



Product and service fees

2008/2009



Premier Sires

The tables below shows the graduated scale for Premier Sires:

Premier Sires Technician Service

No. cows	\$ Per insemination
1 – 100	\$19.80
101 – 200	\$18.90
201- 300	\$17.90
301- 400	\$17.00
401 – 500	\$16.20
501 – 600	\$15.40
601 – 700	\$14.70
701 – 800	\$14.10
801 – 900	\$13.30
901 – 1,000	\$12.80
1,001 – 1,100	\$12.30
1,101 – 2,000	\$11.70
2,001+	\$11.30

DIY Premier Sires

No. cows	\$ Per straw
1 – 100	\$18.80
101 – 200	\$17.90
201- 300	\$16.90
301- 400	\$16.00
401 – 500	\$15.20
501 – 600	\$14.40
601 – 700	\$13.70
701 – 800	\$13.10
801 – 900	\$12.30
901 – 1,000	\$11.80
1,001 – 1,100	\$11.30
1,101 – 2,000	\$10.70
2,001+	\$10.30

You are charged per 100 inseminations or part thereof, depending on the number of inseminations to Premier Sires.

For example: If you were to have 320 Premier Sires Technician Service inseminations, you would be charged as follows:

1st 100 inseminations	@ \$19.80	= \$1,980
2nd 100 inseminations	@ \$18.90	= \$1,890
3rd 100 inseminations	@ \$17.90	= \$1,790
20 inseminations	@ \$17.00	= \$340
Total		= \$6,000

If you qualify for any InvestaMate discount (see below), the InvestaMate discount is calculated before the GST is added.

To ensure the most efficient distribution of high BW semen, it is essential that your mating plans are as accurate as possible. In order to discourage waste, LIC reserves the right to charge a minimum of 70% of Premier Sires ordered based on your plans.

InvestaMate discount

If you purchase either all Premier Sires, or a mix of Premier Sires and Alpha Nominated semen straws, you will qualify for an InvestaMate discount of either 3%, 5% or 10% if you meet the following minimum requirements:

Premier Sires inseminations and/or Alpha Nominated semen straws purchased must equal at least 95% of qualifying animals. (Qualifying animals are female animals born prior to 31 December 2006 in the herd at the time of October charging.)

The 95% must be made up of a minimum of 60% Premier Sires inseminations, with the balance being LIC Alpha Nominated semen (purchased in the current season).

For example, if you have 200 qualifying animals, you must buy at least 190 (95%) Premier Sires inseminations and/or Alpha straws altogether, of which at least 114 (60% must be Premier Sires). So you could buy:

190 Premier Sires inseminations

OR

114 Premier Sires inseminations and 76 Alpha semen straws

OR

160 Premier Sires inseminations and 30 Alpha semen straws, etc.

- A 3% discount will be applied in your first year of qualification.
- A 5% discount will be applied in your second year of qualification.
- A 10% discount will be applied in your third year of qualification.

For your first year of qualification, the discount will be applied retrospectively by way of a credit at the end of the season.

For those farmers who have qualified for the 5% or 10% discount, the discount will be applied at the time of charging, so you will get the benefit of the discount immediately.

The level of discount you receive is dependent on your service history with LIC. Please consult with your District Manager to confirm your level of entitlement.

Alpha Nominated

A wide range of dairy bulls and a selection of beef breeds are listed in the *2008 Alpha Nominated Catalogue* along with complete pricing details.

Alpha Paks

Classic Paks	5 bulls	\$17.60 per straw
	4 bulls	\$18.60 per straw
	3 bulls	\$20.60 per straw
Adapta Pak		\$19.60 per straw
Ayrshire Pak		\$15.00 per straw
Young Ayrshire Pak	No Choice Pak	\$7.00 per straw
	Choice Pak	\$10.00 per straw
	Individually nominated	\$13.00 per straw
Short Gestation Paks	Proven	\$10.50 per straw
	Unproven	\$6.00 per straw
	Beef	\$10.50 per straw
Organic Paks	5 bulls	\$19.00 per straw
	4 bulls	\$20.50 per straw
	3 bulls	\$22.00 per straw
Beef Paks		\$8.00 per straw

Customate

Customate	No charge
Customate Plus	\$2.00 per cow listed

Volume discount (applies at time of despatch)

The table below shows the discounts applied for Alpha Nominated frozen semen. This discount applies to all product types (Classic Paks, Adapta Pak, Beef, Short Gestation, etc) and will be applied according to the volume of your order at time of despatch.

