | \$ 25.00 | Polyethylene..... | \$ 100.00 |
| Fatty Acid Profile, % by Weight..... | \$ 225.00 | Polar Compounds in Fat | \$ 100.00 |
| Fatty Acid Profile, % Relative..... | \$ 75.00 | Refined and Bleached Color..... | \$ 30.00 |
| Fatty Acids in Fish Oil (EPA and DHA), Weight % | \$ 225.00 | Refining Loss..... | \$ 20.00 |
| Flash Point..... | \$ 70.00 | Saponification Value..... | \$ 35.00 |
| Free Alkali..... | \$ 15.00 | Smoke Point..... | \$ 50.00 |
| Free Fatty Acids..... | \$ 15.00 | Soap..... | \$ 20.00 |
| Glycerol (Glycerin), Free..... | \$ 75.00 | Specific Gravity..... | \$ 30.00 |
| Glycerol (Glycerin), Total..... | \$ 75.00 | Sulfur..... | \$ 75.00 |
| Halphen Test. for Detecting Cottonseed Oil..... | \$ 35.00 | TBHQ (Tert-Butylhydroquinone)..... | \$ 75.00 |
| Hexane Insoluble Matter..... | \$ 25.00 | Titer..... | \$ 100.00 |
| Hexane Residues in Fats and Oils..... | \$ 75.00 | Tocopherols, Total..... | \$ 100.00 |
| Hydroxyl Value..... | \$ 40.00 | Total Fatty Acids..... | \$ 30.00 |
| Insoluble Impurities..... | \$ 10.00 | Trace Metals, ea (Ca, P, Cu, Mg, Fe)..... | \$ 30.00 |
| Iodine Value..... | \$ 30.00 | <i>trans</i> -Fatty Acids, % Relative..... | \$ 150.00 |
| Lecithin , (Calculated from Phosphorus Content)... | \$ 25.00 | Triglycerides (TG)..... | \$ 150.00 |
| Lovibond Color..... | \$ 15.00 | Unsaponifiable Matter..... | \$ 20.00 |
| Marine Oil in Vegetable Oils..... | \$ 55.00 | Saturated Fat, % Relative (Fatty Acid Profile)..... | \$ 75.00 |
| Metabolizable Energy of Fats and Oils..... | \$ 100.00** | Viscosity (Brookfield)..... | \$ 50.00 |
| Metabolizable Energy of Animal Fats..... | \$ 300.00*** | | |
| Metabolizable Energy of Vegetable Oils..... | \$ 275.00**** | | |
| Metals Each (Cu, P, Na, Mg, Fe Ca, Cu, Zn, Mn) | \$ 15.00 | | |

