



Sept 19, 2023

Clinton Hospital,

On behalf of the leadership team and employees at Diagnostic Laboratory of Oklahoma, I am excited to present our qualifications to serve as your clinical laboratory testing provider. DLO is an Oklahoma-based laboratory, focused on providing quality and comprehensive lab support services.

By choosing DLO as your clinical laboratory partner, you allow DLO to join with you to expand our investment in the State of Oklahoma to deliver exceptional healthcare. By selecting DLO, you will receive 24/7/365 access to Oklahoma-based IT, customer service, and logistics support that you would expect from a local provider. Because DLO is a joint venture of Quest Diagnostics, you will also receive the comprehensive test menu, state-of-the-art technology, and resources of a national lab. With DLO, you get the best of both worlds.

In addition to meeting the requirements of this Proposal, DLO can offer the additional business solutions, such as consultation, continuing education services, and processes to reduce test errors that can lead to expense reduction and cost avoidance. Above and beyond the responses we have provided, DLO is open to exploring synergistic opportunities, including, but not limited to, logistics, phlebotomy and processing.

With our extensive experience and resources, DLO has the knowledge, integrity, and passion to partner with you to provide innovative, timely and quality medical laboratory services. We want to be your trusted laboratory partner and help improve the quality of life for your patients.

Sincerely,

A handwritten signature in black ink, appearing to read "R'Nee Mullen". The signature is fluid and cursive, written over a light blue horizontal line.

R'Nee Mullen
Chief Executive Officer
Diagnostic Laboratory of Oklahoma

Corporate Office
225 NE 97th St. • Oklahoma City, OK 73114

DLO At A Glance

Through our affiliation with Quest Diagnostics, DLO can offer the high- quality, cutting-edge testing and services you expect, but from a **local** medical laboratory. In fact, more than 92% of our tests – more than 13 million a year – are conducted in our Oklahoma labs.

- One main central laboratory in Oklahoma City, a rapid response lab for STAT and same day testing in Tulsa, and 13 hospital laboratories across the state
- State-of-the-art HLA immunology lab for transplant centers and HLA testing for disease states accredited by ASHI and CAP with UNOS membership
- Service 3,500 physician practices throughout Oklahoma
- Employ more than 750 Oklahomans - more than any other medical laboratory in the state.
- Make more than 1,200 daily stops with fleet of more than 90 vehicles
- Route Service Representatives drive more than 9,500 miles per day
- Operate 44 Patient Service Centers conveniently located across Oklahoma
- In-office phlebotomists provided to more than 40 client locations across the state

DLO is celebrating over 20 years of serving Oklahomans. DLO has been #1 or #2 in employee engagement and quality metrics in all Quest Diagnostics business units since 2015. DLO is a 14-time winner of the “Best Places to Work in Oklahoma” list by *The Journal Record* and has been recognized as one of the “Best Places to Work in Healthcare” by *Modern Healthcare Magazine*.

Among many offerings, DLO is proud to have a Diversity and Inclusion Council led by a mix of employees, managers, and senior leaders with a mission to foster an environment that attracts the best talent while valuing diversity of life experiences and perspectives. The Council focuses on developing cultural competence and responsiveness as an organization, maximizing our effectiveness in project engagements with clients and partners, while considering and respecting their unique perspectives, experiences, and needs of others.

DLO is dedicated to Oklahoma and is committed to charity care in our communities. DLO supports several charitable organizations with free testing, including: INTEGRIS Community Clinic, Ministries of Jesus, Open Arms, Foundation Mano Juntas, Crossings Community Clinic, Bethesda Free Clinic and Good Shepherd Ministries.

Additionally, DLO employees are active in the DLO Cares program, supporting several causes through time, money, and other donations. DLO Cares supports, among others, the Salvation Army, American Heart Association, American Cancer Society, Habitat for Humanity, Juvenile Diabetes Foundation, Leukemia & Lymphoma Society, Department of Human Services in Oklahoma City, and the American Red Cross.

DLO Central Laboratory

DLO's 70,000-square-foot central lab facility in Oklahoma City houses all of our comprehensive service departments: the central laboratory, logistics, specimen management, technical leadership, client services, IT, field operations, billing and finance, materials management, compliance, and administration, as well as the AmeriPath Oklahoma lab.

