



**Agri Analysis Inc.**

a division of Pioneer Water Testing Laboratory Inc



*Serving Agriculture Since 1983*

*“Using Cutting Edge Technology to Analyze Your Valued Nutrients”*

**Our Goal is to be Your Testing Laboratory of Choice**

Fee Schedule

**280 Newport Road \* P.O. Box 483 \* Leola , PA 17540**

**Phone (717) 656-9326 \* Fax (717) 656-0910**

**E-mail: [Info@agrianalysis.com](mailto:Info@agrianalysis.com)**

**Website: [www.agrianalysis.com](http://www.agrianalysis.com)**

***Pioneer Water Testing Laboratory, Inc.***  
**&**  
***Agri Analysis, Inc.***

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**Table of Contents**

<b>Testing Services &amp; Turnaround Times For Results.....</b>	<b>3</b>
<b>Other Important Services .....</b>	<b>3</b>
<b>Forage Analysis - Near Infrared Reflectance (NIRS) .....</b>	<b>4</b>
<b>Forage Analysis - Wet Chemistry .....</b>	<b>5</b>
<b>Feed and Commodity Analysis - Wet Chemistry .....</b>	<b>6</b>
<b>Mycotoxin Analysis.....</b>	<b>6</b>
<b>Potable Water Analysis .....</b>	<b>7</b>
<b>Soil Analysis .....</b>	<b>8</b>
<b>Manure Analysis .....</b>	<b>9</b>
<b>Wastewater and other water based liquids Analysis .....</b>	<b>10</b>
<b>Fertilizer Analysis.....</b>	<b>10</b>
<b>Lime Analysis.....</b>	<b>11</b>
<b>Plant Tissue Analysis.....</b>	<b>11</b>
<b>Greenhouse, Organic and Hydroponic Analysis .....</b>	<b>11</b>
<b>Greenhouse / Soilless Media Analysis.....</b>	<b>12</b>
<b>Compost Analysis .....</b>	<b>12</b>
<b>Turf &amp; Lawn Analysis .....</b>	<b>12</b>

**We accept water samples into our laboratory Monday through Wednesday & Thursday until 12:00 noon.**

**Must use EPA approved sterile collection bottles for water !**

**When sampling manure please use our testing kits. If our kits are not used we will assess a \$5.00 preparation fee.**

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E-mail: [info@agrianalysis.com](mailto:info@agrianalysis.com) \* Website : [agrianalysis.com](http://agrianalysis.com)

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**Pioneer Water Testing and Agri Analysis** offers its customers the advantage of working with one laboratory that combines the strengths and benefits of several analytical systems. **Pioneer Water Testing and Agri Analysis** provides a variety of effective solutions to meet your needs, from wet chemistry analysis to state of the art Near Infrared Reflectance (NIR)

**Testing Services & Typical Turnaround Times for Results**

- NIRS (8-24 hours)
- Neutral Detergent Fiber Digestibility – NDFd / NIRS (8-24 hours)
- Wet Chemistry (2-4 business days)
- Neutral Detergent Fiber Digestibility - NDFd / Wet Ref ( 5-7 business days)
- Mycotoxin (5 business days)
- Water Analysis (24-48 hours)
- Soil Analysis (3-5 business days)
- Manure Analysis (2-3 business days)
- Plant Tissue (2-3 business days)
- Compost (2-3 business days)
- Lime and Limestone (2-3 business days)
- Fertilizer (3-4 business days)
- Soilless Media (2-3 business days)
- Nutrient Solutions (2-3 business days)

After completing an analysis, Agri Analysis, a division of Pioneer Water Testing Laboratory gives you the choice of determining how you would like to receive your results:

- Fax
- E-Mail
- U.S. Mail Service
- Pickup Results
- Download results from website

**Other Important Services**

- Sample Pickup Service (nominal charge per sample). Call for availability in your area. We currently pick up in Lancaster, York, Adams, Berks, Lebanon, Franklin, Cumberland, and Dauphin Counties.
- Questions on test results, let us know and we will reanalyze the sample a 2nd time free of charge.
- Customize your own test packages to accommodate your needs.
- Need a sample result in a hurry? RUSH results available for a fee.
- **Sample Kits Available – Free of charge**
- Regular participation in AAFCO sample check program for feeds and forages.
- Quarterly participation in NAFT (North American Proficiency Testing Program) for soil, tissue and water analysis.
- All results reviewed by qualified personnel