100-199 straws	1% discount
200-299 straws	2% discount
300-399 straws	3% discount
400-499 straws	4% discount
500-599 straws	5% discount
600-699 straws	6% discount
700-799 straws	7% discount
800-899 straws	8% discount
900-999 straws	9% discount
1000 + straws	10% discount

For example if you order 720 straws you would qualify for the 7% discount for that order when despatched. (If you later order another 200 straws, that order would qualify for 2% discount.) To obtain the best discount possible, order all your semen requirements so they are despatched at the same time.

Loyalty discount (credit applied at the end of the season)

If you buy Alpha Nominated frozen semen straws (of any type) equivalent to at least 70% of your milking herd size, you will receive an additional 7.5% discount on the discounted amount as a credit at the end of the season.

This means, for example, that if you have ordered 720 straws and have an 800-cow herd, you qualify for a 7% volume discount, and on that amount, a further 7.5% for loyalty discount.

Cancellations

Alpha Nominated orders cancelled within 30 days of the AB start date will incur a \$30.00 cancellation fee.

Graduated scale discount for nominated inseminations

1-300 insemns		\$5.90
301-600 insemns	5% discount	\$5.61
601+ insemns	10% discount	\$5.31

For example, if you were to have 720 Technician Service inseminations you would be charged as follows:

1st 300 insemns	@ \$5.90	\$1,770.00
Next 300 insemns	@ \$5.61	\$1,683.00
Next 120 insemns	@ \$5.31	\$637.20
Total 720 insemns		\$4,090.20

AB Technician Service

\$5.90 per nominated insemination for up to 300 imseminations.

See graduated scale discounts on nominated inseminations (above), now applicable across all semen types.

See page 54 for Premier Sires inseminations.

Some locations, timing of services, or non-dairy herds may incur additional charges.

KAMAR Heatmount Detectors

LIC is the sole New Zealand distributor for KAMAR Heatmount Detectors. They can be ordered through your District Manager or your veterinarian.

As we are dependent on our suppliers and exchange rates, all prices are subject to alteration without prior notification.

Classic KAMAR Detectors (packets of 25 or 100)	Orders on/before 20 September 2008	Orders after 20 September 2008	Peel 'n Glue KAMAR Detectors (packets of 20 or 80)	Orders on/before 20 September 2008	Orders after 20 September 2008
Up to and including 225 detectors	\$2.12	\$2.22	Up to and including 240 detectors	\$2.27	\$2.37
250 – 475 detectors	\$2.07	\$2.17	260 – 480 detectors	\$2.22	\$2.32
500 – 975 detectors	\$2.02	\$2.12	500 – 980 detectors	\$2.17	\$2.27
1,000 – 1,475 detectors	\$1.97	\$2.07	1,000 – 1,480 detectors	\$2.12	\$2.22
1,500 – 1,975 detectors	\$1.92	\$2.02	1,500 – 1,980 detectors	\$2.07	\$2.17
2,000 – 4,975 detectors	\$1.87	\$1.97	2,000 – 4,980 detectors	\$2.02	\$2.12
5,000 plus	\$1.77	\$1.87	5,000 plus	\$1.92	\$2.02

Additional orders to ones that have been despatched will be treated as new orders. For example, if you order 1200 Classic Detectors before 20 September, the charge per detector will be \$1.90. Then if you order another 200 detectors after the first order has been despatched, the charge per detector for that 200 will be \$2.10 or \$2.20, depending on the date you order.