Our central laboratory provides diagnostic testing in the areas of Chemistry, Hematology, Immunology, Serology, Molecular, Cytology, and Microbiology including Acid Fast Bacillus (AFB), Mycology and Virology.

Each department is equipped with state-of-the-art instrumentation which provides accurate and precise patient test results each day. The lab is open 365 days a year on a 24-hour/7-day a week basis. Testing is performed in the clinical laboratory using 14 families of analyzers. These testing platforms are maintained to the highest quality standards and allow DLO to provide a comprehensive test menu to all of its hospitals and physician clients. More than 92% of tests are performed at a local DLO lab, providing next day turnaround times for the vast majority of tests.

DLO's Microbiology department offers a full array of culture and sensitivity testing on multiple specimen types and is focused on patient pathogens. It also houses a Biosafety Level 3 area that allows DLO to perform such testing as mycology, virology and Acid Fast Bacillus (AFB) testing which would otherwise be sent to a specialty laboratory out of state. In-house testing provides efficient turnaround time and superior support of the specimen. This is especially geared toward hospitalized patients for improved diagnosis and treatment which could minimize the length of stay.

Logistics

DLO employs 65 Route Service Representatives (RSRs) that cover all 77 counties of Oklahoma each day. DLO's RSRs go through extensive training in proper specimen handling and transportation techniques and utilize electronic tracking of specimens enabling DLO to monitor the location, temperature, and status of specimens at all times. DLO Logistics is available 24/7, 365 days a year. Further, DLO will provide a customized pickup schedule based on your needs.

DLO Logistics Mission Statement – DLO Logistics will strive to provide service beyond what is expected.

Clinical Laboratory Reporting of Results

For all clinical testing done at our Central Lab, DLO has an 8:00 a.m. turn-around time target. For tests with longer test-time methodology (i.e., microbiology), turn-around time may be longer based on culture type. STAT testing will also be provided per the Proposal.

DLO CAP & CLIA Certified

See website for copies of certifications. Duncan Regional Hospital is similar to your situation; see reference letter on next page.

Reference Letter



July 7, 2021

To Whom It May Concern:

DRH Health is pleased to provide a reference for the Diagnostic Laboratory of Oklahoma. Since 2017, DLO has provided reference laboratory services for DRH's two hospitals, 13 rural outreach clinics, and seven specialty clinics in the Duncan area. DLO has also provided cytology services for DRH since 2020.

DLO's IT staff was instrumental in setting up a complete, bi-directional interface, producing a smooth transition to ensure timely and critical lab results for our providers throughout our system of hospitals and clinics. The IT staff at both DRH and DLO continue to have direct communication for test build and mapping projects and ongoing monitoring of our interface.

DLO has demonstrated a true partnership as we work together for process improvements that serve our providers, patients, and lab staff. The actual test of a good reference lab is the communication and service you get after the interface implementation. The work of identifying and eliminating issues that create unnecessary spending or actions is our goal. We have worked together to develop many solutions during our four-year relationship to help achieve this goal and streamline our laboratory process. Currently, DLO has asked us to collaborate with them in a process improvement program to reduce 'tests in question' and 'tests not performed.' Together, we meet weekly to discuss the past week's scenarios and identify any actions that would make our operations more efficient.

DLO emphasizes quality results, focusing on specimen integrity in transport and extensive QC/QA programs led by highly trained technologists, coupled with transparent communication that supports the services needed each day for optimal patient care. DLO is a true partner offering many more programs than just clinical referral testing, including experts speaking to physicians about any of their healthcare centers of excellence such as Cardiology, Neurology, Immunology, Molecular, Genetics, and Wellness, to name a few.

DRH Health values our strong relationship with DLO as we work together to provide compassionate and exceptional healthcare while improving our community's health.

Sincerely,

Lisa Ledford, Lab Director
Duncan Regional Hospital

Roger Neal, VP, Chief Operating Officer
DRH Health

9/21/2023

DLO Proposed Pricing for Clinton Hospital
 As Directed by Clinton Hospital: **Premiere GPO - Tier One**
 Using Premiere Pricing with **10 "Hot List"**



DIAGNOSTIC
 LABORATORY
 OF OKLAHOMA.

