Dear Valued Client,

Thank you for inquiring about the Kansas Value Added Foods Lab (KVAFL) at Kansas State University. We offer a wide variety of services, including, but not limited to:

- Nutrition Facts Panel Generation and Ingredients Listing
- Chemical and Physical Testing: pH (acidity), Brix (percent solids), Aw (water activity), Color Analysis, Microbiological Testing, Shelf-life Testing
- Process Authority services
- Educational Opportunities for Food Processors such as: HACCP (Hazard Analysis Critical Control Points)

Please read through this entire document for important information on our services and in-state and out-of-state pricing prior to sending any products to the KVAFL.

For more information about our capabilities, please visit our website (ksre.k-state.edu/kvafl) which describes the value-added services available at Kansas State University Research and Extension. Our services to our Kansas clients are at greatly reduced costs thanks to support from the Kansas Department of Agriculture (KDA).

Also, please bear in mind, under Kansas laws, food processed for retail sales must be manufactured in a facility inspected and approved by the KDA. For more information, go to www.agriculture.ks.gov/fsl or contact KDA at (785) 564-6767 or KDA.FSL@ks.gov

From the Land of Kansas is a benefit-based program for Kansas companies. Enrolling in this program will give you access to reduced prices for any of our services. If you wish to become part of this trademark program or have questions about the various membership levels and benefits, contact the trademark team at (785) 564-6759 or http://agriculture.ks.gov/divisions-programs/agricultural-marketing-advocacy-and-outreach-team/from-the-land-of-kansas.

If you have any questions, please don’t hesitate to e-mail (kvafl@ksu.edu) or call the KVAFL at (785) 532-1294. We look forward to working with you in the future.

Jeanette Thurston
Director and Professor
Food Science Institute
# Client Testing Packages

<table>
<thead>
<tr>
<th>TYPE OF PRODUCT</th>
<th>INCLUDES</th>
<th>WHAT TO SEND</th>
<th>TEST DURATION</th>
<th>Kansas Customer Pricing</th>
<th>Out-of-State Customer Pricing</th>
</tr>
</thead>
<tbody>
<tr>
<td>Canned</td>
<td>• pH</td>
<td>• Call for instructions on how many product samples to send</td>
<td>Maximum 4 weeks</td>
<td>$150 per product</td>
<td>$300 per product</td>
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<tr>
<td></td>
<td>• Water Activity</td>
<td></td>
<td></td>
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</tr>
<tr>
<td></td>
<td>• Nutrition Facts Panel</td>
<td></td>
<td></td>
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</tr>
<tr>
<td></td>
<td>• Ingredient Statement</td>
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<td></td>
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<td></td>
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<tr>
<td></td>
<td>• Sodium Content</td>
<td></td>
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</tr>
<tr>
<td></td>
<td>• Process Authority Letter*</td>
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<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>All Other</td>
<td>• Water Activity</td>
<td>• Call for instructions on how many samples to send</td>
<td>Maximum 3 weeks</td>
<td>$100 per product</td>
<td>$200 per product</td>
</tr>
<tr>
<td></td>
<td>• Nutrition Facts Panel</td>
<td></td>
<td></td>
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<td></td>
</tr>
<tr>
<td></td>
<td>• Ingredient Statement</td>
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</tr>
<tr>
<td></td>
<td>• Sodium Content</td>
<td></td>
<td></td>
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</tr>
<tr>
<td></td>
<td>• Client &amp; Product Information Sheet</td>
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</tr>
<tr>
<td></td>
<td>• Formula Sheet</td>
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</tr>
</tbody>
</table>

*$150 will be charged for every Process Authority Letter requested

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<table>
<thead>
<tr>
<th>TYPE OF SERVICE</th>
<th>INCLUDES</th>
<th>WHAT TO SEND</th>
<th>TEST DURATION</th>
<th>Kansas Customer Pricing</th>
<th>Out-of-State Customer Pricing</th>
</tr>
</thead>
<tbody>
<tr>
<td>Microbial Analysis</td>
<td>• Total plate count</td>
<td>• Call for instructions on how many samples to send</td>
<td>2 weeks</td>
<td>$50 per product</td>
<td>$100 per product</td>
</tr>
<tr>
<td></td>
<td>• Aerobic Plate Count</td>
<td>• Client &amp; Product Information Sheet</td>
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<td></td>
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<tr>
<td></td>
<td>• Yeast and Mold</td>
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<tr>
<td></td>
<td>• Coliforms (E. coli, etc.)</td>
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<td></td>
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<tr>
<td>*Please call for specific pathogen testing</td>
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<tr>
<td>Shelf-Life Study</td>
<td>• Microbial Analysis</td>
<td>• Call for how many samples to send</td>
<td>Product dependent</td>
<td>$900** per product</td>
<td>$1800** per product</td>
</tr>
<tr>
<td></td>
<td>• Physical/chemical Analysis</td>
<td>• Client &amp; Product Information Sheet</td>
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<tr>
<td></td>
<td>- pH</td>
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<td></td>
<td>- Water Activity (Aw)</td>
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<tr>
<td></td>
<td>- Sodium Content</td>
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<td></td>
<td>- Texture Analysis</td>
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<tr>
<td></td>
<td>• Nutrition Facts Panel</td>
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</tr>
<tr>
<td>Sensory / Consumer Testing</td>
<td>• Focus Group</td>
<td>• Dependent on product. Please contact us at <a href="mailto:kvafl@ksu.edu">kvafl@ksu.edu</a>.</td>
<td>Product dependent</td>
<td>Product dependent</td>
<td>Product dependent</td>
</tr>
<tr>
<td></td>
<td>• Consumer Screening</td>
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<td></td>
<td>• New Concept / Product Development</td>
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</tbody>
</table>