*Method Set-Up Charge May Apply

**Requires Fatty Acid Profile

***Requires Fatty Acid Profile, TG, IV and FFA

****Requires Fatty Acid Profile, TG and IV

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Feed / Ingredient Analysis

| | | | |
|--|------------|--|-------------|
| Acid Detergent Fiber..... | \$ 35.00 | Nitrites..... | \$ 75.00 |
| Acid Insoluble Ash..... | \$ 25.00 | Nitrogen..... | \$ 8.00 |
| Acids, Each (Acetic, Propionic, Butyric or Valeric)..... | \$ 70.00 | Nitrogen Free Extract..... | \$ 30.00* |
| Alimet..... | \$ 75.00 | Nitrogen Solubility Index (NSI)..... | \$ 50.00 |
| Amino Acid Profile (Including Tryptophan)..... | \$ 225.00 | Non Protein Nitrogen (Urea)..... | \$ 50.00 |
| Amino Acid, Each..... | \$ 150.00 | Omega Fatty Acids, % by Weight..... | \$ 225.00 |
| Anisidine Value of Extracted Fat..... | \$ 70.00 | Pepsin Digestibility, AOAC (0.2% Pepsin)..... | \$ 30.00 |
| Antioxidants, Ea. (BHA, BHT, TBHQ, Ethoxyquin) | \$ 75.00 | Pepsin Digestibility, (0.02% Pepsin)..... | \$ 30.00 |
| AOM Stability, of Extracted Fat (20 Hours)..... | \$ 55.00 | Pepsin Digestibility, (0.002% Pepsin)..... | \$ 30.00 |
| Ash..... | \$ 8.00 | Pepsin Digestibility, Torry Meth, (0.0002% Pepsin)..... | \$ 30.00 |
| BHA..... | \$ 75.00 | Peroxide Value of Extracted Fat..... | \$ 45.00 |
| BHT..... | \$ 75.00 | Pesticide Residues, Chlorinated Hydrocarbons And PCB (USDA Method)..... | \$ 100.00 |
| Calcium..... | \$ 15.00 | Pesticide Residues, Chlorinated, PCB and Organophosphate (FDA PAM Method 304)..... | \$ 155.00 |
| Calories (Atwater Calculation)..... | \$ 26.00* | Propionic Acid..... | \$ 70.00 |
| Calories, by Bomb Calorimeter (Gross Energy).... | \$ 55.00 | Phosphorus..... | \$ 15.00 |
| Carbohydrates (Calculation)..... | \$ 10.00* | pH Rise (Urease Activity)..... | \$ 8.00 |
| Chloride..... | \$ 15.00 | Protein..... | \$ 8.00 |
| Chondroitin Sulfate..... | \$ 250.00 | Protein Dispersibility Index (PDI)..... | \$ 50.00 |
| Citric Acid..... | \$ 75.00 | Protein, Kjeldahl..... | \$ 25.00 |
| Crude Fiber..... | \$ 8.00 | Protein Solubility (in 0.2% KOH)..... | \$ 50.00 |
| Crude Fiber in Pet Food..... | \$ 16.00 | <u>Proximate Package</u> *** (Moisture in combination with protein, fat, fiber, ash and/or pH rise) | |
| Crude Protein..... | \$ 8.00 | • Moisture and one test..... | \$ 8.00*** |
| Ethoxyquin..... | \$ 75.00 | • Moisture and two tests..... | \$ 12.00*** |
| Extraction Charge (When Applicable)..... | \$ 25.00 | • Moisture and three tests..... | \$ 18.00*** |
| Fat (By Acid Hydrolysis)..... | \$ 25.00 | • Moisture and four tests..... | \$ 20.00*** |
| Fat (Ether Extract)..... | \$ 8.00 | • Moisture and five tests..... | \$ 24.00*** |
| Fiber, Crude..... | \$ 8.00 | Referee-See Referee/Proximate Analysis Pg 9 | |
| Glucosamine..... | \$ 150.00 | Salt/Sodium..... | \$ 15.00 |
| Gross Energy (Bomb Calorimetry)..... | \$ 55.00 | Starch..... | \$ 75.00 |
| Kjeldahl Protein..... | \$ 25.00 | Sugar, Total as Invert..... | \$ 80.00 |
| L-Carnitine..... | \$ 150.00 | Sugar Profile..... | \$ 80.00 |
| Metabolizable Energy (Calculation)..... | \$ 50.00** | TBHQ..... | \$ 75.00 |
| Methionine Hydroxy Analog (MHA)..... | \$ 50.00 | TDN (Total Digestible Nutrients)..... | \$ 50.00** |
| Microscopic Analysis..... | \$ 150.00 | Trypsin Inhibitor..... | \$ 150.00 |
| Moisture, Karl Fischer..... | \$ 35.00 | Urea (Non Protein Nitrogen)..... | \$ 50.00 |
| Moisture, Oven, 101C..... | \$ 8.00 | Urease Activity (pH Rise)..... | \$ 8.00 |
| Moisture, Oven, 130C..... | \$ 8.00 | Vitamins-See Vitamin Section Page 11..... | |
| Moisture, Vacuum Oven..... | \$ 30.00 | Xanthophylls, Total..... | \$ 60.00 |
| Mycotoxins-See Mycotoxin Section on Pg 8 | | | |
| Net Energy (NEG, NEL or NEM)..... | \$ 50.00** | | |
| Nitrates..... | \$ 75.00 | | |

*Calculated from values obtained in the analysis of moisture, protein, fat and ash.

