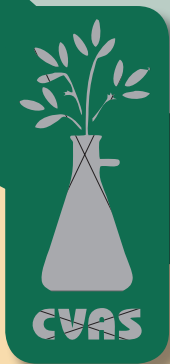


www.fraseranalytical.com  
info@fraseranalytical.com  
1•877•326•8188



# Fraser Analytical Services

In partnership with Cumerland Valley Analytical  
Services

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## Services and Pricing Guide

September 2017

**fraser**  
ANALYTICAL SERVICES

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## History

Fraser Analytical Services (FAS) delivers a full complement of forage/feed testing and evaluation services not previously available in Western Canada. As a producer, feed manufacturer, nutritionist or researcher, Fraser Analytical is here to meet your analytical needs.

FAS is a satellite facility of Cumberland Valley Analytical Services (CVAS) located in British Columbia's Fraser Valley. Our primary focus is providing rapid turn-around of forage and feed analysis by Near Infrared Spectroscopy (NIR).

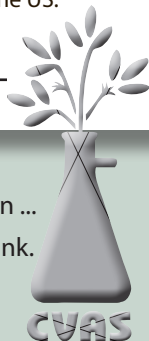
Through our partnership with CVAS and use of expanded equations we are able to provide nutrient evaluations not traditionally available by NIR to the Canadian feed industry.

Innovation and rapid adoption of new technologies have allowed CVAS to become the United States' largest provider of chemistry based evaluations for forage. CVAS is now regarded as the industry leader in in vitro digestibility services while also providing one of the most complete offerings for NIR forage evaluation.

Thanks to our partnership with CVAS and our proximity to the US border, FAS provides rapid turnaround on samples while eliminating the cost and paperwork usually associated with sending materials to the US.

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Forage and feed characterization ...  
... from the field to the feed bunk.



# NIR Packages

These options are available on hays, haylages, corn, corn silages, grain silages, small grains, and TMR.

<b>NIR1</b>	<b>17.75</b>
The NIR 1 Analysis includes tests for Dry Matter, Moisture, Crude Protein, ADF Protein, NDF Protein, Soluble Protein, ADF, NDF, Lignin, Starch, Sugar, Fat, Ash, Calcium (Ca), Phosphorus (P), Magnesium (Mg), and Potassium (K) and pH on ensiled forage. Calculated values are provided for Available Protein, Adjusted Protein, Degradable Protein, NEL, NEM, NEg (OARDC Summative Energy Equation), and NFC.	
<b>NIR2</b>	<b>26.50</b>
The NIR 2 is the NIR 1 Analysis with wet-chemistry Minerals - Calcium (Ca), Phosphorus (P), Magnesium (Mg), Potassium (K), Sodium (Na), Iron (Fe), Manganese (Mn), Zinc (Zn), and Copper (Cu).	
<b>NIR3</b>	<b>34.25</b>
The NIR 3 is the NIR 2 Analysis plus wet-chemistry on Chloride (Cl) and Sulfur (S).	
<b>NIR4</b>	<b>40.50</b>
The NIR 4 is the NIR 2 Analysis plus wet-chemistry on Crude Protein, ADF and NDF.	
<b>NIR5</b>	<b>29.00</b>
The NIR 5 is the NIR 1 Analysis plus wet-chemistry on Crude Protein, ADF, and NDF.	
<b>NIR Plus Option</b>	<b>9.25</b>
Provides 30 hr NDF Digestibility with Kd rate, an NIR evaluation of fermentation acids (for ensiled forages), as well as a uNDF at 30 hrs, a uNDF at 120 hour and 240 hrs, total fatty acids, and soluble fiber. This option also includes a soil contamination probability index of low, medium, or high for forages. A nitrate probability is reported as low, medium, or high. For corn silage, the NIR Plus Option provides 12 hr NDF digestibility and 7 hr (4mm) starch digestibility.	
<b>CPM Option</b>	<b>No Charge</b>
Provides Neutral Detergent Residue (NDR) in place of aNDF analysis.	
<b>Apparent Nutrient Digestibility by TMR and Fecal Evaluation</b>	<b>59.00</b>
Includes a NIR Plus evaluation of a high group TMR and associated fecal matter to generate an evaluation of apparent NDF and starch digestibility.	
<b>TMR Mixer Evaluation Package</b>	<b>130.00</b>
(Set of 5 samples analyzed to assess mixer efficiency) NIR analysis with chemistry minerals. This package includes DM, CP, Soluble Protein, ADF, NDF, Lignin, Fat, Starch, Sugar, Ash, Ca, P, Mg, K, Na, Cl, S, Fe, Mn, Zn, Cu.	
<b>TMR Control - NIR Package</b>	<b>66.50</b>
NIR analysis with chemistry minerals. This package includes DM, CP, Soluble Protein, ADF, NDF, 24 hour NDF Digestibility, Lignin, Fat, Starch, Sugar, Ash, Ca, P, Mg, K, Na, Cl, S, Fe, Mn, Zn, Cu. Also included is an evaluation for peNDF, SPS (starch processing score), and the Penn State Particle Size Evaluation.	
<b>Manure Package - DM, Protein, ADF, NDF, lignin, Starch, Ash, Ca, P, Mg, K</b>	<b>17.75</b>
<b>Distillers Package</b>	<b>17.75</b>
<b>Soybean Meal NIR Package - CP, Fat, Crude Fiber</b>	<b>17.75</b>

