

# Client

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Date

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Name					Primary Contact																
Address						Submitter (if different)															
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Postcode						Address															
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Client Refere	ence								Email												
Additional Client Ref					-	Results To  Reports will be emailed to Primary Contact by default.  Additional Reports will be sent as specified below.															
Quote No Order No					Email Primary Contact Email Client Email Submitter																
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PASTURE	, HAY OR	FORA	GE CR	OPS																	
	nopped Maiz				Profiles	are outli	ined belo	ow, and	on the rev	erse of	this	sheet.			F	lease i	ndicate	you	r reques	sted tests wi	tha 🗸
								Feed	Feed + Majors Profile	Extendo Pastur Feed Pro	e C	Ory Matter, CP + ME	Dry Matter Only	Mixed Pasture Profile	Complete Pasture Profile	Chloride	e Nitrate	-N	lodine		
cample Identification Crop C			Crop Gro	own / Variety			Feed		ExtFe		DMME	DM	MPas		CI	NO		I	Other	Lab#	
											+			-							
Animal Dietary Mineral Balance Details (ADMB) Animal Species Live				Livew	weight Calving Date Daily Intake Other																
	Feed (Dry Matt	er, Crude Prote	ein, Crude Fat,	Ash, Soluble S	Sugars, Sta	arch, ADF, I	NDF, Ligni	in, Meta	bolisable Ene	rgy, Dige	estibil	lity), Feed	dMaj (F	eed profile	plus Phos	phorus,	Sulphur,	Calc	ium, Mag	nesium, Potas	sium,
Forage Profiles:	Sodium, Chloric Cobalt, Seleniu	de), <b>ExtFed</b> (Fe	eed profile plus	major & trace	elements	incl CI), DI	MME (Dry	Matter,	Crude Protein	, Digest	ibility,	Metaboli	isable l	nergy), <b>D</b>	M (Dry mai	ter only)	, Mixed	Pasti	ure (Basio	: Plant, Molybo	denum,
FEEDSTU		,			Profiles	are outli	ined belo	ow, and	on the reve	erse of	this	sheet.			F	lease i	indicate	you	ır reques	sted tests wi	tha 🗸
Silage, Bale	eage, ivieais)	,							147 1 1			Exte	ended					Come	nound	Other	]
			Sample Source e.g. paddock, trucks,				Weeks in stack/bales (silage/baleage		Silage Silage Profile (Fermented) (fermented)		ofile	Silage + Vola Fatty Acid Pr (Fermente	ofile Dry Ma	Dry Matter, CP + ME Only		CpdFe		eed Crude			
Sample Identification			Description			stack, bales			only)		Silage		xtSil SilageVFA		A DMN	IE D	М	IIR	Wet Chem	Starch, CI	Lab#
								+								+					
																-					
								+								+					
Silage/Baleage Silage (pH, Dry Matter, Crude Protein, Crude Fat, Ash, Soluble Sugars, Starch, ADF, & trace elements incl Cl), SilageVFA (Silage profile plus Acetic, Butyric, Propionic ar			DF, NDF, Lign and Formic	in, Meta Acids), <b>L</b>	bolisa <b>DMME</b>	able Ener E (Dry Ma	gy, Dig atter, Cr	estibility, L ude Protei	actic Acid, . n, Digestib	Ammoni ility, Met	um N/To abolisab	tal N) le En	, ExtSil ( ergy), DM	Silage profile p I (Dry matter o	olus major nly)						
Profiles:	Meals	<b>DMME</b> (Dry M Metabolisable	fatter, Crude Pr Energy, Digest	otein, Digestil tibility) - select	bility, Meta between	bolisable E NIR analys	inergy), <b>DI</b> is <b>OR</b> We	<b>M</b> (Dry n t Chemi	natter only), <b>C</b> stry only (Price	pdFeed e Impac	(Dry ).	Matter, C	Crude F	rotein, Cru	de Fat, As	h, Solub	le Sugar	s, Sta	arch, ADF,	NDF, Lignin,	
ADDITION	IAL INSTI	RUCTIO	ONS	NB. Please samples.	advise lab	oratory if ha	azardous :	substan	ces possibly p	resent i	7	Ple	ease s	upply m	ore of:		(	spec	ify quar	ntities require	ed)
Total Number of NOTE: If more than one courier bag being sent for one farm, please indicate eg. Samples Sent 2 of 2 etc on outside of courier bag so that all samples are reported in one job.					light																
					0110	Courier Bans:															
						Oty: NZ Courier Courier Post															
											ال	Qty:	(	Other _							