Based on 2022 Annual Utilization
 Service Includes: Supplies, Logistics Pickups, Electronic Portal and/or Interface into
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<u>DLO Test Code</u>	<u>DLO Test Name</u>	<u>2022 Annual Utilization</u>	<u>Proposed Price per Test</u>
0004485	CULTURE, GP. A STREP	1020	\$ 8.00
0000395	CULT, (U) ROUTINE	624	\$ 8.00
UR1P	PRESUMPTIVE ID 1 M	516	\$ 2.34
1UR	ORG ID 1 /	300	\$ 2.34
1UR1	SUSC-1	288	\$ 5.86
0000457	FERRITIN	180	\$ 7.70
0004550	CULTURE, AEROBIC BAC	168	\$ 11.03
0007573	IRON, TOTAL, & IBC	168	\$ 7.64
0090417	MRSA CULTURE SCREEN	132	\$ 8.76
1ID	ORG ID 1	120	\$ 2.34
0034429	T-3, FREE	108	\$ 7.70
0000927	VITAMIN B12	96	\$ 6.60
1ID1	SUSC-1	96	\$ 5.86
0004420	CRP	84	\$ 6.60
0005819	CA 15-3	84	\$ 15.27
0029493	CA27.29 CHIRON/BAYER	84	\$ 13.20
0000599	LEAD, (B)	72	\$ 8.80
0000978	CEA	72	\$ 15.40
0097391	SARS COV W/COV 2 RNA	72	\$ 100.00
0000747	PROTEIN ELECTRO.	60	\$ 15.22
0000859	T-3, TOTAL	60	\$ 9.90
0000466	FOLATE,SERUM	48	\$ 6.60
0011234	KAPPA/LAMBDA W/RATIO	48	\$ 160.00
0091664	C DIFF TOXIN W/REFL	48	\$ 24.20
1AE1	SUSC-1	48	\$ 5.86
0000873	TESTOSTERONE,MALE,IA	36	\$ 11.00
0004469	ANAEROBIC CULT. W/GS	36	\$ 13.48
0030264	SHIGA TOXINS E.COLI	36	\$ 59.40
0091431	HIV1/2 AG/AB,4 W/RFL	36	\$ 60.00
0000470	FSH	24	\$ 7.70
0000512	HEP A IGM AB	24	\$ 8.80
0000549	IMMUNOFIXATION, SERUM	24	\$ 20.90
0000561	INSULIN	24	\$ 8.80
0000681	OVA AND PARASITE	24	\$ 11.00
0004021	ESTRADIOL	24	\$ 17.60
0004556	CULTURE,SPUTUM/LOWER RESP	24	\$ 20.19
0005081	THYROID PEROXID AB	24	\$ 12.32
0008475	HEP B SURFACE AB QN	24	\$ 11.00
0011363	CT/GC RNA,TMA,UROGEN	24	\$ 44.00
0029256	CA125	24	\$ 13.20
0036126	RPR(DX)REFL FTA	24	\$ 3.41
0037468	RMSF TITER,(IGG)	24	\$ 17.12
1UR2	SUSC-2	24	\$ 11.72
2UR	ORG ID 2	24	\$ 4.68
UR2P	PRESUMPTIVE ID 2 M	24	\$ 4.68
0000237	AFP,TUMOR (CHIRON)	12	\$ 13.20