# Chemistry Packages

<b>Standard Package</b>	<b>34.75</b>
Includes Dry Matter, Moisture, Crude Protein, Unavailable Protein (Haylages only), Adjusted Protein, Soluble Protein, calculated Degradable Protein (Forages only), Acid Detergent Fiber (ADF), Neutral Detergent Fiber (NDF), Ash, NFC, (Energy values on forages only) TDN, NEL, NEm, NEg, RFV (for hays and haylages), and Ca, P, Mg, K, Na, Fe, Mn, Zn and Cu with pH on an ensiled forage.	
<b>Standard Plus Energy</b>	<b>55.00</b>
Standard Package plus Fat, Lignin, ADFCP, NDFCP to get Energy Values on Non-Forages.	
<b>CPM Plus Package</b>	<b>79.50</b>
Includes the Standard Analysis and Lignin, Fat, ADFCP, NDFCP, Chloride, Sulfur, Starch and Sugar. When combined with our Fermentation Analysis a Soluble Fiber is calculated.	
<b>RFV Package</b>	<b>22.25</b>
Includes Dry Matter, Moisture, Crude Protein, ADF, NDF, calculated RFV (on hays and haylages), Adjusted Protein, NEL, NEm, NEg and TDN.	
<b>Basic NDF Package</b>	<b>30.75</b>
Dry Matter, Moisture, Crude Protein, ADF, NDF, Minerals (Ca, P, Mg, K, Na, Fe, Mn, Zn, and Cu), pH on ensiled forages, with calculated values for Adjusted Protein, TDN, NEL, NEg, NEm and Ash.	
<b>Minerals Only</b>	<b>28.00</b>
Includes Dry Matter, Ca, P, Mg, K, Na, Fe, Mn, Zn, Cu and Ash.	
<b>TMR Diagnostic Package</b>	<b>172.00</b>
By chemistry; includes DM, CP, Soluble Protein, Ammonia, ADF, NDF, peNDF (physically effective NDF - Mertens) 24-hour NDF Digestibility, Lignin, Fat, Starch, SPS (starch processing score), 7-hour Starch Degradability, Sugar, Ash, Ca, P, Mg, K, Na, Cl, S, Fe, Mn, Zn, Cu, Lactic Acid, Acetic Acid, Butyric Acid and the Penn State Particle Size Evaluation.	
<b>TMR Control – Chemistry Package</b>	<b>78.00</b>
By chemistry; includes DM, CP, Soluble Protein, ADF, NDF, Starch, Ash, Ca, P, Mg, K, Na, Cl, S, Fe, Mn, Zu, Cu. Also included is an evaluation for peNDF, SPS (starch processing score), and the Penn State Particle Size Evaluation.	
<b>Animal Protein Package</b>	<b>56.00</b>
Provides Dry Matter, Moisture, Crude Protein, Soluble Protein, Ash, Fat, Ca, P, Cl and S.	
<b>Liquid Sample</b>	
• Provides Dry Matter, Moisture, Crude Protein, Ammonia, Fat, Sugar, Ash, Ca, P, Mg, K, Na, Fe, Mn, Zn, and Cu as well as TDN, NEL, NEm, and NEg. <b>55.00</b>	
• Above analysis with Karl Fischer moisture—appropriate when volatiles other than moisture are present in the sample <b>102.50</b>	
<b>Feed Mill Mixer Evaluation</b>	<b>197.00</b>
Evaluation of CP, Ash, Ca, P, Mg, K, Na, Fe, Mn, Zn, Cu on 10 samples. Includes report of analyses including average, SD, and COV for nutrients.	