**Calculated from values obtained in the analysis of moisture, protein, fat, ash and fiber.

***Package prices apply only to soybean meal, grain and feed samples

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Microbiology

| | | | |
|---|----------|---|-----------|
| Aerobic Plate Count, Swab..... | \$ 15.00 | Listeria Species, 100 g..... | \$ 35.00 |
| Aerobic Plate Count..... | \$ 15.00 | Mesophilic Anaerobic Sporeformers..... | \$ 50.00 |
| Anaerobic Plate Count..... | \$ 20.00 | Mesophilic Aerobic Sporeformers..... | \$ 40.00 |
| Bacillus cereus Confirmation..... | \$ 30.00 | Mold Count..... | \$ 20.00 |
| Bacillus cereus..... | \$ 20.00 | Mold Identification to Species..... | POR* |
| Bacterial Identification..... | POR* | Mold Identification to Genus..... | \$ 150.00 |
| Campylobacter Confirmation..... | POR* | Pseudomonas..... | \$ 20.00 |
| Campylobacter..... | POR* | Plate Count, Aerobic..... | \$ 15.00 |
| Challenge Testing..... | POR* | Osmophilic Yeast..... | \$ 25.00 |
| Clostridium perfringens Confirmation..... | \$ 40.00 | Plate Count, Anaerobic..... | \$ 20.00 |
| Clostridium perfringens..... | \$ 20.00 | Psychrophilic Plate Count..... | \$ 15.00 |
| Coliform and E. coli..... | \$ 20.00 | Salmonella (ELISA) 25g..... | \$ 25.00 |
| Coliform Confirmation..... | \$ 30.00 | Salmonella (ELISA) 100g..... | \$ 30.00 |
| Coliforms (BAM, MPN)..... | \$ 20.00 | Salmonella (ELISA) 325g..... | \$ 35.00 |
| Coliforms (Membrane Filter)..... | \$ 20.00 | Salmonella (ELISA) 375g..... | \$ 35.00 |
| Coliforms (Petrifilm)..... | \$ 10.00 | Salmonella (ELISA) 750g..... | \$ 70.00 |
| Coliforms (VRB)..... | \$ 15.00 | Salmonella Confirmation..... | \$ 25.00 |
| E. coli (BAM, MPN)..... | \$ 20.00 | Salmonella Serogroup (O and H)..... | \$ 10.00 |
| E. coli (Membrane Filter)..... | \$ 20.00 | Salmonella Serotype..... | \$ 200.00 |
| E. coli (Petrifilm)..... | \$ 10.00 | Salmonella (USP <62>..... | \$ 50.00 |
| E. coli (USP <62>)..... | \$ 50.00 | Standard Plate Count..... | \$ 15.00 |
| E. coli (VRB)..... | \$ 15.00 | Salmonella (Cultural, FDA-USDA)..... | \$ 25.00 |
| E. coli Confirmation..... | \$ 30.00 | Staphylococcus aureus (BAM) 25 g..... | \$ 25.00 |
| E. coli O157:H7 (ELISA) 25g..... | \$ 45.00 | Staphylococcus aureus (Petrifilm) 25 g..... | \$ 25.00 |
| E. coli O157:H7 (ELISA) 375g..... | \$ 60.00 | Staphylococcus aureus Confirmation..... | \$ 20.00 |
| E. coli O157:H7 Confirmation..... | POR* | Thermophilic Plate Count..... | \$ 15.00 |
| Enterobacteriaceae..... | \$ 20.00 | Total Bacterial Count (USP <61>..... | \$ 30.00 |
| Fecal Coliforms..... | \$ 20.00 | Total Plate Count..... | \$ 15.00 |
| Fecal Streptococci..... | \$ 20.00 | Yeast Count..... | \$ 20.00 |
| Lactic Acid Bacteria..... | \$ 25.00 | Yeast and Mold Count (5 day test)..... | \$ 20.00 |
| Listeria monocytogenes, 25 g..... | \$ 25.00 | Yeast and Mold Count (Simplate 3 day test)..... | \$ 25.00 |
| Listeria Confirmation..... | \$ 25.00 | | |
| Listeria Species, 25 g..... | \$ 25.00 | | |

*POR – Priced on Request

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Mycotoxins/Allergens

| | | | |
|--------------------------------------|-----------|--|-----------|
| Aflatoxin (ELISA)..... | \$ 45.00 | Mycotoxin Screen-Aflatoxin, Vomitoxin, Ochratoxin, Fumonisin and Zearalenone..... | \$ 225.00 |
| Aflatoxin B1, B2, G1, G2 (HPLC)..... | \$ 75.00 | | |
| DON (Vomitoxin)/ (ELISA)..... | \$ 45.00 | | |
| DAS (Diacetoxyscirphenol)..... | \$ 150.00 | Egg Allergen..... | \$ 75.00 |
| Fumonisin (ELISA)..... | \$ 45.00 | Gluten(Gliadin) Allergen..... | \$ 75.00 |
| Ochratoxin (ELISA)..... | \$ 45.00 | Peanut Allergen..... | \$ 75.00 |
| T2 Toxin (ELISA)..... | \$ 45.00 | Soy Allergen..... | \$ 75.00 |
| Vomitoxin (DON)/ (ELISA)..... | \$ 45.00 | Wheat Allergen..... | \$ 75.00 |
| Zearalenone (F2 Toxin)/(ELISA)..... | \$ 45.00 | | |
| Zearalenone (HPLC)..... | \$ 90.00 | | |