**From the Land of Kansas members receive discounts on these prices for one product. Level 1: 10% discount; Level 2: 25% discount; Level 3: 40% discount; Level 4: FREE

If you are in need of other services, feel free to call and inquire if it is within our capabilities.
Client & Product Information

Name

Date

Company

Address

City

State

Zip

Phone (work)

(home)

E-mail

Product(s)

#1:

Container Size(s)

#1:

#2:

#2:

#3:

#3:

Testing Needed: (mark all that apply)

Prices reflected are: (Kansas Clients/Out-of-State Clients)

- Basic Food Testing & Shelf-Stability Analysis*
  - Canned Goods ($150/$300) (If your product is acidified, send without vinegar, lemon juice, citric acid or other acidifying agents. Please call or e-mail a KVAFL consultant if you are unsure if a non-acid sample is required.)
  - Processing Parameters: Heat to (indicate temperature): ____________
    Holding time: ____________
    Fill above (indicate temperature): ____________
  - Do you invert the container after filling? (circle one) YES NO

- Nutrition Labels ($100 per product)

- All Other Products (Call for pricing)

- Shelf Life Study ($900/$1800)*

- Process Authority Letter (reformulation, etc) ($150/$300 per letter). **Multiple products or formulations may require separate process Authority letters.

- Microbial Testing ($50/$100) for full analysis; desired tests may vary according to microbial load of product; check all that apply)
  - Aerobic Plate Count ($10/$20)
  - Total Plate Count ($10/$20)
  - Yeast & Mold ($15/$30)
  - Coliforms (E. coli) ($15/$30)

- Sensory / Consumer Testing (check one or more)
  - Focus Group (call for pricing)
  - Consumer Test (100 consumers) (call for pricing)

- New Concept / Food Product Development ($ Product dependent)

- Individual Tests (check one or more)
  - pH ($15/$30)
  - Water Activity (Aw) ($15/$30)
  - Sodium Content ($20/$40)
  - Brix ($15/$30)
  - Viscosity ($65/$130)
  - Instrumental Color Evaluation ($100/$200)
  - Texture Analysis ($200/$400)
  - Gluten Testing ($65/$130)
  - Other: ______________________ (call for pricing)

- Expedited Services - +25% (Project dependent – speak with a KVAFL consultant prior to requesting)
# Formula Sheet

Please provide the ingredients used to create your product in the table below.

<table>
<thead>
<tr>
<th>Specific Ingredient (e.g. Heinz Ketchup)</th>
<th>Ingredient Weights Only (e.g., grams)</th>
<th>Ingredient Components (be sure to include all ingredient components, e.g., tomato concentrate from red ripe tomatoes, distilled vinegar, high fructose corn syrup, frozen, fresh or canned ingredient)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Include specific brand names with ingredient descriptions</td>
<td>Do not provide household measurements, e.g. teaspoons.</td>
<td></td>
</tr>
</tbody>
</table>

Providing details, such as the brand name, spec sheets, and nutrition facts panels for each ingredient expedites the generation of your Nutrition Facts Panel. Use more than one of these sheets, if necessary, or provide other documentation. We will reach out to you if we need additional information. You may be asked to contact your supplier to provide additional nutritional information so that we can develop an accurate label.

If you are in need of other services, feel free to call and inquire if it is within our capabilities.
**Client Check List**

**BEFORE SENDING ANY PRODUCTS TO THE KANSAS VALUE ADDED FOODS LAB: Call (785-532-1294) or email (KVAFL@KSU.EDU) the lab to confirm tests to be conducted, schedule a date for product testing, and confirm costs of analysis.**

**SEND ALL PRODUCTS TO:**

Kansas Value Added Foods Lab  
Kansas State University  
1530 Mid Campus Drive North  
216 Call Hall  
Manhattan, KS 66506

**MAKES CHECKS PAYABLE TO:** Kansas State University  
*Call the Kansas Value Added Foods Lab to confirm pricing prior to sending payment. Payment must be received prior to testing and can be sent along with the products to be tested.*

**DID YOU REMEMBER TO INCLUDE?**

- [ ] Product formulas and ingredient information  
- [ ] Client & Product Information Sheet with testing needs marked  
- [ ] Appropriate number of samples  
- [ ] A check for the appropriate amount

*Please be aware that your company is solely responsible for the content and accuracy of your labeling and Kansas State University assume no liability for your use of the nutrition facts labels. By submitting this application and engaging us to calculate the labels, you expressly agree to hold harmless and indemnify Kansas State University, the State of Kansas, the Kansas Board of Regents, and all their agents, officers, and employees, from all claims, demands, and causes of action of any kind that may arise as a result of its performance of these activities.*

**Confidentiality Notice:** All formulas, concepts, ideas, and/or other intellectual property of KVAFL clients shall remain confidential, and will not be used by KVAFL employees, or other Kansas State University students, for personal gain unless agreed upon by both parties.