# Wet Chemistry Options

Fermentation Package	26.00
Includes Dry Matter, Titratable Acidity, Lactic Acid, Acetic Acid, Propionic Acid, Butyric Acid, Iso-butyric Acid, 1,2 - Propanediol, Total VFA, pH, Lactic Acid/VFA ratio, Crude Protein equivalent from Ammonia and Ammonia N as a percentage of total N.	
Fermentation Analysis Plus Package	41.00
Includes Fermentation Analysis as well as a breakdown of Alcohols, Acetates and Lactates.	
Fatty Acid Profile	63.50
30 meter column: 22 fatty acids from C12 to C24, total fatty acids, summary of MUFA, PUFA, and RUFAL values.	
Fatty Acid Profile	95.00
Other products requiring 100 meter column: C4 to C24 with trans fatty acids.	
Milk Fatty Acid Profile	95.00
100 meter column: C4 to C24 with trans fatty acids, de novo, mixed, preformed, total saturated and unsaturated fatty acids, CLA, MUFA, and PUFA.	
Free Fatty Acids	27.50
Heavy Metals	75.00
Includes Aluminum, Antimony, Arsenic, Barium, Boron, Cadmium, Calcium, Chromium, Cobalt, Copper, Iron, Lead, Magnesium, Manganese, Mercury, Molybdenum, Phosphorus, Potassium, Selenium, Sodium, Sulfur, Thallium, Zinc.	
Mold Count	25.75
Mold/Yeast Count	
Mold Identification	47.75
Mold/Yeast Count with Mold Identification	
PDI/Urease/KOH	84.00
PDI/Urease	46.00
Protein Dispersibility Index (includes PDI, and Urease Activity)	
Selenium (Expected levels needed)	53.00
Urease Activity	24.75
Fat (Acid Hydrolysis)	37.25
CNCPS	20.25
An add-on to the standard package fat, lignin, ADFCP and NDFCP. Allows energy values to be calculated on non-forage samples.	
Micron Particle Size	20.00
Byproduct	28.50
An add-on to the standard package fat, lignin, ADFCP, NDFCP, sulfur and chloride.	
DCAD (Cl, S)	12.00
An add-on to packages that include chemistry minerals.	
Corn Silage Processing Score (CSPS)	20.00
Physically Effective NDF (PENDF)	20.00
Particle Size	8.00
Particle Size Evaluation (Penn State Separator)	
Molybdenum	11.75
Non-Protein Nitrogen (NPN)	29.75

# In vitro Analysis

CVAS has the capacity to run most any sized in vitro project with all samples inoculated from a single run of comingled rumen fluid. Our in vitro facility has over 2000 incubator flask positions.

Multistep in vitro Protein Evaluation (MSPE) 115.00

Freeze Dry RUP 140.50

Based on work by Dr. Debbie Ross and Dr. Mike Van Amburgh. An In vitro evaluation of feed material is followed by treatment sequentially with acid and enzymes. Rumen availability as well as intestinal digestibility is provided.