**Prices are subject to change without notice!**

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## Forage Analysis - NIRS

<u>Code</u>	<u>Price</u>	<u>Commercial Price</u>	<u>Test</u>
NI1	\$15.50	\$14.00	Routine NIRS Analysis - includes Dry Matter, Crude Protein, Soluble Protein, Heat-Damage, ADF, NDF, TDN, NEL, NEG, NEM, NSC (calculated), RFV (On hays and haylages only), ENE, Phosphorus, Calcium, Potassium, and Magnesium.
NI3	\$18.00	\$15.50	Routine NIRS Analysis + Fat + Ash (Gives actual Fat and Ash values to allow calculation of actual NSC rather than calculated)
NI4	\$18.00	\$16.00	Routine NIRS Analysis + Starch + Sugar
NI6	\$19.00	\$17.00	Routine NIRS Analysis + Lignin + Starch + Sugar
NI7	\$20.00	\$18.00	Routine NIRS Analysis + Starch + Sugar + Fat + Ash
NI8	\$20.00	\$18.00	Routine NIRS Analysis + Lignin + Sugar + Fat + Ash
NI9	\$21.00	\$19.00	Routine NIRS Analysis + Lignin + Starch + Sugar + Fat + Ash
NINDFD	\$22.00	\$20.25	Routine NIRS Analysis + Lignin + Starch + Sugar + Fat + Ash + NDFd48 + Milk Lbs + Relative Feed Quality (RFQ on Alfalfa/Grass)
NINDMK	\$27.00	\$25.25	Routine NIRS Analysis + Lignin + Starch + Sugar + Fat + Ash + NDFd48 + Milk Lbs + RFQ on Alfalfa/Grass + Milk Report
NINVIT	\$37.00	\$35.25	Routine NIRS Analysis + Lignin + Starch + Sugar + Fat + Ash + Wet Ref NDFd + Relative Feed Quality (RFQ on Alfalfa/Grass)
NIMILK	\$42.00	\$40.25	Routine NIRS Analysis + Lignin + Starch + Sugar + Fat + Ash + Wet Ref NDFd + RFQ on Alfalfa/Grass + Milk Report <b>Milk Report includes the Univ. Wisc. Milk 2006 calculation on Corn Silage.</b>
NIVFA	\$7.00	\$6.25	Volatile Fatty Acids (VFA) <b>Acids included on Corn Silage:</b> Protein, Lactic, Acetic, Propionic, <u>Ethanol</u> , Ammonia, pH & Total Dry Matter. <b>Acids included on Haylage:</b> Protein, Lactic, Acetic, Propionic, <u>Butyric</u> , pH & Total Dry Matter.
NISURU	\$3.00	\$2.00	NIR Sulfur and Rumen Undegradable Protein (RUP) can be included on packages NI6 thru NIMILK.
MIN4	\$7.00	\$7.00	Replace NIR mineral results (Phosphorus, Calcium, Potassium, and Magnesium) on the above test packages with wet chemistry mineral results.
MIN	\$9.00	\$9.00	Replace NIR mineral results (P, Ca, K, Mg) on the above test packages with wet chemistry mineral results plus Fe, Mn, Zn, Cu, Na, and Al.

Materials Assayed For Lignin Are Corn Silage, Hays, & Haylages (no grains).

**Please note: If samples will not run using NIR (Near Infrared Reflectance) method because of an irregularity it will be sent automatically to the Wet Reference Laboratory for analysis. This will result in an additional day before your sample results will be reported.**

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## Forage Analysis - Wet Chemistry Reference Methods (AOAC)