Nutritional Labeling

| | | | |
|---|-----------|---|------------|
| Nutritional Labeling Analysis Package..... | \$ 790.00 | Calories (Calculation)..... | \$ 10.00* |
| (Calories, calories from fat, total fat, saturated fat, trans fat, cholesterol, sodium, total carbohydrates, sugars, dietary fiber, protein, vitamin A, vitamin C, calcium, and iron.) | | Calories from Fat (Calculation)..... | \$ 10.00** |
| Nutritional Labeling by Database..... | \$ 150.00 | Cholesterol..... | \$ 70.00 |
| Moisture..... | \$ 25.00 | Fatty Acid Profile, % by Weight (includes Trans) | \$ 225.00 |
| Fat (By Acid or Alkaline Hydrolysis)..... | \$ 25.00 | Iron..... | \$ 15.00 |
| Protein..... | \$ 25.00 | Salt..... | \$ 15.00 |
| Ash..... | \$ 8.00 | Saturated Fat (included in Fatty Acid Profile)..... | \$ NC |
| Sample Preparation Fee..... | \$ 25.00 | Sodium..... | \$ 15.00 |
| Carbohydrates (Calculation)..... | \$ 10.00* | Sugar Profile..... | \$ 80.00 |
| Calcium..... | \$ 15.00 | Total Dietary Fiber..... | \$ 140.00 |
| | | Trans Fatty Acid(included in Fatty Acid Profile)..... | NC |
| | | Vitamin A, Total (Retinol and Beta Carotene)..... | \$ 100.00 |
| | | Vitamin C (Ascorbic Acid)..... | \$ 60.00 |

*Calculated from values obtained in the analysis of moisture, protein, fat and ash.

**Calculated from value obtained in the analysis of fat

Pesticide Residues

| | | | |
|--|------------|---|-------------|
| Carbamate Pesticide Residue(s)..... | \$ 200.00* | <u>Multi-Residue Methods</u> | |
| Chick Edema Factor (Dioxin Residue)..... | \$ 300.00 | • Carbamate Pesticides, (FDA Method 401).... | \$ 200.00 |
| Chlorinated Pesticide Residue(s)..... | \$ 100.00* | • Chlorinated Pesticides and PCB (USDA Method)..... | \$ 100.00 |
| Dowtherm (Biphenyl)..... | \$ 100.00 | • Chlorinated and Organophosphate Pesticides and PCB (FDA Method 303/Non Fatty Foods or FDA Method 304/Fatty Foods) | \$ 155.00** |
| Individual Residue (Minimum)..... | \$ 250.00* | • Organophosphate Pesticides (FDA Method 303/Non Fatty Foods or 304/Fatty Foods).... | \$ 125.00** |
| Organonitrogen Pesticide Residue(s)..... | \$ 125.00* | • Pesticide Residues, FDA Luke Procedure, (FDA PAM Method 302)..... | \$ 375.00 |
| Organophosphorus Pesticide Residue(s)..... | \$ 125.00* | | |
| PCB (Polychlorinated Biphenyls)..... | \$ 100.00* | | |
| Phenoxy Acid Herbicides..... | \$ 350.00 | | |
| Pyrethrin Residues..... | \$ 100.00* | | |
| Regulatory Documentation Surcharge..... | 100 % | | |
| | | **Surcharge for Oilseed Matrix (FDA Method 304) | \$ 50.00 |