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0000265	ASO	12	\$ 6.60
0000267	THYROGLOBULIN AB	12	\$ 6.60
0000394	CULT, THROAT	12	\$ 43.38
0000427	ERYTHROPOIETIN	12	\$ 20.90
0000502	HAPTOGLOBIN	12	\$ 9.90
0000571	IRON, TOTAL	12	\$ 3.94
0000615	LH	12	\$ 7.70
0000660	MYOGLOBIN	12	\$ 18.70
0000745	PROGESTERONE	12	\$ 11.00
0000793	RETICULOCYTE COUNT	12	\$ 4.40
0000802	RUBELLA IMMUNE	12	\$ 8.80
0000833	PATH REVIEW OF SMEAR	12	\$ 5.50
0000861	T-3 UPTAKE	12	\$ 5.50
0000916	VALPROIC ACID	12	\$ 9.90
0004212	CORTISOL, A.M.	12	\$ 9.90
0004847	PREALBUMIN	12	\$ 7.70
0004848	HEP B CORE IGM AB	12	\$ 8.80
0006421	EBV AB PANEL	12	\$ 35.04
0006447	HSV 1/2 IGG TYPE SP	12	\$ 19.80
0007137	FSH & LH (S)	12	\$ 15.40
0008593	LYME DIS IGG/M BLOT	12	\$ 42.64
0008821	TTG IGA	12	\$ 37.42
0008837	PTH,INTACT & CALCIUM	12	\$ 24.20
0010715	ADULT FOOD ALLERGY PROF	12	\$ 95.28
0011320	PROTEIN, TOTAL	12	\$ 4.01
0014839	H.PYLORI BREATH TEST	12	\$ 65.00
0015220	CYCLOSPORINE LCMSMS	12	\$ 24.20
0015934	PENTA SCREEN	12	\$ 160.00
0016558	VITAMIN D,1,25	12	\$ 22.00
0017674	MALB, RAND UR W/O CR	12	\$ 8.18
0018944	TESTOSTERONE, FREE	12	\$ 50.00
0035202	PTH,INTACT W/O CAL.	12	\$ 20.99
0036203	RPR TITER	12	\$ 3.41
0036209	ANA TITER&PATTERN	12	\$ 7.70
0036970	QUANTIFERON(R) PL 1T	12	\$ 55.00
0092475	CALR MUTATION	12	\$ 340.00
0092491	H.PYLORI UBT, PEDS	12	\$ 65.00
1AC	ORG ID 1	12	\$ 2.34
2AE	ORG ID 2	12	\$ 4.68
0000211	ACTH	6	\$ 27.50
0000216	ANTITHROMBIN III ACT	6	\$ 14.30
0000249	ANA W/RFX	6	\$ 5.50
0000255	ANTI-DSDNA AB, EIA	6	\$ 8.80
0000259	MITOCHONDRIAL W/REFL	6	\$ 12.14
0000306	CALCIUM, IONIZED	6	\$ 13.20
0000329	CARBAMAZEPINE, TOTAL	6	\$ 11.00

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0000351	COMPLEMENT C3C	6	\$ 11.22
0000353	COMPLEMENT C4C	6	\$ 11.22
0000367	CORTISOL, TOTAL	6	\$ 9.90
0000372	C-PEPTIDE	6	\$ 22.00
0000381	CREATININE (U)	6	\$ 6.46
0000388	CULTURE, CSF	6	\$ 13.20
0000389	CULTURE, BLOOD	6	\$ 11.00
0000402	DHEA-SULFATE	6	\$ 9.90
0000403	CMV IGG AB	6	\$ 11.00
0000439	ESTROGEN, TOTAL (S)	6	\$ 28.35
0000482	GGT	6	\$ 3.41
0000497	GRAM STAIN	6	\$ 2.50
0000498	HEP B SURF AG W/CONF	6	\$ 7.70
0000501	HEP B CORE AB, TOTAL	6	\$ 8.80
0000539	IMMUNOGLOBULIN A	6	\$ 8.77
0000543	IMMUNOGLOBULIN G	6	\$ 8.69
0000545	IMMUNOGLOBULIN M	6	\$ 8.77
0000593	LDH, TOTAL	6	\$ 3.41
0000618	COMPLEMENT, (CH50)	6	\$ 9.90
0000678	OSMOLALITY (U)	6	\$ 11.00
0000683	ANGIOTENSIN CONV ENZ	6	\$ 16.50
0000706	ROTAVIRUS AG DETECT.	6	\$ 15.40
0000746	PROLACTIN	6	\$ 9.90
0000750	PROTEIN ELECTRO, (U)	6	\$ 30.88
0000822	AST	6	\$ 3.21
0000891	TRANSFERRIN	6	\$ 7.70
0000896	TRIGLYCERIDES	6	\$ 3.21
0000921	VITAMIN A (RETINOL)	6	\$ 15.40
0000926	VITAMIN B6	6	\$ 15.40
0000934	VMA (U)	6	\$ 13.20
0000945	ZINC (P)	6	\$ 13.20
0000964	MEASLES AB IGG,EIA	6	\$ 9.90
0001715	TP RAND (U) W/ CREAT	6	\$ 10.47
0001777	PROTEIN C, ACTIVITY	6	\$ 34.10
0001779	PROTEIN S, ACTIVITY	6	\$ 24.20
0002804	IMCAP, WHEAT (F4)	6	\$ 7.94
0002813	IMCAP, PEANUT (F13)	6	\$ 6.52
0003930	FECAL LEUKOCYTE STN	6	\$ 8.10
0003967	FECAL FAT, QUAL	6	\$ 15.40
0004112	FTA-ABS	6	\$ 8.80
0004418	RHEUMATOID FACTOR	6	\$ 6.60
0004439	VZV IGG AB	6	\$ 6.60
0004553	CULT,FUNGUS,OTHER	6	\$ 11.00
0004554	MYCOBACT SM CULT	6	\$ 11.00
0004558	CULTURE, GENITAL	6	\$ 26.40
0004661	CARDIOLIPIN IGA AB	6	\$ 17.09