<u>Code</u>	<u>Price</u>	<u>Commercial Price</u>	<u>Test</u>
BAC	\$19.00	\$18.00	Basic- Includes Dry Matter, Crude Protein, ADF, Heat Damage Protein (haylages only), Phosphorus, Calcium, Potassium, & Magnesium. Values are calculated for Digestible Protein, Total Digestible Nutrients, Estimated Net Energy, Net Energy Lactation, Net Energy Growth, & Net Energy Maintenance.
BAT	\$22.50	\$21.50	Basic Test + Trace minerals (Copper, Iron, Manganese & Zinc).
BND	\$23.00	\$22.00	Basic Test + Neutral Detergent Fiber
BSP	\$23.50	\$22.50	Basic Test + Soluble Protein
BNP	\$28.00	\$26.00	Basic Test + NDF + Soluble Protein
<b>BNPAF</b>	<b>\$31.00</b>	<b>\$29.00</b>	<b>Basic Test + NDF + Soluble Protein + Ash + Fat</b>
BNS	\$32.00	\$30.00	Basic Test + Trace Minerals + NDF + Soluble Protein
<b>BNSAF</b>	<b>\$35.00</b>	<b>\$33.00</b>	<b>Basic Test + Trace Minerals + NDF + Soluble Protein + Ash + Fat</b>
DCA	\$38.00	\$35.00	Dry Cow Analysis - Basic Test + Traces + NDF + Soluble Protein + Sodium + Chloride + Total Sulfur.
BEP	\$14.00	\$13.00	Beef Package - Dry Matter + Crude Protein + ADF + pH. Values calculated for NEL, NEG & NEM.
NDFD	\$48.00	\$46.00	Basic Test + NDF + Fat + Ash + NDFd + Relative Feed Quality (RFQ on Alfafa/Grass)
MILK2K	\$53.00	\$51.00	Basic Test + NDF + Fat + Ash + NDFd + Milk 2006 value, (Note: Corn Silage Requires additional \$5.00 for Starch)
MY	\$19.50	\$19.50	Mold & Yeast

**Prices for additional individual analysis if done with any of the above packages:**

<u>Code</u>	<u>Price</u>	<u>Test</u>
Ash	\$10.00	Ash
Chl	\$ 7.00	Chloride (as NaCl)
Cl	\$ 6.25	Total Chloride
DEG	\$ 8.25	Degradable Protein
FAT	\$ 7.25	Fat
HD	\$ 3.85	Heat-Damaged Protein (in combination with package containing ADF)
INVIT	\$18.00	NDFd, % of NDF (Prediction of total forage digestibility)
MIN	\$9.00	Minerals (Forage only) - includes 8 minerals plus Sodium & Aluminium
NPN	\$ 8.25	Non-Protein Nitrogen
NIT	\$ 4.25	Nitrates
pH1	\$ 4.25	pH
PNF	\$ 8.50	pH & Nitrates
PAR	\$ 8.00	Particle Size
SUL	\$14.00	Total Sulfur
URE	\$13.25	Urea
SS	\$25.00	Starch and Sugar
VFA	\$29.00	Volatile Fatty Acids (Fermentation Analysis)

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## Feed and Commodity Analysis - Wet Chemistry Reference Methods (AOAC)

<u>Code</u>	<u>Price</u>	<u>Test</u>
CPF	\$19.50	Dry Matter, Crude Protein & Crude Fiber
PFF	\$21.00	Dry Matter, Crude Protein, Fat, & Crude Fiber
PFFCa	\$23.00	Dry Matter, Crude Protein, Fat, & Crude Fiber, Ca
AG1	\$21.50	Dry Matter, Crude Protein, Fat, & Na
AG2	\$25.50	Dry Matter, Crude Protein, Fat, P, Ca, & Na
AG3	\$25.00	Dry Matter, Crude Protein, Fat, Crude Fiber, Ca, & Na
AG4	\$25.00	Dry Matter, Crude Protein, Fat, Crude Fiber, P, & Ca
AG5	\$27.00	Dry Matter, Crude Protein, Fat, Crude Fiber, P, Ca, & Na
AG6	\$19.50	Dry Matter, Crude Protein, Fat
AG7	\$23.00	Dry Matter, Crude Protein, Fat, Crude Fiber, Na
AG8	\$23.50	Dry Matter, Crude Protein, Fat, P, Ca
AG9	\$23.50	Dry Matter, Crude Protein, Crude Fiber, P, Ca

## Individual Analysis (Feeds & Forages)

<u>Code</u>	<u>Price</u>	<u>Test</u>
MOI	\$ 7.50	Moisture
CO1	\$11.50	Crude Protein & Moisture
pH	\$ 8.25	pH
NIF	\$ 8.25	Nitrates
HDP	\$11.50	Heat Damaged Protein
DMM	\$15.00	DM and one mineral on Feed, \$4 for each additional mineral on Feed
URA	\$16.00	Urease Activity
PDI	\$22.00	Protein Dispersibility Index