*Method Set Up Charge May Apply

**BARROW-AGEE
LABORATORIES, LLC**



1555 THREE PLACE • MEMPHIS, TN 38116-3507 • (901) 332-1590 • FAX (901) 398-1518

2011 PRICE SCHEDULE

Referee / Proximate Analysis

| | | | |
|---|------------|---|----------|
| Acid Detergent Fiber..... | \$ 35.00 | Protein Solubility..... | \$ 50.00 |
| Amino Acid Profile (Including Tryptophan)..... | \$ 225.00 | | |
| Amino Acid, Each..... | \$ 150.00 | <u>Proximate Package**</u> (Moisture in combination | |
| Ammonia Nitrogen..... | \$ 25.00 | With protein, fat, fiber, ash and/or pH rise) | |
| Ash..... | \$ 8.00 | • Moisture and one test..... | \$ 8.00 |
| Fat..... | \$ 8.00 | • Moisture and two tests..... | \$ 12.00 |
| Fat by Acid Hydrolysis..... | \$ 25.00 | • Moisture and three tests..... | \$ 16.00 |
| Fiber..... | \$ 8.00 | • Moisture and four tests..... | \$ 20.00 |
| Guaranteed Analysis (Pet Food)..... | \$ 100.00* | • Moisture and five tests..... | \$ 24.00 |
| Microscopic Analysis..... | \$ 150.00 | | |
| Moisture..... | \$ 8.00 | <u>Referee Analysis</u> (AOCS Certified) | |
| Neutral Detergent Fiber..... | \$ 35.00 | • Referee Protein..... | \$ 20.00 |
| Nitrogen Free Extract..... | \$ 50.00 | • Referee Fiber..... | \$ 20.00 |
| Nitrogen..... | \$ 8.00 | • Referee Moisture..... | \$ 15.00 |
| Nitrogen Solubility Index (NSI)..... | \$ 50.00 | • Referee Moisture and Protein..... | \$ 20.00 |
| Non Protein Nitrogen (Urea)..... | \$ 50.00 | • Referee Moisture and Fiber..... | \$ 20.00 |
| Pepsin Digestibility, AOAC (0.2% Pepsin)..... | \$ 30.00 | • Referee Protein, Fiber..... | \$ 24.00 |
| Pepsin Digestibility, (0.02% Pepsin)..... | \$ 30.00 | • Referee Moisture, Protein and Fiber..... | \$ 24.00 |
| Pepsin Digestibility, (0.002% Pepsin)..... | \$ 30.00 | | |
| Pepsin Digestibility, Torry Meth,(0.0002% Pepsin).. | \$ 30.00 | TDN (Total Digestible Nutrients)..... | \$ 50.00 |
| pH Rise (Urease Activity)..... | \$ 8.00 | Urea (Non Protein Nitrogen)..... | \$ 50.00 |
| Protein..... | \$ 8.00 | Urease Activity (pH Rise)..... | \$ 8.00 |
| Protein (Kjeldahl)..... | \$ 25.00 | | |
| Protein in Foods or Meat..... | \$ 25.00 | | |

*Includes Protein, Fat, Fiber and Moisture.

**Package prices apply only to soybean meal, grain and animal feed samples.

Russian Export Testing

Barrow-Agee Laboratories is currently accepted by the United States Department of Agriculture, Agricultural Marketing Service for the Laboratory Verification Program for the Analysis of Poultry Products Destined for Exportation from the United States to Russia in the following areas: Pesticides, Heavy Metals, Tetracyclines, Salmonella, Listeria Monocytogenes, Total Plate Count and Antibiotics.

| | | | |
|-----------------------------------|----------|-------------------------------------|-----------|
| Arsenic (Organic Arsenicals)..... | \$ 50.00 | Sulfonamides..... | \$ 150.00 |
| Bacitracin..... | \$ 85.00 | Tetracyclines (LC-MS/MS)..... | \$ 200.00 |
| Bambergmycin..... | \$ 85.00 | Tylosin..... | \$ 85.00 |
| Chloramphenicol..... | \$ 85.00 | Virginiamycin..... | \$ 85.00 |
| Enrofloxacin..... | \$ 85.00 | Heavy Metals-Cadmium..... | \$ 30.00 |
| Erythromycin..... | \$ 85.00 | Heavy Metals- Lead..... | \$ 30.00 |
| Gentamicin..... | \$ 85.00 | Heavy Metals-Mercury..... | \$ 50.00 |
| Lincomycin..... | \$ 85.00 | Aerobic Plate Count..... | \$ 15.00 |
| Neomycin..... | \$ 85.00 | Listeria Monocytogenes..... | \$ 25.00 |
| Penicillin..... | \$ 85.00 | Salmonella..... | \$ 25.00 |
| Spectinomycin..... | \$ 85.00 | Chlorinated Pesticide Residues..... | \$ 100.00 |
| Streptomycin..... | \$ 85.00 | | |

