



ASSOCIAZIONE ITALIANA ALLEVATORI  
LABORATORIO STANDARD LATTE  
V.LE DELL'INDUSTRIA 24 - 00057 MACCARESE ROMA  
TEL. 06 6678830 FAX 06 6678811 e-mail lsl@aia.it  
www.aia.it/lsl

MOD : G08-M03



## PRICE LIST & SUBSCRIPTION MODEL 2011

(TO BE SENT BY FAX OR EMAIL TO LABORATORIO STANDARD LATTE)

LABORATORY \_\_\_\_\_  
SHIPPING ADDRESS \_\_\_\_\_  
BILLING ADDRESS \_\_\_\_\_  
TEL. \_\_\_\_\_  
FAX \_\_\_\_\_  
VAT No. \_\_\_\_\_  
e.mail \_\_\_\_\_  
CONTACT INFORMATION \_\_\_\_\_

### TERMS OF AGREEMENT

Two different models of agreement are available:

**A) Yearly supply Agreement** ☐

It considers, for the chosen product, the shipping of all the supplies scheduled for the year

**B) Single Order Agreement** ☐

It considers the shippings of the chosen products only for the times indicated by the customers

Furthermore, the two models of agreement imply:

- the possibility to require more series of products or different series of products if communicated by e-mail/fax;
- the possibility to deny in every moment the agreement subscribed, if communicated by e-mail/fax;

Only for the agreement A, the subscription is automatically renewed for the 2012 at the same conditions of the previous year, if is not previously communicated by e-mail/fax

#### To subscribe the agreement A (Yearly supply Agreement) the Customer must:

- 1 - Tick the desired supplies
- 2 - Indicate on the form G08-M03, in the box "amount/shipping", the numbers of the series and/or the single products required for the shipping. The number indicated represents the amount of products (series of products or single products) which will be shipped at each scheduled supply. In the "Amount/tot" box has to be specified the total series and/or the single products required for the entire year 2011.
- 3 - Send the subscription model filled and signed by email/fax to Laboratorio Standard Latte.

#### To subscribe the agreement B (Single Order Agreement) the Customer must:

- 1 - Tick the desired supplies
- 2 - Indicate on the form G08-M03, in the box "amount/shipping", the numbers of the series and/or the single products required for the shipping. The number indicated represents the amount of products (series of products or single products) which will be shipped at each required supply. In the "Amount/tot" box has to be specified the total series and/or the single products required for the entire year 2011.
- 3 - Indicate on the form **G08-M03A** the dates when to receive the desired products.
- 4 - Send the subscription model filled and signed by email/fax to Laboratorio Standard Latte.