PLEASE SIGN (refer to terms of trade overleaf)

Signature

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# **SAMPLING INSTRUCTIONS**

Interpretation of test data depends on the sample being taken (sampled) in the recommended manner. These notes will help to ensure that this is done. More detailed guides for specific crops are available on our website under Crop Guides. Please advise laboratory if hazardous substances possibly present in/on samples

### Feed:

- 1. Collect forage or silage sample representative of the feed source.
- 2. Take approximately 500g-1kg and place in Feed sample bag, seal and identify clearly with permanent marker pen.
- 3. Carefully check that you have filled in the request form, then promptly despatch to the laboratory. Send samples to laboratory as soon as possible after collection, or keep chilled overnight if

Feed quality tests will be analysed using NIRS technology with automatic test notation if statistical prediction outliers exist. Reference method (wet chemistry) tests are available upon request.

### **TEST SELECTIONS**

See Crop Guides on website

Note: Soil and Plant testing will incur a sample preparation fee if the basic test

### Pasture/Forage (500g minimum required)

Profile Name [Profile Code]	Tests Reported					
Feed Profile [Feed]	Dry Matter, Crude Protein, Acid Detergent Fibre (ADF), Neutral Detergent Fibre (NDF), Lignin, Soluble Sugars, Starch, Ash, Crude Fat, Digestibility (DOMD) and Metabolisable Energy (ME)					
Feed + Majors Profile [FeedMaj]	Feed + Phosphorus, Sulphur, Calcium, Magnesium, Potassium, Sodium and Chloride					
Extended Feed Profile [ExtFed]	Feed + Mixed Pasture Profile					
Dry Matter, CP + ME [DMME]	Dry Matter, Crude Protein and Metabolisable Energy (ME)					
Mixed Pasture Profile [MPast]	Nitrogen, Phosphorus, Sulphur, Potassium, Calcium, Magnesium, Sodium, Iron, Manganese, Copper, Zinc, Boron, Molybdenum, Cobalt, Selenium, Chloride, Crude Protein and Metabolisable Energy (ME)					
Complete Pasture Profile (herbage plus clover only) [CPP]	Pasture = Mixed Pasture Profile PLUS Clover = Nitrogen, Phosphorus, Sulphur, Potassium, Calcium, Magnesium, Sodium, Iron, Manganese, Copper, Zinc, Boron, Molybdenum					
Additional tests	e.g. Nitrate-N, Iodine, DCAD, Soluble Sugars, Starch, Crude Protein, Lignin					

### Silages (1kg minimum required)

Slidges (Try Illillillulli Tequilled)								
Profile Name [Profile Code]	Tests Reported							
	Dry Matter, Crude Protein, Soluble Sugars, Starch, Ash, Acid Detergent Fibre (ADF), Neutral Detergent Fibre (NDF), Lignin, Crude Fat, Digestibility (DOMD), Metabolisable Energy (ME), pH and Ammonium N (as % Total N) and Lactic Acid							
	Silage Profile + Nitrogen, Phosphorus, Sulphur, Potassium, Calcium, Magnesium, Sodium, Chloride, Iron, Manganese, Copper, Zinc, Boron, Molybdenum, Cobalt, Selenium							
Silage + Volatile Fatty Acid Profile [SilageVFA]	Silage Profile + Acetic, Butyric, Propionic and Formic Acids							
Dry Matter, CP + ME [DMME]	Dry Matter, Crude Protein and Metabolisable Energy (ME)							