## Mycotoxin Analysis (Feeds & Forages)

<u>Code</u>	<u>Price</u>	<u>Test</u>
MT6	\$77.50	Aflatoxin B1 B2 G1G2 by HPLC, Deoxynivalenol (DON) or Vomitoxin, 3 Acetyl DON, 15 Acetyl DON by HPLC, T-2 Toxin by TLC and confirmed by GC, Zearalenone by TLC and confirmed by HPLC
FUM	\$67.50	Fumonisin

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## Potable Water Analysis

<u>Code</u>	<u>Price</u>	<u>Test</u>
FLB	\$40.00	<b>Farm Livestock Bundle – Includes</b> – pH, hardness, total dissolved solids, Ca, P, Mg, K, Na, Fe, Mn, Zn, Cu, Chloride, sulfate, nitrate.
COL3-E	\$30.00	<b>Total Coliform Count &amp; Ecoli</b> - A count of total coliform bacteria present & Ecoli
PHN	\$13.00	pH & Nitrates
HAN	\$13.00	Hardness & Nitrates
HAP	\$13.00	Hardness & pH
PNH	\$19.00	pH, Nitrates, & Hardness
PSN	\$19.00	pH, Nitrates, & Sulfates
PSH	\$25.00	pH, Nitrates, Hardness & Sulfates
ALK	\$8.00	Alkalinity***
ACI	\$8.00	Acidity***
CON	\$7.00	Soluble Salts***
CHF	\$10.00	Free Chlorine – Drinking water / Swimming pool chlorination
CHT	\$10.00	Total Chlorine – Drinking water / Swimming pool chlorination

\*\*\* - Only available when combined with any of the above water test packages

- Coliforms - Quantity needed 120 ml., use separate sterile container  
 - Sterile and regular testing containers provided with instructions for bacteria testing  
 - Read instructions first before sampling the water supply. Any questions, please call.

**We will accept water samples at our laboratory Monday thru Thursday & Thursday only until Noon!**  
**Must use EPA approved sterile collection bottles !**

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## Soil Analysis

<u>Code</u>	<u>Price</u>	<u>Commercial Price</u>	<u>Test</u>
SBA	\$8.00	\$6.50	Soil Basic - pH, buffer pH, P205, K20, Ca, Mg, Cation Exchange Capacity (C.E.C.), with or without Lime/Fertilizer Requirements
SBOM	\$10.00	\$8.25	Soil Basic + Organic Matter

### TRACE SOIL PACKAGES

SB1, SB2, SB3	Soil Basic plus 1-3 trace minerals @ \$1.50 per mineral. Choose from (Mn, Fe, Cu, Zn, B, S)		
SB4	\$14.00	\$11.00	Soil Basic + 4 Trace Minerals (Choice of Mn, Fe, Cu, Zn, B, or S)
SB4OM	\$15.75	\$12.75	SB4 + Organic Matter
SB6	\$17.25	\$13.50	Soil Basic + 6 Trace Minerals (Mn, Fe, Cu, Zn, B, & S)
SB6OM	\$19.00	\$15.25	SB6 + Organic Matter

### CROP SPECIFIC SOIL PACKAGES

SALF	\$11.00	\$9.50	Soil Basic <i>including Boron and Sulfur</i> (for ALFALFA)
SCORN	\$11.00	\$9.50	Soil Basic <i>including Zinc and Sulfur</i> (for CORN)

### SPECIAL SOIL PACKAGES

SPS	\$8.00	\$6.50	Pre-Sidedress Nitrogen Test (PSNT)
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### INDIVIDUAL ANALYSIS

LCSR	\$5.00	\$5.00	Lab completion of soil request form
RECS2	\$1.00	\$1.00	Each additional set of Recommendations
SCN	\$10.00	\$10.00	Soil Carbon Nitrogen ratio
SCON	\$7.00	\$7.00	Conductivity (Soil)
SOM	\$7.00	\$6.00	Organic Matter
SPH	\$7.00	\$6.00	pH & Buffer pH

**Express results available within 24 hours for a fee of \$10.00/sample up to 10 samples**  
*Use above test codes on soil information sheet supplied with test kits*