**PRICELIST OF CERTIFIED REFERENCE MATERIALS AND PROFICIENCY TEST**

*(Prices have to be intended per each shipping)*

REFERENCE MATERIALS FOR FAT, PROTEIN, CASEIN, LACTOSE AND UREA		CODE	€/shipping	Amount/shipping	Amount/tot
	<b>SERIES OF 10 COW MILK SAMPLES</b> Monthly supply: I week of each month	FT001	89,00		
	<b>SERIES OF 5 COW MILK SAMPLES</b> Monthly supply: III week of each month	FT002	67,00		
	<b>SERIES OF 5 SHEEP MILK SAMPLES</b> 2 supplies per month: II and IV week (except in August)	FT585	72,00		
REFERENCE MATERIALS FOR FAT, PROTEIN, LACTOSE AND UREA		CODE	€/shipping	Amount/shipping	Amount/tot
	<b>SERIES OF 5 BUFFALO MILK SAMPLES</b> Monthly supply: II week of the month (except in August)	FT584	72,00		
	<b>SERIES OF 5 GOAT MILK SAMPLES</b> Monthly supply: IV week of the month (except in August)	FT586	72,00		
REFERENCE MATERIALS FOR FAT, PROTEIN AND LACTOSE		CODE	€/shipping	Amount/shipping	Amount/tot
	<b>SERIES OF 5 FROZEN WHEY SAMPLES</b> Four supplies per year	FT509	56,00		
REFERENCE MATERIALS FOR SOMATIC CELLS		CODE	€/shipping	Amount/shipping	Amount/tot
	<b>SERIES OF 20 MILK SAMPLES</b> Four supplies per year	FT006	180,00		
	<b>SERIES OF 5 FROZEN COW MILK SAMPLES</b> Quattro spedizioni annuali	FT583	75,00		
	<b>PILOT SAMPLE (~ 350.000 cells/ml)</b> Four supplies per year	FT041A	5,50		
	<b>PILOT SAMPLE (~ 1.300.000 cells/ml)</b> Four supplies per year	FT041B	5,50		
REFERENCE MATERIAL FOR UREA		CODE	€/shipping	Amount/shipping	Amount/tot
	<b>Standard 1</b> Four supplies per year	FT110A	5,50		
	<b>Standard 0</b> Four supplies per year	FT110B	5,50		
	<b>SERIES OF 4 MILK SAMPLES</b> Four supplies per year	FT223	35,00		
REFERENCE MATERIAL FOR TOTAL BACTERIA COUNT		CODE	€/shipping	Amount/shipping	Amount/tot
	<b>SERIES OF 4 SAMPLES</b> Two supplies per year	FT206	29,00		
	<b>PILOT SAMPLE</b> Two supplies per year	FT208	8,50		
REFERENCE MATERIAL FOR KJELDAHL		CODE	€/shipping	Amount/shipping	Amount/tot
	<b>LYOPHILIZED MILK SAMPLE</b> Two supplies per year	FT037	6,00		
REFERENCE MATERIAL FOR CRYOSCOPY (FREEZING POINT)		CODE	€/shipping	Amount/shipping	Amount/tot
	<b>SERIES OF 3 WATER SOLUTIONS</b> Two supplies per year	FT210	11,00		
	<b>Pilot sample (-520 m°C)</b> Two supplies per year	FT480A	5,50		
	<b>Pilot sample (-540 m°C)</b> Two supplies per year	FT480B	5,50		



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REFERENCE MATERIAL FOR ANTIBACTERIAL SUBSTANCES IN MILK		CODE	€/shipping	Amount/shipping	Amount/tot
	<b>NEGATIVE CONTROL</b> Two supplies per year	FT308A	3,50		
	<b>POSITIVE CONTROL FOR PENICILLIN G MRL</b> Two supplies per year	FT308B	3,50		
	<b>POSITIVE CONTROL SULFAMIDIC MRL</b> Two supplies per year	FT308D	3,50		
REFERENCE MATERIAL AFLATOXIN M1		CODE	€/shipping	Amount/shipping	Amount/tot
	<b>SERIES OF 4 SAMPLES for ELISA METHOD</b> Two supplies per year	FT395	105,00		
	<b>SINGLE SAMPLE for ELISA METHOD</b> Two supplies per year	FT391E	32,00		
	<b>SINGLE SAMPLE for HPLC METHOD</b> Two supplies per year	FT391H	32,00		
REFERENCE MATERIAL AFLATOXIN B1		CODE	€/shipping	Amount/shipping	Amount/tot
	<b>SERIES OF 4 SAMPLES OF CORN FLOUR</b> Two supplies per year	FT409	84,00		
	<b>SINGLE SAMPLE OF CORN FLOUR</b> Two supplies per year	FT410	26,00		
REFERENCE MATERIAL DON		CODE	€/shipping	Amount/shipping	Amount/tot
	<b>SERIES OF 2 SAMPLES OF CORN FLOUR</b> Two supplies per year	FT477	42,00		
REFERENCE MATERIAL ZEARELENON		CODE	€/shipping	Amount/shipping	Amount/tot
	<b>SERIES OF 2 SAMPLES OF CORN FLOUR</b> Two supplies per year	FT478	42,00		
REFERENCE MATERIAL OCHRATOXIN A		CODE	€/shipping	Amount/shipping	Amount/tot
	<b>SERIES OF 3 SAMPLES OF GRINDED GRAIN</b> Two supplies per year	FT479	63,00		
REFERENCE MATERIAL FUMONISIN		CODE	€/shipping	Amount/shipping	Amount/tot
	<b>SERIES OF 2 SAMPLES OF CORN FLOUR</b> Two supplies per year	FT511	63,00		
TEACHING AND TRAINING COURSES		CODE	€/shipping	Amount/shipping	Amount/tot
	<b>Teaching and Training Courses care of to LSL</b> to agree with Laboratorio Standard Latte	FT587	500,00		