KAMAR adhesive	\$6.50 (per 125ml tube)
	\$12.50 (per 300ml cartridge)

Packet options

Classic KAMAR® Heatmount™ Detectors are available in packs of 25 or 100.

- Packet of 25 Classic detectors includes glue tube, applicator, spreader and instruction sheet.
- Packet of 100 Classic detectors includes two glue cartridges, four applicators, two spreaders, one glue cap, one solvent wipe and instruction sheet.

Peel 'n Glue KAMAR® Heatmount™ Detectors are available in packs of 20 or 80.

- Packet of 20 Peel 'n Glue detectors includes glue tube, applicator, spreader and instruction sheet.
- Packet of 80 Peel 'n Glue includes glue cartridge, one applicator, two spreaders, one glue cap, one solvent wipe and instruction sheet.

DIY training, equipment semen banks, semen despatch and storage

Training

\$665 for a five-day course. Extra training for DIY clients, \$173 per day.

Leasing of deep freeze banks (subject to availability)

\$95 fixed fee, plus \$10.50 per week or part thereof, plus nitrogen. A non refundable deposit of \$45 is charged on application for lease.

Semen storage

50c per straw per year, with a minimum charge of \$50, charged annually.

Deep freeze bank storage

No charge.

Semen despatch fees for LIC semen

DIY clients are charged a despatch fee of \$28 per mating period, ie. at the end of autumn and at the end of spring. These fees are charged directly to the client.

Semen despatch from other suppliers

The following fees for despatching semen from suppliers other than LIC are charged to the supplier, not the client.

- Despatch fee of \$50 per order.
- Late despatch fee of \$30 per order when semen is received within 30 days of the required date or after the client/technician bank has gone into the field.
- When the semen is specially freighted or delivered, the actual cost will be charged if it exceeds \$20.

Transfer fee

Handling fee of \$28 per order for semen in storage that is transferred from one participant code to another.

AB supplies

Gloves plastic disposable	Pkt 100	\$38.66
Insemination wipes	Pkt 100	\$13.47
AB lubricant	2 litre	\$15.98
Sheaths Clear Tip	Pkt 50	\$8.39
Sheaths Green Tip	Pkt 50	\$ 8.04
Inseminators stainless steel GGI	Each	\$51.74
Tweezers	Each	\$15.18
Scissors	Each	\$11.55
Straw cutters	Each	\$12.08
DIY case special	Each	\$222.36
DIY case plastic	Each	\$75.88

Liquid nitrogen

From LIC (Newstead or Christchurch)	\$3.75/litre
OR	\$4.75/kg
Field sales	\$6.25/litre
OR	\$7.75/kg

As we are dependent on our suppliers and exchange rates, all prices are subject to alteration without prior notification.

MINDA

MINDA fees consist of a monthly herd fee of \$16, plus a monthly animal fee for each animal on the national database in the month of charging (which is different for cows and other or young stock). "Cows" are animals born before 31 December 2006.

You have a choice of four MINDA options

Paper Service

Monthly MINDA fee	\$16
Plus a per cow fee	30c
Plus a per-other-animal fee	16c

All reports (except the five in the list below) are included in your MINDA fee. You can have reports in paper or electronic format.

Electronic options

Electronic and MINDApro options include the latest version of the Software program, any program updates released during the season, free internet downloads, and user support.

MINDALink

Monthly MINDA fee	\$16
Plus a per cow fee	22c
Plus a per-other-animal fee	11c
M-NOTE Software (optional)	No additional charge

All reports (except the five in the list below) are included in your MINDA fee. You can have reports in electronic or paper format.

MINDApro with reports

Monthly MINDA fee	\$16
Plus a per cow fee	22c
Plus a per-other-animal fee	11c
Plus MINDApro monthly fee	\$33
M-NOTE Software (optional)	No additional charge

All reports (except the five in the list below) are included in your MINDA fee. You can have reports in electronic or paper format.

MINDApro without reports

You receive a reduced per animal fee, as below, if you choose to use MINDApro to print off all your reports. Note: You will receive your *Herd Test Reports* (paper or electronic) at no additional cost.