Soil Pick-up Fee – less than 10 samples \$5.00, 10-20 samples \$0.50 per sample, more than 20 samples \$10.00 maximum

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## Manure Analysis

<u>Code</u>	<u>Price</u>	<u>Test</u>
PAS	\$34.00	Total Nitrogen, Total Phosphorus, Total Potassium & Solids
MP1	\$34.00	Total Nitrogen, Total Phosphorus, Total Potassium & Calcium, Magnesium
MP2	\$37.00	Total Nitrogen, Total Phosphorus, Total Potassium & Calcium, Magnesium, Copper, Iron, Manganese, Zinc, Sodium, Aluminum
MP3	\$38.00	Total Nitrogen, Total Phosphorus, Total Potassium & Ammonium-Nitrogen
MP4	\$40.00	Total Nitrogen, Total Phosphorus, Total Potassium, Ammonium-Nitrogen & Solids
MP4P	\$58.00	Total Nitrogen, Total Phosphorus, Total Potassium, Ammonium-Nitrogen & Solids and P-Source Coefficient
MP5	\$50.00	Total Nitrogen, Total Phosphorus, Total Potassium, Solids & Carbon to Nitrogen Ratio
MP6	\$33.00	Carbon to Nitrogen Ratio & Solids
MP7	\$44.00	Total Nitrogen, Total Phosphorus, Total Potassium, Calcium, Magnesium & Ammonium-Nitrogen
MDMP4	\$47.00	Total Nitrogen, Total Phosphorus, Total Potassium, Ammonium-Nitrogen, Solids, Density (#/100gal)
MDMP5	\$50.00	Total Nitrogen, Total Phosphorus, Total Potassium, Ammonium-Nitrogen, Solids, Density (#/100gal) & Calcium, Magnesium, Copper, Iron, Manganese, Zinc, Sodium, Aluminum
PSC	\$18.00	P-Source Coefficient can be added to any of the above test packages.

## Individual Analysis

<u>Code</u>	<u>Price</u>	<u>Test</u>
ASH	\$ 10.00	Ash (Loss on Ignition @ 360 C)
MMO	\$ 7.00	Moisture (Air Oven)
CHL	\$ 7.00	Chloride (Expressed as NaCl)
pHM	\$ 7.00	pH
pH	\$ 9.00	pH (water & KCl)
AMN	\$ 15.00	Ammonium Nitrogen
CON	\$ 7.00	Soluble Salts (Conductivity)
Mmin	\$ 4.00	Each additional mineral

**Individual analyte fees are in combination with above test packages only.**

*Please add \$5.00 to each fee if only requesting specific analyte.*

*\$5.00 prep fee will be added for handling leaky containers or NON Agri Analysis, Inc. manure containers*

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## Water, Wastewater, Liquid Manures, Irrigation Water, other water based liquids

**using Standard Methods for the Examination of Water and Wastewater**

<u>Code</u>	<u>Price</u>	<u>Test</u>
TS	\$12.00	Total Solids
VTFTS	\$25.00	Volatile Total Solids & Fixed Total Solids (includes Total Solids)
TSS	\$12.50	Total Suspended Solids
VSFSS	\$26.00	Volatile Suspended Solids & Fixed Suspended Solids (includes Total Suspended Solids)
TDS	\$13.00	Total Dissolved Solids
VDFDS	\$27.00	Volatile Dissolved Solids & Fixed Dissolved Solids (includes Total Dissolved Solids)

*\$5.00 prep fee will be added for handling leaky containers or NON Agri Analysis, Inc. manure containers*

## Fertilizer Analysis

<u>Code</u>	<u>Price</u>	<u>Test</u>
FNPK	\$65.00	NPK Package - includes Total Nitrogen, Soluble Potassium (Potash) K <sub>2</sub> O, Available Phosphoric Acid (APA)
FP4	\$90.00	MD Package - includes Total Nitrogen, Ammonia Nitrogen, Soluble Potassium (Potash) K <sub>2</sub> O, Available Phosphoric Acid (APA), Moisture
FTN	\$15.00	Total Nitrogen
FWI	\$34.00	Total Nitrogen and Water Insoluble Nitrogen
FSP	\$25.00	Soluble Potassium (Potash) K <sub>2</sub> O
FAP	\$25.00	Available Phosphoric Acid (APA)
FPH	\$9.00	pH (Water)
ASH	\$10.00	Ash (on ignition)
FM	\$10.00	Moisture
AMN	\$15.00	Ammonia Nitrogen
FNN	\$15.00	Nitrate Nitrogen
FPR	\$9.00	Sample Preparation

Elemental Analysis – Acid Soluble Ca – P – K – Mg– Cu – Fe – Mn – Zn  
 First element \$23.00, each additional element \$11.50.