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PROFICIENCY TEST		CODE	€/shipping	Amount/shipping	Amount/tot
	<b>ROUTINE METHOD</b> Six supplies per year	FT012	200,00		
	<b>REFERENCE METHOD</b> Five supplies per year	FT019	63,00		
	<b>REFERENCE METHOD- SHEEP MILK</b> Three supplies per year	FT307	26,00		
	<b>REFERENCE METHOD- BUFFALO MILK</b> Three supplies per year	FT476	26,00		
	<b>REFERENCE METHOD- GOAT MILK</b> Three supplies per year	FT563	26,00		
	<b>TOTAL BACTERIA COUNT</b> Four supplies per year	FT215	42,00		
	<b>MICROORGANISMS @ 30° C</b> Four supplies per year	FT309	47,00		
	<b>CRYOSCOPY (Freezing Point)</b> Two supplies per year	FT216	26,00		
	<b>SOMATIC CELLS</b> Four supplies per year	FT217	26,00		
	<b>UREA</b> Four supplies per year	FT218A	26,00		
	<b>UREA FOR INFRARED</b> Four supplies per year	FT218B	26,00		
	<b>CHEESE</b> Two supplies per year	FT469	158,00		



PROFICIENCY TEST MYCOTOXINES		CODE	€/shipping	Amount/shipping	Amount/tot
	<b>AFLATOXIN M1 - ELISA METHOD</b> Two supplies per year	FT333E	79,00		
	<b>AFLATOXIN M1 - HPLC METHOD</b> Two supplies per year	FT333H	79,00		
	<b>AFLATOXIN M1 -ELISA and HPLC METHOD</b> Two supplies per year	FT334	137,00		
	<b>AFLATOXIN B1 -ELISA or HPLC METHOD</b> Two supplies per year	FT341	79,00		
	<b>AFLATOXIN B1 -ELISA and HPLC METHOD</b> Two supplies per year	FT342	137,00		
	<b>DEOXYNIVALENOL (DON) -ELISA or HPLC METHOD</b> One supply per year	FT470	63,00		
	<b>DEOXYNIVALENOL (DON) -ELISA and HPLC METHOD</b> One supply per year	FT472	116,00		
	<b>ZEARALENOL -ELISA or HPLC METHOD</b> One supply per year	FT473	63,00		
	<b>ZEARALENOL -ELISA and HPLC METHOD</b> One supply per year	FT475	116,00		
	<b>OCHRATOXIN A -ELISA or HPLC METHOD</b> One supply per year	FT425	63,00		
	<b>OCHRATOXIN A -ELISA and HPLC METHOD</b> One supply per year	FT427	116,00		
	<b>FUMONISIN -ELISA or HPLC METHOD</b> One supply per year	FT510	63,00		
	<b>RING TEST "FUMONISINA" -ELISA and HPLC METHOD</b> One supply per year	FT512	116,00		



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SHIPPING COSTS		CODE	€/shipping	
	PACKAGING COST AND SHIPPING COST BY UPS TNT TRACO SDA	FT011	*	
	PACKAGING COST AND AIR SHIPPING COST BY EXPRESS COURIER	FT116	*	
	PACKAGING COST	FT036	*	

\*The cost will depend by the courier's pricelist

### ***Shipping Conditions***

All the samples of raw milk have been added of Bronopol as preservative (concentration of Bronopol and Sodium Azyde (0,02% each). All the samples, before shipping, are refrigerated at  $3^{\circ}\text{C} \pm 2^{\circ}\text{C}$ . Although to ship the samples are used polystyrene boxes and ice package, the cold chain can't be totally guaranteed. The delivery of the samples should happen within 48 h by the shipping.

- If, your LAB has already, subscribed to another courier send us the account number and we'll charge only for packaging costs.
- Please, contact Laboratorio Standard Latte if you don't receive the pack within 72 h, otherwise the Lab will be charged in any case.

### ***Payment Conditions***

- The payment has to be regulated, by bank transfer, within 1 month of receipt of invoice (IBAN code is reported on the invoice).
- If the LAB subscribes for more products for the same day, only one shipping cost will be charged.
- The VAT is regulated according to the law.

### ***Privacy and Further Communications***

- Laboratorio Standard Latte (LSL) can modify, for operative reasons, the shipping schedule of the reference materials and Proficiency Test. The LSL will inform in advance by a written communication.
- Laboratorio Standard Latte has the due to guarantee the privacy about the customers' information.
- If requested, technical information about the samples are available.

**DATE**

**STAMP AND SIGNATURE**