NDF Digestibility In vitro 26.75

Time points may include 6, 12, 24, 30, 48 or 240 hrs (iNDF). Other time points available upon request.

NDF Digestibility Time Point Series (6 points)  
with Rates In vitro 126.00

Starch Digestibility In vitro 32.75

Time points may include 2, 4, 7, 8, 12, 18, 24, 72 hrs. Other time points available upon request.

Starch Digestibility Time Point Series (6 points)  
with Rates In vitro 165.50

Dry Matter Digestibility In vitro 21.00

Time points as determined by client.

Dry Matter Digestibility Time Point Series (6 points)  
In vitro 103.75

Basic RPE (Rate Pool Evaluation) 61.00

Forage 30, 120, 240 hr

Concentrate 12, 72, 120 hr

Standard RPE 103.25

Forage 4, 8, 12, 24, 48, 72, 120, 240 hr

Concentrate 4, 8, 12, 24, 48, 72, 120, 240 hr

## Amino Acids

Cysteine, Methionine, Lysine plus 9 more 90.00

Cysteine, Methionine, Lysine, Aspartic Acid, Threonine, Glutamic Acid, Proline, Glycine, Alanine, Valine, Isoleucine and Leucine.

Full Profile without Tryptophan 125.00

Cysteine, Methionine, Lysine, Aspartic Acid, Threonine, Glutamic Acid, Proline, Glycine, Alanine, Valine, Isoleucine, Leucine, Taurine, Hydroxyproline, Serine, Lanthionine, Tyrosine, Phenylalanine, Hydroxylysine, Ornithine, Histidine and Arginine.

Full Profile with Tryptophan 145.00

Cysteine, Methionine, Lysine, Aspartic Acid, Threonine, Glutamic Acid, Proline, Glycine, Alanine, Valine, Isoleucine, Leucine, Taurine, Hydroxyproline, Serine, Lanthionine, Tyrosine, Phenylalanine, Hydroxylysine, Ornithine, Histidine, and Arginine and Tryptophan.

## In situ Analysis

CVAS maintains 10 to 12 cannulated lactating cows. This provides flexibility to hang large numbers of bags for in situ evaluations, at the same time having access to large amounts of rumen fluid for in vitro incubations.

Protein Digestibility In situ Rumen Undegradable Protein (RUP) at 16 hrs	96.75
Dry Matter Digestibility In situ 24, 30, 48 hours. Other time points available upon request.	71.00
Starch Digestibility In situ Time points may include 7, 16, 24 or 72 hrs. Other time points available upon request.	98.75
NDF Digestibility In situ Time points may include 6, 24, 30, 48, 96, 120 or 240 hrs (iNDF). Other time points available upon request.	96.75

## Proximates

TAG 1 Package Includes Dry Matter, Moisture, Crude Protein, Crude Fat and Crude Fiber	26.50
TAG 2 Package Includes Tag 1 plus Ash, Ca and P	36.75
TAG 3 Package Includes Tag 1 plus Ash and Ca, P, Mg, K, Na, Fe, Mn, Zn, Cu	45.50
TAG 4 Package Includes Dry Matter, Moisture, Ash, Ca and P	22.75
Protein Only Protein (combustion)	6.50
Moisture Only Moisture loss at 135°C for 2 hrs for feed ingredients; 105°C for 3 hrs for forages)	3.00
Fat (Ether Extraction)	10.50
Fat (Acid Hydrolysis)	37.25
Crude Fiber	9.25
Ash	6.50
Karl Fischer Moisture	46.75

# Mycotoxins

Mycotoxin Screen	80.00
Screen includes Aflatoxin, B1, B2, G1, G2, Deoxynivalenol, Zearalenone	
Mycotoxins Screen Plus	107.00
Screen includes Aflatoxin, B1, B2, G1, G2, Deoxynivalenol, Zearalenone, Fumonisin (B1, B2, B3), Ochratoxin	
Aflatoxin by HPLC	42.25
Zearalenone by HPLC	75.25
Fumonisin by HPLC	75.25
Ochratoxin by HPLC	75.25
Vomitoxin (DON) by HPLC	60.00
T2 Toxin by LC/MS	56.25
HT2 Toxin by LC/MS	56.25
Toxin Screen with T2 (LC/MS)	239.00
Aflatoxin, B1, B2, G1, G2, Deoxynivalenol, Zearalenone, Fumonisin (B1, B2, B3), Ochratoxin, T-2	

Mycotoxins/Water

## Water Analysis

FAS now offers water testing for Total Coliform and E. coli. These are billed in CAD.