Monthly MINDA fee	\$16
Plus a per cow fee	17c
Plus a per-other-animal fee	8c
Plus MINDApro monthly fee	\$33
M-NOTE Software (optional)	No additional charge

All ordered reports from MINDA (electronic or paper) will be chargeable (see prices next page).

The following reports are not part of the MINDA fee, and are charged out at the following rates:

Customised reports	\$60 plus \$1.15 per animal listed
Dairy Cattle Export Certificate	\$20 per animal
Dairy Sale Catalogue	\$35 plus \$1.15 per animal listed
Reproductive Analysis Pack	\$95 per pack (not available electronically)
Three Generation Pedigree	\$8 per animal (not available electronically)

The following reports are provided at no additional charge for all MINDA clients except those using MINDApro without reports. Prices only apply to clients using MINDApro without reports. Unless otherwise stated, reports cost \$24 plus 8c per animal listed on the report for paper reports. Clients receiving reports electronically have the price discounted by \$5.

Action List
Animals Eligible for Registration (not available electronically)
Animal Health Status Listing
Breeding Worth List
Cow Listings
Culling Guide
Drying Off Guide
Drying Off Treatment Guide for Mastitis Control
Expected Calving Report
Herd Record (\$28 plus 8c per animal listed, not available electronically)
Herd Profile
Herd Test Reports
Lactation Summary
Liveweight Report
Mating Report
Once-A-Day Index Report
Report of Calves Reared
Summary of Matings
Sire Progeny and Gene List (not available electronically)
Trait Evaluation List

Herd Test Reports include

SCC and Test Day Details Option (standard option)
Condensed Option
Cow Detail Option
Name and Test Day Details Option
Town Supply Option
Somatic Cell Count Option

Herd Test Reports are free to all MINDA clients, including clients using the MINDApro without report option.

Report surcharge for non-MINDA clients

Clients who are not signed up for MINDA and who wish to purchase herd reports for their herd will be charged an additional \$2.52 per animal above the normal report price.

MINDA Assist

\$40 per hour.

MINDA remedial work

Charges for remedial work can range up to \$20 per animal, based on the level of work involved. Consult with your LIC District Manager for relevant prices.

MINDA identification tags

You can see the full range of official (National ID scheme), electronic and management eartags and prices by visiting LIC's website (www.lic.co.nz), and can order your requirements online if you wish. Or you can talk to your District Manager or call the MINDA Contact Centre on 0800 2 MINDA (0800 264 632).

MINDA dry-stock

MINDA for non-supply dairy	Monthly herd fee \$6.50 plus 11c per animal per month
MINDA for beef	Monthly herd fee \$6.50 plus 11c per animal per month
MINDA for sheep	Monthly herd fee \$6.50 plus 11c per animal per month
MINDA for deer	Monthly herd fee \$6.50 plus 11c per animal per month
TRACKA	\$25 per year membership

Herd Testing

Herd Testing herds (except goat herds) are automatically enrolled in MINDA and the fees for MINDA are additional to the Herd Testing fees. The fees are shown separately on invoice statements.

Herd Testing fees include a visit fees plus a test fee as detailed below:

Classic Test

1st herd test	\$270 + \$1.58 per cow
2nd herd test	\$245 + \$1.58 per cow
3rd herd test	\$140 + \$1.58 per cow
4th and subsequent herd test(s)	\$60 + \$1.58 per cow

Single Test

1st herd test	\$270 + \$1.53 per cow
2nd herd test	\$245 + \$1.53 per cow
3rd herd test	\$140 + \$1.53 per cow
4th and subsequent herd test(s)	\$60 + \$1.53 per cow

- Where a herd is milking through two dairies on one property, the visit fee for the second dairy can be discounted by 50%. To qualify for this discount, the samples from each milking must be sorted as one herd test in numerical order; and all herd test equipment must be washed and left with the samples at the one agreed collection point.
- Extra fees may apply in some situations where additional costs are incurred.
- Somatic Cell Count Only, sheep and goat tests are charged as per the Herd Testing fees.

