



BILLING RATES - FY 08/09

DEPARTMENT NAME :
Agricultural Service Laboratory

VICE-PRESIDENT AREA :
Public Service and Agriculture

DESCRIPTION OF COMMODITY OR SERVICE :	UNIT OF BILLING	FY 08/09 RATE		CUSTOMERS BEING SERVED
		IN-STATE	OUT-STATE	
Soil Testing				
				farmers, homeowners, researchers, foresters, turf maintenance, commercial businesses, and others.
Standard Test	per each	\$6.00	\$6.00	
Sulfur	per each	\$5.00	\$5.00	
Organic Matter	per each	\$5.00	\$5.00	
Nitrate Nitrogen	per each	\$5.00	\$5.00	
Soluble Salts	per each	\$3.00	\$3.00	
Pond Bottom	per each	\$3.00	\$3.00	
Shrimp Pond	per each	\$3.00	\$3.00	
pH only	per each	\$3.00	\$3.00	
Soilless Mixes	per each	\$10.00	\$10.00	
Bulk Density	per each	\$10.00	\$10.00	
Plant Tissue Analysis				
Standard Minerals	per each	\$6.00	\$12.00	
Orchard Leaf	per each	\$17.00	\$34.00	
Nitrogen	per each	\$6.00	\$12.00	
Boron	per each	\$5.00	\$10.00	
Chloride	per each	\$5.00	\$10.00	
Nitrate Nitrogen	per each	\$5.00	\$10.00	
Fax Report	per each	\$1.00	\$1.00	
Feed and Forage Analysis				
Standard Minerals	per each	\$6.00	\$6.00	
Nitrate Nitrogen	per each	\$5.00	\$5.00	
Crude Protein	per each	\$6.00	\$6.00	
Crude Fat	per each	\$5.00	\$5.00	
Ash	per each	\$5.00	\$5.00	

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Acid Detergent Fiber	per each	\$5.00	\$5.00	
Neutral Detergent Fiber	per each	\$5.00	\$5.00	
ADFN - Bound Protein	per each	\$6.00	\$6.00	
Soluble Sodium	per each			
Soluble Protein	per each	\$5.00	\$5.00	
Soluble Chloride and Sodium	per each	\$5.00	\$5.00	
Selenium	per each			
Dry Matter only	per each	\$3.00	\$3.00	
pH	per each	\$3.00	\$3.00	
Fax Report	pre each	\$1.00	\$1.00	
Irrigation Water Analysis				
Standard	per each	\$6.00	\$6.00	
Special	per each	\$25.00	\$25.00	
Fax Report	per each	\$1.00	\$1.00	
Animal Waste Analysis				
Special	per each	\$33.00	\$39.00	
Arsenic	per each	\$20.00	\$20.00	
CCE	per each	\$10.00	\$20.00	
Nitrate Nitrogen	per each	\$10.00	\$20.00	
pH	per each	\$3.00	\$6.00	
Soluble Phosphorus	per each	\$5.00	\$10.00	state of Virginia
VA DCR Animal Waste	per each		\$39.00	
Fax Report	per each	\$1.00	\$1.00	
Nematode Assay Laboratory				
Standard (in-state)	per each			
Root Knot	per each			
Fax Report	per each			
Plant Problem Clinic				
Plant Problem Clinic - disease, insect & weed identification				
Standard (in-state)	per each			
Fax Report	per each			
Other				
Routine Solution Minerals	per each	\$3.00	\$6.00	
Other Elements - in solution	per each			
Ammonium Nitrogen	per each	10.00	10.00	
Standard Solution Minerals in solution	per each			
Standard minerals plus digestion	per each	\$6.00	\$12.00	
Boron dry ash	per each	\$5.00	\$10.00	
Wet Ash Digest sample - P,K,Ca,Mg,S,Zi	per each	30.00	60.00	

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In solution - Hg	per each	15.00	30.00	
Digest sample - Hg	per each	30.00	60.00	
Other single elements - in solution	per each	15.00	30.00	
Other single elements - digest	per each	30.00	60.00	
Compost				
Standard	per each	\$25.00	\$50.00	
Special	per each	\$40.00	\$80.00	
Bulk Density	per each	\$10.00	\$20.00	
Nitrate Nitrogen	per each	\$10.00	\$20.00	
Fax Report	per each	\$1.00	\$1.00	
Carbon: Nitrogen Ratio	per each	\$10.00	\$20.00	
Cd,Cr,Pb,Se,Mo,Ni,As	per each	30.00	60.00	
Hg	per each	30.00	60.00	
Soil Sample Mailer - public	per each	15.00	15.00	
Soil Sample Mailer - business	per each	12.50	12.50	
ICP new element development	per each	100.00	100.00	

The lab will eliminate the research discount and offer an across the board 15% discount for all users who submit > 100 samples during the fiscal year