Total Coliform and E.coli	46.35 CAD
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For all other water tests, USD apply

Nitrate Nitrogen and pH	14.25
Livestock Suitability Package	38.75
Includes pH, hardness, total dissolved solids, Ca,P,Mg,K,Na,Fe,Mn,Zn,Cu, chlorides, sulfate and nitrate	
pH	6.00
Alkalinity	12.25

604.557.1486

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# Manure Analysis

CVAS is certified by the Minnesota Department of Agriculture for manure testing. With increasing emphasis on stewardship of resources, including implementation of nutrient management planning, manure testing is becoming a routine evaluation for animal production facilities. Our web-based data management system offers tools for efficient administration of manure testing data.

## Packages

Base Test Package 1	37.75
Total Nitrogen, P <sub>2</sub> O <sub>5</sub> , K <sub>2</sub> O, NH <sub>3</sub> , DM, Density	
Base Test Package 2	32.75
Total Nitrogen, P <sub>2</sub> O <sub>5</sub> , K <sub>2</sub> O, NH <sub>3</sub> , DM	
Base Test Package 3	30.50
Total Nitrogen, P <sub>2</sub> O <sub>5</sub> , K <sub>2</sub> O, NH <sub>3</sub>	

## Additional Options

Water Soluble Phos	11.50
Minerals (Ca, Mg, Na, Fe, Mn, Zn, & Cu)	8.50
Volatile Solids	6.00
pH	6.00
Total Carbon (C/N Ratio)	26.00
Lagoon Analysis Package	50.50
pH, Nitrogen, Total Solids, Minerals	

# Plant Tissue Analysis

Standard	45.00
N, P, K, Ca, Mg, Na, S, Fe, Mn, Zn, Cu, B	
Trace Minerals each	41.25
Cd, Co, Pb, Mo, Ni	
Nitrate Nitrogen	12.25
Total Nitrogen	7.00
Total Carbon	27.25
Total Sulfur	7.00

Samples run for Nitrate Nitrogen, Nitrogen, Carbon, or Sulfur without a mineral package will incur a \$6.00 processing charge.

# Components

Please add \$6.00 processing charge  
to each sample not run with a package.

Acid Insoluble Ash.....	25.50
ADF.....	6.50
ADFom (ash free).....	9.50
ADFCP.....	6.50
Ammonia Nitrogen .....	11.50
Ash.....	6.50
Barium .....	37.50
Boron .....	11.75
Chloride .....	6.75
Cobalt .....	39.50
Crude Fiber.....	9.25
Crude Protein .....	6.50
Deg. Protein (strep. Griseus) .....	13.25
DCAD Option.....	12.00
An add-on to packages that include chemistry minerals.	
Dry Matter.....	3.00
Equine Energy .....	No Charge
Ergonovine.....	119.50
Fat (Acid Hydrolysis).....	37.25
Fat (Ether Extraction).....	10.50
Fecal Starch .....	12.75
Free Fatty Acids .....	27.50
Gossypol Free.....	391.00
Gossypol Total.....	267.50
Initial Peroxide (on liquid materials).....	33.75
Initial Peroxide (on dry materials).....	102.25
Iodine Value (Fat & Oils).....	52.50
Iodine, Elemental (Minerals & Metals).....	81.25
Karl Fischer Moisture .....	46.75
KOH .....	39.50
Lactose.....	75.00
Lead.....	39.50
Lignin.....	10.25
Micron Particle Size.....	20.00