**BARROW-AGEE
LABORATORIES, LLC**



1555 THREE PLACE • MEMPHIS, TN 38116-3507 • (901) 332-1590 • FAX (901) 398-1518

2011 PRICE SCHEDULE

USP/FCC

| | | | |
|---|-------------|---|-----------|
| Acetaminophen Assay, USP..... | POR* | Lead..... | \$ 150.00 |
| Acid Value (Free Fatty Acids), USP 401..... | \$ 60.00 | Loss on Drying, USP 731..... | \$ 50.00 |
| Amino Acid Assay (includes LOD)..... | \$ 200.00 | Melting Range, USP 741..... | \$ 75.00 |
| Anisidine Value, USP 401..... | \$ 150.00 | Mercury, USP 261, Method IIa..... | \$ 100.00 |
| Arsenic, USP 211..... | POR* | Oxalate, USP 191,(Identification)..... | \$ 75.00 |
| Ascorbic Acid Assay, USP..... | \$ 150.00 | Peroxide, USP 191 (Identification)..... | \$ 75.00 |
| Ash, USP 561/FCC..... | \$ 75.00 | Peroxide Value, USP/FCC..... | \$ 60.00 |
| Assay for Fatty Acids, USP..... | \$ 150.00 | pH, USP 791..... | \$ 25.00 |
| Assay for Polyols, USP..... | \$ 150.00 | Propyl Paraben Assay, NF..... | \$ 150.00 |
| Betaine HCL Assay, USP..... | POR* | Reducing Sugars, FCC..... | \$ 80.00 |
| Caffeine Assay, USP..... | POR* | Refractive Index, USP 831..... | POR* |
| Chloride Limit Test, USP 221..... | \$ 50.00 | Residual Solvents, USP 467, Class 1,2 or 3..... | POR* |
| Citric Acid Assay, USP..... | \$ 150.00 | Residue on Evaporation, FCC..... | \$ 50.00 |
| Color, USP..... | \$ 75.00 | Residue on Ignition, USP 281/FCC..... | \$ 75.00 |
| Congealing Temperature, USP 651..... | \$ 75.00 | Salicylamide..... | POR* |
| Cottonseed Oil, NF (Fatty Acid Composition)..... | \$ 150.00 | Salicylic Acid..... | POR* |
| Crystallinity, USP 695..... | POR* | Salmonella (USP <62>..... | \$ 50.00 |
| E. coli (USP <62>)..... | \$ 50.00 | Saponification Cloud Test, NF (White Wax)..... | \$ 150.00 |
| Eucalyptus Oil..... | POR* | Saponification Value, USP 401..... | \$ 75.00 |
| Fatty Acid Composition, USP..... | \$ 150.00 | Sodium Ascorbate, USP..... | \$ 75.00 |
| Foreign Substances (Lanolin)..... | \$ 700.00** | Sodium Benzoate Assay, NF..... | \$ 150.00 |
| Free Fatty Acids, USP 401..... | \$ 30.00 | Sodium Salicylate Assay, USP..... | \$ 150.00 |
| Free Salicylic Acid..... | POR* | Sodium, USP/FCC..... | \$ 50.00 |
| Glycerin Assay, USP..... | \$ 75.00 | Solidification Point, FCC..... | \$ 75.00 |
| Heavy Metals, USP 231, Method I (Ag, As, Bi, Cd, Cu, Hg, Mo, Pb, Sb and Sn)..... | \$ 75.00 | Specific Gravity, USP 841, method 1..... | \$ 60.00 |
| Hydrogen Peroxide Assay, USP..... | POR* | Specific Rotation, USP..... | \$ 200.00 |
| Hydroxyl Value, USP 401..... | \$ 80.00 | Sucralose Assay..... | \$ 150.00 |
| Identification Tests-IR or UV..... | \$ 150.00 | Sulfate Limit Test, USP 221..... | \$ 50.00 |
| Identification, Tests-General USP 191, per test..... | \$ 75.00 | Sulfate, USP 191 (Identification)..... | \$ 150.00 |
| Infrared Absorption, USP 197..... | \$ 150.00 | System Suitability..... | POR* |
| Iodine Assay, USP..... | \$ 75.00 | Total Bacterial Count (USP <61>..... | \$ 30.00 |
| Iodine Value, USP 401/FCC..... | \$ 75.00 | Ultraviolet Absorption, USP 197..... | POR* |
| Iron Limit Test, USP 241..... | POR* | Unsaponifiable Matter, USP 401..... | \$ 60.00 |
| Lanolin Foreign Substances..... | \$ 700.00** | Vitamin A, USP 571 (Chemical Method)..... | \$ 200.00 |
| | | Water, USP 921 (Method I / Karl Fischer)..... | \$ 70.00 |