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## Lime Analysis

<u>Code</u>	<u>Price</u>	<u>Test</u>
LP3	\$54.00	Moisture (Air Oven), Neutralizing Value (CaCO <sub>3</sub> equivalent), Calcium & Magnesium (reported as CaO & MgO)
LENV	\$45.00	Effective Neutralizing Value (includes 3 sieves and requires a LP3 or LNV test code)
LCM	\$24.00	Calcium & Magnesium (reported as CaO & MgO)
LNV	\$18.00	Neutralizing Value (CaCO <sub>3</sub> equivalent)
LMO	\$12.00	Moisture (Air Oven)
LSA	\$12.00	Sieve Analysis - Each (20-60-100-200 Mesh available)
SUL	\$14.00	Sulfur
LPH	\$10.00	pH (sample mixed with distilled H <sub>2</sub> O)
LPR	\$12.00	Sample Preparation

Use test code LP3 and LENV for labeling purposes.

## Plant Tissue Analysis

<u>Code</u>	<u>Price</u>	<u>Test</u>
PLT	\$24.00	Basic (Includes Total Nitrogen, P, K, Ca, Mg, Cu, Fe, Mn, Zn, B, Al, Na, Total S )
PMO	\$28.00	Basic plus Molybdenum
PNN	\$11.00	Nitrate Nitrogen only

Note: Corn Stalks should be into 2 inch long segments before sending them to the lab. Samples not received in this manner will be charged an additional processing fee of \$2.00 on each stalk.

Plant Tissue Pick-up Fee – \$2.00 per sample

## Greenhouse, Organic and Hydroponic Analysis

### Hydroponic & Water Tests for Baseline Nutrient Levels

<u>Code</u>	<u>Description</u>	<u>Price</u>	<u>Test</u>
NS	Greenhouse Fertigation/ Hydroponic Solutions	\$42.00	Soluble Salts, pH, Alkalinity, Nitrate N, Total N, P, K, Ca, Mg, S, Mn, Fe, Cu, Zn, B, Na & Chloride
GW1	Standard Test	\$25.00	pH, Nitrate N, Ca, Mg, Na, Soluble Salts, Hardness, Alkalinity
GW2	Standard w/ trace minerals	\$42.00	add Mn, Fe, Cu, Zn, B, Chloride
GW3	Standard plus <i>Bacterial</i> Coliform	\$45.00	
GW4	Standard, Traces plus <i>Bacterial</i> Coliform	\$60.00	

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## Greenhouse / Soilless Media Analysis

<u>Code</u>	<u>Description</u>	<u>Price</u>	<u>Test</u>
SMT 1	Soilless Media Standard	\$20.00	pH, Nitrate N, P, K, Ca, Mg, Soluble Salts
SMT 2	Soilless Media w/ Traces	\$35.00	Add to the above-Mn,Fe, Cu, Zn, B, Cl, & Na

## Compost Analysis

<u>Code</u>	<u>Price</u>	<u>Test</u>
CP1	\$40.00	Moisture, Dry Matter, % Total N, %P205, %K20, Amn-N, % Organic Matter, % Carbon, % Ash, C/N Ratio
CP2	\$47.50	Same as CP1 <b>plus</b> % Calcium, % Magnesium, Nitrate Nitrogen & PH
CP3	\$55.00	Same as CP2 <b>plus</b> % Sulfur, % Chloride, Cu, Fe, Mn, Zn, Conductivity

## Turf & Lawn Analysis

<u>Code</u>	<u>Price</u>	<u>Commercial Price</u>	<u>Test</u>
TSBA	\$9.00	\$7.50	Soil Basic – pH, Buffer pH, P205, Ca, Mg, Cation Exchange Capacity (C.E.P.), with or without Lime or Fertilizer Requirements.

**Results are reported in lbs/1,000 sq. ft.**

**Note: In order to obtain commercial pricing, you must have 200 samples processed in our laboratory per year.**