# Components

Moisture Only.....	3.00
Moisture loss at 135°C for 2 hrs for feed ingredients; 105°C for 3 hrs for forages)	
Molybdenum.....	11.75
aNDF .....	6.50
aNDFom (ash-free) .....	9.50
NDF-CP.....	6.50
NDR .....	6.50
Nitrate.....	11.50
Non-Protein Nitrogen (NPN) .....	29.75
Particle Size Evaluation (Penn State Separator) .....	8.00
Pepsin Digestibility .....	52.75
0.2% pepsin as per AOAC-includes crude protein determination	
pH.....	6.00
Protein Only .....	6.50
Protein by combustion	
Protein Dispersibility Index.....	46.00
Includes PDI and Urease Activity	
Prolamin .....	27.50
Prussic Acid (Cyanide) .....	60.00
Salt (as chloride) .....	6.75
Selenium .....	53.00
Expected levels needed	
Soluble Protein .....	6.50
Starch.....	12.75
Starch (Gelatinized).....	63.50
Starch (Ungelatinized) – enzyme available .....	8.50
Sugar, ESC .....	10.25
Sugar, WSC.....	10.25
Sulfur.....	6.50
Trypsin Inhibitor .....	107.00
Urea .....	29.75
Urease Activity.....	24.75
Vitamin A.....	120.00
Vitamin D for premixes (LOD 10,000 IU/lb).....	131.25
Vitamin D by LC-MS/MS (LOD 5.5 IU/lb) .....	435.75
Vitamin E .....	131.00

# Equine Services

Understanding equine nutrition is of critical importance to a horse's health and well-being and has radically changed in recent years. As we learn more about how horses digest and utilize nutrients from feeds, feed choices have broadened and changed. The importance of sugars, fructans, and fiber digestibility is better recognized.

## Equine Basic 22.25

This NIR package includes Dry Matter, Moisture, Digestible Energy, NSC, NFC, RFV (hays and haylages only), Starch, Sugar (WSC and ESC), Protein, ADF, NDF, NDFom, Fat, Ash, Calcium (Ca), Phosphorus (P), Magnesium (Mg), and Potassium (K).

## Equine Lancer 30.75

This package includes Dry Matter, Moisture, Digestible Energy, NSC, NFC, RFV (hays and haylages only), Starch, Sugar, Protein, ADF, NDF, NDFom, Fat, Fatty Acids (total), and Ash by NIR. Chemistry minerals are provided, superior analytically to NIR predictions, including Calcium (Ca), Phosphorus (P), Magnesium (Mg), Potassium (K), Sodium (Na), Iron (Fe), Manganese (Mn), Zinc (Zn), and Copper (Cu).

## Equine Chemistry Basic 59.50

This package is similar to the Equine Lancer package but uses reference chemistry methods in place of more economical NIR. It provides Dry Matter, Moisture, Digestible Energy, NSC, NFC, RFV (hays and haylages only), Starch, Sugar, Protein, ADF, NDF, Ash, Calcium (Ca), Phosphorus (P), Magnesium (Mg), Potassium (K), Sodium (Na), Iron (Fe), Manganese (Mn), Zinc (Zn), and Copper (Cu).

## Equine Chemistry Complete 83.25

This package includes Dry Matter, Moisture, Digestible Energy, NSC, NFC, RFV (hays and haylages only), Starch, Sugar, Protein, ADF, NDF, Lignin, Fat, Ash, Calcium (Ca), Phosphorus (P), Magnesium (Mg), Potassium (K), Sodium (Na), Sulfur (S), Chloride (Cl), Iron (Fe), Manganese (Mn), Zinc (Zn), and Copper (Cu).

Analyses important to trouble shooting equine nutritional problems are listed on other pages. Various nutritional components are listed on pages 10–11, mycotoxins on page 9, mold and yeast evaluations on page 5, and water on page 14.



# CVAS Web-based Data Review and Management System

CVAS continues to provide the most extensive internet-based data management programs available to the industry. Our on-line data management system not only gives you historical access and unique reporting capabilities, but allows you to “mine” valuable statistical information from your samples.