*POR – Priced on Request

**Includes System Suitability

**BARROW-AGEE
LABORATORIES, LLC**



1555 THREE PLACE • MEMPHIS, TN 38116-3507 • (901) 332-1590 • FAX (901) 398-1518

2011 PRICE SCHEDULE

Vitamins

| | | | |
|---|-----------|--|-----------|
| Ascorbic Acid (Vitamin C)..... | \$ 75.00 | Vitamin A, True (Retinol)..... | \$ 70.00 |
| Beta Carotene..... | \$ 70.00 | Vitamin A Acetate..... | \$ 70.00 |
| Biotin (High Potency)..... | \$ 80.00 | Vitamin A Palmitate..... | \$ 100.00 |
| Biotin (Low Potency)..... | \$ 170.00 | Vitamin B1 (Thiamine)..... | \$ 115.00 |
| Choline Chloride..... | \$ 100.00 | Vitamin B2 (Riboflavin)..... | \$ 115.00 |
| Folic Acid..... | \$ 185.00 | Vitamin B6 (Pyridoxine)..... | \$ 160.00 |
| Menadione, (Vitamin K; MSBC; MPB)..... | \$ 85.00 | Vitamin B12 (Cyanocobalamin)..... | \$ 180.00 |
| Niacin/ Niacinamide (Nicotinic Acid/Amide)..... | \$ 120.00 | Vitamin C (Ascorbic Acid)..... | \$ 75.00 |
| Pantothenic Acid..... | \$ 165.00 | Vitamin C (Polyphosphate/Stay C)..... | \$ 75.00 |
| Pyridoxine (Vitamin B6) | \$ 160.00 | Vitamin D (Premix, concentrate)..... | \$ 100.00 |
| Riboflavin (Vitamin B2)..... | \$ 115.00 | Vitamin D (Feed/Food)..... | \$ 340.00 |
| Thiamine (Vitamin B1)..... | \$ 115.00 | Vitamin E Acetate (Tocopheryl Acetate)..... | \$ 100.00 |
| Tocopherols, Total, Alpha, Beta, Delta & Gamma.. | \$ 100.00 | Vitamin E, Total, Alpha, Beta, Delta and Gamma.. | \$ 100.00 |
| Tocopherol, Alpha / Tocopheryl Acetate..... | \$ 100.00 | Vitamin K (Menadione, MSBC, MPB)..... | \$ 85.00 |
| Vitamin A, Total (Retinol and Beta Carotene)..... | \$ 100.00 | Xanthophyll..... | \$ 60.00 |

LITIGATION SUPPORT FEES

The following fees are charged for support related to Litigation:

| | |
|---|-----------|
| • Review of legal statement of claim and/or correspondence, per hour (1 hour minimum) | \$ 250.00 |
| • Fee for sworn affidavit or declaration | \$ 250.00 |
| • Preparation time with attorney/clients, per hour (1 hour minimum) | \$ 250.00 |
| • Depositions, per hour (1 hour minimum) | \$ 250.00 |
| • Court attendance and/or testimony fee, per hour (4 hour minimum) | \$ 250.00 |
| • Expenses | at cost |

REPORT FEES

| | |
|---|----------|
| • Laboratory Investigation or Out of Specification Report (OOS) | \$ 25.00 |
| • Revised Report per Client Request | \$ 25.00 |
| • Summary Report (Interpretation of Results) | \$100.00 |
| • Raw Data Report (Review and Reproduction) | \$100.00 |
| • GMP Report (Minimum) | \$250.00 |

**BARROW-AGEE
LABORATORIES, LLC**



1555 THREE PLACE • MEMPHIS, TN 38116-3507 • (901) 332-1590 • FAX (901) 398-1518

2011 PRICE SCHEDULE

FREQUENTLY ASKED QUESTIONS

1. Does Barrow-Agee Laboratories have a Quality System?

Barrow-Agee Laboratories has a formalized corporate quality program to ensure that each laboratory maintains the highest standards of quality. Barrow-Agee practices extensive quality control procedures and participates in Proficiency Check Sample programs sponsored by AAFCO, AOCS, API and the USDA.

2. Do you have a formal corrective action and preventative action documentation policy?

Yes, we have a formal policy for documentation of corrective action, preventative action and out of specification investigation.

3. Does the laboratory participate in any proficiency testing program?

Barrow-Agee participates in the AAFCO Feed Check Sample Program, the AOCS Smalley Series, the USDA Accredited Laboratory Program and the American Proficiency Institute (API) Microbiology series.

4. Is Barrow-Agee Laboratories accredited or certified?

Barrow-Agee Laboratories is accredited by the USDA for the determination of chlorinated hydrocarbon pesticide residues, and maintains a variety of certifications and professional memberships (Please see Certifications, Accreditations and Affiliations on page 2 of this price schedule).

5. What sample receiving requirements do you have?

We request that our sample submission form is used when sending samples and the form is available on our website (www.balabs.com). Alternately, our clients may use their own submission paperwork on their letterhead. We recommend that perishable samples be shipped by overnight courier in a thermally insulated shipping container with ice to maintain 0-8°F. Samples need to be clearly identified in indelible ink and may be contained in glass, metal, whirl-pak or plastic containers. Paper documents identifying the samples should be enclosed in plastic (e.g.: zip-loc or whirl-pak bag) to protect the paperwork from moisture or contact with the samples.