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0004662	CARDIOLIPIN IGG AB	6	\$ 17.09
0004663	CARDIOLIPIN IGM AB	6	\$ 17.09
0004698	CA 19-9 (CENTOCOR)	6	\$ 15.40
0004919	VON WILLEBRAND AG	6	\$ 96.80
0004942	SCL-70	6	\$ 15.83
0004948	PROTEIN C, ANTIGEN	6	\$ 26.40
0005042	VITAMIN B1,THIAMINE	6	\$ 18.70
0005158	ANTITHROMBIN III AG	6	\$ 25.30
0005704	COMP C3C4	6	\$ 22.44
0006419	RMSF IGG/IGM W/REFL	6	\$ 20.26
0007079	LUPUS ANTICOAG W/REFL	6	\$ 13.20
0007352	CARDIOLP AB G/M/A	6	\$ 51.27
0007943	CREATININE CLEARANCE	6	\$ 7.70
0008181	HEMOGLOBIN A1C W/MPG	6	\$ 6.60
0008459	CREATININE RAND (U)	6	\$ 6.46
0008472	HEP C AB W/REFL HCV	6	\$ 8.80
0008624	MUMPS VIRUS IGG, EIA	6	\$ 9.90
0008625	GIARDIA AG DETECTION	6	\$ 11.00
0008830	THALLIUM (B)	6	\$ 42.98
0010019	SALM/SHIG, CULTURE	6	\$ 10.00
0010062	ANTI PHOSPHATIDYLSER	6	\$ 78.02
0010600	CMV DNA QN, PCR	6	\$ 96.80
0011073	TTG IGG,IGA	6	\$ 78.22
0011173	CCP AB IGG	6	\$ 44.00
0011348	HCV QN W/RFX LIPA(R)	6	\$ 96.80
0011443	PS/PT AB (IGG)	6	\$ 26.01
0011446	PS/PT AB (IGM)	6	\$ 26.01
0014506	ENDOMYSIAL IGA AB	6	\$ 52.51
0014522	SODIUM W/O CREAT RAND UR	6	\$ 3.41
0014523	PROTEIN,TOT,W/O CREAT	6	\$ 4.01
0014693	ELASTASE EL1, STOOL	6	\$ 224.00
0015038	LKM-1 ANTIBODY(IGG)	6	\$ 42.90
0015043	ACTIN ANTIBODY (IGG)	6	\$ 9.90
0015111	DRVVT CONFIRM	6	\$ 46.37
0015142	LEVETIRACETAM	6	\$ 47.14
0015246	ENDOMYSIAL TITER	6	\$ 30.26
0015682	RHEUMATOID FACT. IGA	6	\$ 6.02
0015983	TESTOSTERONE,TOTALMS	6	\$ 11.00
0016302	CAMPY AG, EIA	6	\$ 9.80
0016377	CLOSTRIDIUM DIF TBR QL	6	\$ 95.00
0016796	CALPROTECTIN,STOOL	6	\$ 140.00
0016846	PRA LC/MS/MS	6	\$ 19.80
0017181	ALDOSTERONE,LC/MS	6	\$ 21.45
0017306	VIT D,25-OH,TOTAL,IA	6	\$ 18.70
0017900	FACTOR V (LEIDEN)	6	\$ 96.80
0017909	PROTHROMBIN GENE	6	\$ 96.80