The website provides co-branded reporting, custom report formats, client logging of samples with user-defined data fields, and support for multiple languages. Samples can now be logged by the user, minimizing the potential for transcription errors and providing additional fields for descriptive data to be associated with the sample.

Results are available by website, fax, e-mail (numerous formats available for importing into most nutritional models) as well as by mail.

## The CVAS Affiliate Network

Building on our successful integration of broad chemistry evaluation services, NIR applications, and web-based data management services, CVAS is able to support others in the business of providing analytical services to the feed industry. Our approach provides not just NIR equations but technical support, including definition of needs, equipment recommendations, assisting in the establishment of operations, ongoing technical support, quality control, software, and web-based data management. We support affiliate labs around the globe!

## CVAS Mobile App

Our FORAGELAB app is a convenient way to submit and view sample information via your mobile device. The app is available on the iPhone, iPad and Android platforms. Clients are able to retrieve results almost immediately after the analysis is complete. In addition, you can ensure prompt handling of your samples by submitting them through the FORAGELAB app. You can include detailed descriptions of your sample, select the analysis you require and even take a source picture of the sample.

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## Turn-around Time

Wet-chemistry results are returned three to six days following receipt with exceptions for special analyses. Results on NIR samples received by 11:00 a.m. for NIR-2 & 3 are posted the same day. NIR samples submitted to a satellite facility requiring additional chemistry analysis will increase turn-around time by one day.

## Accuracy and Precision

CVAS is certified by the National Forage Testing Association in both chemistry and NIR analyses. CVAS also participates in AAFCO, MAP, and BIPEA check sample programs. In addition, CVAS is an approved AOCS oilseed meal, unground soybean meal, and NOPA laboratory. All samples released by CVAS are reviewed by in-house personal with years of industry experience.

## Mailing / Shipping Options

Mail to Fraser Analytical Services  
1356 Sumas Way  
Abbotsford, BC V2S 8H2

Please accompany samples with the appropriate paperwork indicating tests requested.

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# Data Services

CVAS supports research institutions and industry by providing nutrient data on forages and feeds with data available back as far as 15 years and spanning U.S. and international geographies. We work with clients on custom analytical needs and have the ability to utilize our database to quickly generate summaries and comparisons of analyses.

Data is only provided in an anonymous fashion that does not compromise any individual business or clients' privileged information.

Below is an example of relationships that can be developed from evaluation of data:

## Pricing

The intent of this Services and Pricing Guide is to illustrate to our current and prospective clients the services that CVAS provides. To meet your needs, we are continually expanding our services through new forage characterization services, adoption of cutting-edge information technology, and unsurpassed data management services. Please use this as a reference and check [www.foragelab.com](http://www.foragelab.com) for the most up-to-date services and pricing. Prices are as of September 5, 2017, and are subject to change without notice.

## Other Charges

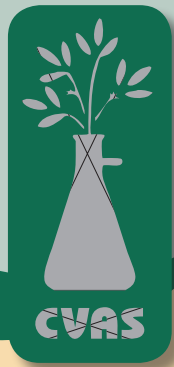
Special handling or sample prep	up to \$10.00
Sample forwarding fee	\$6.00
Archival Report Charge (per sample up to 5)	\$2.50

After 5 samples, \$40.00/hour in 15-minute (\$10.00) increments.

## Billing

CVAS bills twice monthly, net 30. We provide an itemized invoice detailing charges by sample. We will bill third parties.

For more information pertaining to each individual assay, please visit our website [www.foragelab.com](http://www.foragelab.com) or email us at [mail@foragelab.com](mailto:mail@foragelab.com).



## Our Mission:

Cumberland Valley Analytical Services is committed to providing innovative and cost-effective forage and feed laboratory testing for the agriculture industry. Combining the most comprehensive array of forage characterization services, cutting-edge information technology and outstanding customer focus, we will be the global leader in feedstuff analysis and analytics as we support world food production needs.

frASer  
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