6. What happens if samples do not meet receiving requirements?

The client is notified upon receipt if the paperwork is not complete or does not match the samples submitted. The client is notified if the samples arrive in a spoiled or thermally abused manner. In addition, the client is notified if the integrity of the shipping container or sample containers is disturbed.

7. How are samples stored and secured?

Perishable samples are stored frozen or refrigerated for 30 days. Non perishable samples are stored at room temperature for 30 days. Sample storage greater than 30 days is available upon request and a fee of \$10.00/month is added to the client invoice for long term sample storage. The laboratory is locked and secured 24 hours a day and is monitored by security alarm after hours. Only trained, authorized personnel come in contact with the samples.

8. What is your turn-around time?

Our standard turn-around time is typically five business days from receipt of the sample. Exceptions will occur for non-routine sample preparation, non-routine analysis and outsourced testing.

**BARROW-AGEE
LABORATORIES, LLC**



1555 THREE PLACE • MEMPHIS, TN 38116-3507 • (901) 332-1590 • FAX (901) 398-1518

2011 PRICE SCHEDULE

9. Do you offer "Rush" analytical services?

We offer several options for "rush" turn-around time, including 8 hour, 24 hour and 48 hour service options. If you require expedited turn-around time, please indicate on your sample submission form. A surcharge will apply to "rush" service to account for the additional labor to process expedited analysis.

10. Can I receive my results by email/fax/phone?

Barrow-Agee provides phone, fax or email report results at no extra charge. Other requests for specialized reporting will be considered and extra charges may apply depending on the complexity of the request.

11. Are there any additional charges for verbal results phoned to my attention upon completion?

Results are verbally reported to our clients upon request and there are no additional charges for this service.

12. Are there additional charges for creating revised reports, reprinting archived reports or preparing copies of raw data for clients?

There is no charge for a revised report that is the result of omitted information by Barrow-Agee Laboratories or re-evaluated data. There is no charge for reprinting archived reports within 90 days of original reporting date. A report fee of \$25.00 is charged for any report that is revised to include information that is supplied by the client or requested to be added by the client after the results have been reported. A report fee of \$25 is charged for the reproduction of any report from our data archive after 90 days from the original report date. A report fee of \$100 is charged for the review, preparation and reproduction of raw data for submittal to clients. A report fee of \$25.00 is charged for a non-routine report, OOS or Laboratory Investigation Report for review by clients.

13. Are there any charges for formal Out of Specification (OOS) reports?

Barrow-Agee Laboratories charges a fee of \$25.00 for a written Laboratory Investigation or Out of Specification (OOS) report.

14. What is your fee for a summary report of analysis, including interpretation of results?

The minimum fee for a summary report is \$100.00.

15. Do you provide a report for analysis conducted under GMP requirements?

Barrow-Agee Laboratories will be pleased to provide a report for analysis conducted under GMP requirements for a minimum fee of \$250.00.

16. Is our analysis performed under strict confidentiality?

All analysis is performed under strict confidentiality to protect the privacy of each client. This confidentiality policy ensures that no client information is given to third parties without the written authorization from the client.

17. Will Barrow-Agee sign a confidentiality agreement with our company?

Barrow-Agee Laboratories regularly receives confidential information and will sign confidentiality or mutual non-disclosure agreements with our clients upon review by the management team.

**BARROW-AGEE
LABORATORIES, LLC**



1555 THREE PLACE • MEMPHIS, TN 38116-3507 • (901) 332-1590 • FAX (901) 398-1518

2011 PRICE SCHEDULE

18. Do we qualify for a discount if the sample submission will occur at regular intervals?

A discount based on monthly testing volume may be approved upon review by the management team. Please contact our Director of Sales and Marketing for more details.

19. Is shipping included in the price of analysis?

Shipping is not included in the price of analysis unless it is negotiated by the client as part of a service agreement or contract.

20. Do you offer package pricing for proximate analysis?

Barrow-Agee offers package pricing for proximate analysis of soybean meal, grain and feed samples. Please see Referee/Proximate Analysis on page 9 of price schedule for details.

21. Who is my contact at Barrow-Agee Laboratories?

Your contact is Jim Bell, Technical Director (901-332-1590). In addition to that, the laboratory supervisors and the receptionists are always available for customer support.

22. Are you a publicly traded company in the United States?

Barrow-Agee Laboratories is a privately held, independent contract testing organization.