Assist (per Assist Technician)

	Twice-A-Day	Once-A-Day
Service fee and 1st hour	\$125	\$95
Per hour there after	\$25	\$25

*Charged by the quarter hour

For example, if your Herd Testing takes two hours 10 minutes, evening and morning

1st hour	\$120
3 ¹ / ₂ hours @ \$25	\$87.50
Total fee for each assist	\$207.50

EZ Link

EZ Link handheld scanner (per test)	1st scanner	\$135
	Additional scanners	\$70

Note: One herd through two dairies will require multiple scanners.

EZ Tray (for OAD clients)

EZ Tray (per sample)	Additional 5c per sample
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InvestaTest Discount

Qualification for InvestaTest is 4 herd tests in a season.

For the 2007/2008 season the InvestaTest discount levels are:

3% discount in your first year of qualification

5% discount in your second consecutive year of qualification

10% discount in your third and subsequent consecutive year(s) of qualification

- You qualify for the InvestaTest discount by completing four Herd Tests in one season. The InvestaTest discount will be applied to your Herd Test costs in the following year.
- The InvestaTest discount applies to visit and per cow test fees only.
- The InvestaTest discount does not apply to the Assist and other services.

FarmWise

Services offered by FarmWise

1. Regular farm consultancy

	<i>Length of visit</i>	<i>Price</i>
Half-Day Visits	typically three hours	from \$500 (excl GST)
Full day Visits	typically six hours	from \$1,000 (excl GST)

The frequency of these visits is customised for the individual; by and large they are every four to eight weeks. When you use the services of a FarmWise Consultant, you receive a free copy of our specially developed pasture monitoring computer program for your own use.

2. A series of visits for a particular project
3. One-off consultation
4. Staff recruitment

FarmWise's suite of agreements available for purchase

1. Employment
2. Lease of Land
3. Lease of Dairy Cow and Heifer
4. Sharemilking; 50/50 and Variable Order Sharemilking
5. Grazing

For more information or to arrange a meeting with a FarmWise Consultant call 0800 238 476

GeneMark

DNA profiling and parentage (for dairy animals)

Calf Trace

Calf Trace DNA testing can be carried out in one of two methods:

1. **Immediate value strategy:** DNA profile all cows and/or two-year-olds/yearlings in the first year and have each season's calves DNA profiled for parentage matching to both sire and/or dam. In following years, DNA profile any new or replacement dams.
2. **Progressive strategy:** DNA profile each season's progeny and initially parent match to sire only. As DNA-profiled animals are phased into the herd, each season's calves can be progressively matched to sire and/or dam.

Consult with your LIC District Manager to discuss which strategy is right for your business.

Results turnaround time (based on the date of sample receipt at GeneMark)

	<i>4 weeks</i>	<i>6 weeks</i>
DNA profile only (cows, two-year-olds, yearlings, calves)	–	\$10.00
DNA profile only (natural mating bulls)	–	Free of charge
DNA profile & parent search (cows, two-year-olds, yearlings, calves)	–	\$24.00
Additional parent search (cows, two-year-olds, yearlings, calves)	\$15.00	–
<ul style="list-style-type: none"> • Animal has an existing DNA profile stored on database and requires parentage verification • Animal's parentage is undetermined in initial parent search, additional information provided to carry out a secondary parent search. 		

* Accepted sample types: GeneMark Punch and blood samples only. Semen samples accepted for Natural Mating bulls.

Tru-Parent

	<i>Sample Type</i>	<i>Results turnaround time (based on the date of sample receipt at GeneMark)</i>	<i>Price</i>
DNA profile and/or parent search	GeneMark Punch/Blood	4 weeks	\$30.00
DNA profile and/or parent search	Hair/Semen	4 weeks	\$45.00
Additional parent search	–	4 weeks	\$15.00
<ul style="list-style-type: none"> • Animal has an existing DNA profile stored on database and requires parentage verification. • Animal's parentage is undetermined in initial parent search, additional information provided to carry out a secondary parent search. 			
Tru-Parent Express Service (price per sample in addition to cost to test)	GeneMark Punch / Blood	1.5 weeks	\$ 6.00

GeneMark Punch

The GeneMark Punch is the preferred option used by farmers to take DNA samples from animals because it's an easy and accurate DNA sampling method. To use the GeneMark Punch you will need a two-piece Zee Tags applicator and enough GeneMark Punches (one per animal) to complete the sample-taking on farm.