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0019548	METANEPHRINES,FRACT	6	\$ 100.00
0019887	RNP ANTIBODY	6	\$ 30.00
0023244	ESTRONE	6	\$ 26.40
0030289	ESTRADIOL,EXTRACTION	6	\$ 85.05
0030509	VDRL, SERUM	6	\$ 16.36
0030551	TSIG	6	\$ 55.00
0030740	SHBG	6	\$ 18.70
0031789	HOMOCYSTEINE	6	\$ 22.00
0034088	CHROMATIN AUTO AB	6	\$ 55.00
0034271	EHRlichIA CHAF AB	6	\$ 55.00
0034283	RIBOSOMAL P AB	6	\$ 55.00
0034482	TACROLIMUS	6	\$ 44.00
0034879	METHYLMALONIC ACID	6	\$ 39.27
0034883	ESTRIOL,SERUM	6	\$ 28.60
0035489	HEMOGLOBINOPATHY	6	\$ 16.50
0035645	HCV RNA BY PCR,QT	6	\$ 96.80
0036330	LEVETIRACETAM IA	6	\$ 47.14
0036552	B2-GLYCO I(IGA)	6	\$ 77.77
0036553	B2-GLYCO I(IGM)	6	\$ 66.00
0036554	B2-GLYCO I(IGG)	6	\$ 66.00
0036573	LUPUS ANTICOAG HEX	6	\$ 46.37
0037478	RICKETTSIAL DIS PNL	6	\$ 80.00
0037923	SM ANTIBODY	6	\$ 11.11
0038529	HGB INDICES	6	\$ 3.26
0038567	SM/RNP ABS	6	\$ 11.12
0038568	SS A RO AB(IGG)EIA	6	\$ 10.19
0038569	SJOGRENS AB (SS-B)	6	\$ 10.19
0039448	SARS COV2 NAAT	6	\$ 100.00
0040085	HIV-1 RNA,QN,RT PCR	6	\$ 96.80
0070171	ANCA SC W/RFL TITER	6	\$ 27.50
0090389	CRYPTO AG, EIA	6	\$ 55.00
0090849	HSV1/2 IGM, W/RFL	6	\$ 13.04
0091034	MICROALBUMIN RAND UR	6	\$ 8.18
0092473	JAK2 V617F MUTATION	6	\$ 216.32
0092474	JAK2 EXON 12 MUTATN	6	\$ 220.00
0092476	MPL MUTATION	6	\$ 215.00
0092477	CSF3R MUTATION	6	\$ 195.00
0092888	QUESTASSURED VIT D	6	\$ 22.00
1AC1	SUSC-1	6	\$ 5.86
1AE	ORG ID 1	6	\$ 2.34
1AE2	SUSC-2	6	\$ 11.72
1AE3	SUSC-3	6	\$ 17.58
1BD	ORG ID 1	6	\$ 2.34
1BD1	SUSC-1	6	\$ 5.86
1FO	ORG ID 1	6	\$ 11.00
1GA	ORG ID 1	6	\$ 2.34

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1GE	ORG ID 1	6	\$ 2.34
1GE1	SUSC-1	6	\$ 5.86
1SC1	SUSC-1	6	\$ 5.86
1SP	ORG ID 1	6	\$ 2.34
1SP1	SUSC-1	6	\$ 5.86
1SP2	SUSC-2	6	\$ 11.72
2SP	ORG ID 2	6	\$ 4.68
3AE	ORG ID 3	6	\$ 7.02
000273	IMCAP, SCALLOPS (F338)	0	\$ 5.14
0002608	IMCAP, CASHEW NUT (F202)	0	\$ 7.94
0002801	IMCAP, EGG WHITE (F1)	0	\$ 7.94
0002802	COW'S MILK (F2) IGE	0	\$ 7.94
0002803	IMCAP, CODFISH (F3)	0	\$ 5.14
0002810	IMCAP, SESAME SEED (F10)	0	\$ 5.14
0002814	IMCAP, SOYBEAN (F14)	0	\$ 5.14
0002817	IMCAP, HAZELNUT (F17)	0	\$ 7.94
0002820	IMCAP, ALMOND (F20)	0	\$ 5.14
0002824	IMCAP, SHRIMP (F24)	0	\$ 5.14
0002840	IMCAP, TUNA (F40)	0	\$ 5.14
0002841	IMCAP, SALMON (F41)	0	\$ 5.14
0003489	IMCAP, WALNUT (F256)	0	\$ 7.94