## Other Tests (500a minimum required)

Dry Matter only [DM]	All Feeds
wastes. May not be available on all feedstuffs. Specifically excludes PKE, Copra and	Dry Matter, Crude Protein, Ash, ADF, NDF, Soluble Sugars, Starch, Crude Fat, DOMD, ME. Wet Chemistry testing for Compound Feeds can be requested instead of NIR, at an additional cost.  Please contact the laboratory to confirm suitability of tests for sample type.
Additional tests	Starch, Crude Fat, Chloride, Lignin

## TERMS OF TRADE

The following terms and conditions apply for work done by R J Hill Laboratories Limited (henceforth referred to as "Hills"), unless otherwise arranged by the management.

- An invoice detailing the charges for work undertaken will be forwarded by Hills with the results
- A monthly statement issued detailing all transactions up to month end, showing any amount due for payment
  Hills reserve the right to charge the customer for any bank charges associated with processing their
- payment (e.g. foreign exchange charges, dishonoured cheques, etc)

### **Payments**

- Payment to be made in NZ \$ for the amount invoiced
- Payment to Hills is due within 7 days of date of invoice for casual customers
  Full payment to Hills is due by the 20th of the month following date of invoice for customers with
- approved credit

  Hills may take immediate action to recover overdue debt in the event of the following occurring:
- (a) The customer is in default under any agreement with Hills
- (b) The customer commits an act of insolvency or bankruptcy

### **New Customers**

Hills reserves the right to require payment in advance for any work to be done and/or require the customer to fill in a credit application form prior to information being released

### Requests to invoice another customer/entity

- Hills will:

  Not release results until both customer and third party have signed an approval form for re-invoicing to occur
- Charge a \$25 plus GST re-invoicing fee to the customer

### Overdue Accounts

- If an account is overdue, Hills reserves the right to:

  Withhold results until payment is received
- Charge interest on overdue accounts at the rate of 1.5% per month from the due date until payment
- Recover from the customer any debt collection charges including commission from Debt Collection Agencies

# Poor Account History

- Hills reserves the right to:
- Require payment prior to release of results
  Refuse to undertake any further work without pre-payment
  Withdraw any special discounts or arrangements

#### **Data Release Policy**

The party who has paid Hills for the analysis has the primary right to a copy of the results of that analysis. Hills will retain a copy of all analytical results on its database and reserves the right to use those results for the development and continuous improvement of its own business. For further detail on Hills policy on the release of data, refer to our Data Release Policy document KB 28309.

- Delivery

  If Hills is unable to deliver the results or perform a service because of any cause beyond its control and the customer's order without (including any force majeure event), it may suspend delivery or cancel the customer's order without incurring any liability for loss or damage suffered by the customer

  Delivery of results shall be deemed to be made to the customer when the results are first dispatched
- from Hills in Hamilton, or collected by the customer or the customer's agent. All carriers, including couriers, are deemed to be agents of the customer

- Warranties and Conditions

  If Hills shall be under any liability whatsoever to the customer then, whether such liability be in contract, tort (including negligence and personal injury), or otherwise and notwithstanding any relief or remedy to which the customer may be entitled to under the Contractual Remedies Act 1979 or a law or in equity, such liability shall be limited to the price at which the goods or services are supplied to the customer

  Under no circumstances will Hills be liable for any financial or economic loss or consequential loss of any kind whatsoever.
- kind whatsoever

### Privacy

- The customer agrees that Hills may obtain information about the customer from any person (including any Collection Agency), for any purpose being in the course of Hills business, including credit assessment and debt collecting and the customer consents to any person providing Hills with such
- The customer agrees that Hills may use for lawful purposes any information it has about the customer relating to the customer's creditworthiness for lawful purposes

## Jurisdiction

In the event of a dispute arising between Hills and the customer, such dispute shall be governed by New Zealand Law and the place of any hearing shall be Hamilton, New Zealand

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