GeneMark Punch kit is available in a minimum pack size of 10 pieces.

Consult with your District Manager for an updated list of GeneMark Punch prices.

Cattle Disease & Disorders

GeneMark provides a set of cost effective cattle disease tests to help you to avoid animal disease issues on your farm.

Our BVD test for example is significantly cheaper than other tests available in the industry. Consult with your veterinarian for advice of managing BVD.

	<i>Sample Type</i>	<i>Results turnaround time</i> (based on the date of sample receipt at GeneMark)	<i>Price</i>
BVD PCR	Blood	7 working days	\$8.50
BVD Antigen (ELISA) (Price per sample. Applies to the number of samples submitted to GeneMark on one submission form.)	GeneMark Punch/Blood/Serum	3 working days	
Up to 25 samples			\$15.00
25-100 samples			\$14.50
Over 100			\$13.50
BVD Antibody (ELISA)	Blood/Serum	5 working days	\$15.00
BVD (PCR)/EBL (ELISA)	Blood/Serum	8 working days	\$11.00
EBL (ELISA) pooled Minimum charge of \$21.00	Blood/Serum	5 working days	\$3.00
IBR	Blood/Serum	5 working days	\$15.00
Johnes (ELISA)	Blood/Serum	5 working days	\$15.00
BLAD & CIT	Blood/Hair/Semen	4 weeks	\$30.00
CVM	Blood/Hair/Semen	4 weeks	\$30.00
Freemartin (xx/xy Chimera test)	Blood	4 weeks	\$40.00

Production Gene Tests

	<i>Sample Type</i>	<i>Results turnaround time</i> (based on the date of sample receipt at GeneMark)	<i>Price</i>
Optimum	Blood/Hair	1.5 weeks	\$30.00
Quantum	Blood/Hair	3 working days	\$30.00
A2	GeneMark Punch/Blood	1.5 weeks	\$22.00
A2	Hair/Semen	4 working days	\$27.00
Milk Proteins	Blood/Hair/Semen	4 weeks	\$75.00

* All prices are based on a per sample rate unless otherwise stated

* Sampling and veterinarian consultation fees are not included

Protrack

Intelligent drafting

Module	Approximate price	Product support fee
Protrack Drafter	\$24,000 including installation but excluding tags	\$120.00 per annum
Intelligent drafting	\$39,000 including installation but excluding tags	\$41.66 per month
Full automation	\$75,000 including installation but excluding tags	\$100.00 per month

For an accurate quote, ask your LIC District Manager to organise a visit to your farm with a Protrack Territory Manager.

- Other integrated devices are available from LIC (eg. walk over weighers or electronic milk meters)
- Installation is included in all prices but does not cover travel and accommodation disbursements which will be charged at cost
- The product and support fee includes licensing of the software, freephone support, and free access to software upgrades as they become available
- All product support fees are charged the month following commissioning

Payment of accounts

There are four methods of payment for all products and services supplied:

- Direct Debit
- Telebank
- Electronic Credit
- Cash

Payment Terms

The total account balance is payable in full on the 20th of the following month unless prior approval has been given for the extended credit option.

The rules for the extended credit option are:

- Payment to be made on the 20th of the following month for the greater of \$500 or half the account balance. If the balance is less than \$500 then it is payable in full.
- Any amounts deferred under this arrangement will incur a credit charge of 0.85% per month.

Overdue accounts

A penalty charge will be made on any outstanding balance of 1.5% per month where the payment obligations have not been met.

Additional charges

Certain locations, or timing of services, or non-dairy herds, may incur additional charges.

