

COMPARISON OF VF MANUFACTURERS



August 15th 2024
Webinar

Flavie Audoin

A photograph of two brown cows in a grassy field. Both cows are wearing dark blue collars with a silver chain and a yellow tag. The cow on the right is in the foreground, and the cow on the left is slightly behind it. They are both looking towards the camera. The background shows a green field and some trees under a bright sky.

INTRODUCTION

VF COMPANIES AVAILABLE IN 2024

VF COMPANIES TO COME...

CONCLUSION

What is new?

- Snapshot of companies available in April 2024 (always changing and evolving)
- No endorsement from the University, just presentation of the companies available
→ Alphabetical order

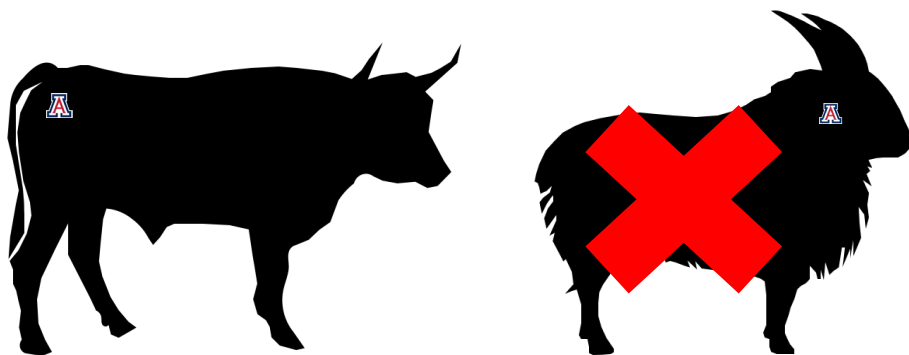


Photo credit: Nofence

Gallagher



- Also known as eShepherd collars / neckbands
- New Zealand company
- VF collars coming to the US right now
- Only for cattle, no plan to work on small ruminants



- Collars are purchased
- Solar powered
→ estimated to last for 7-10 years
- Base station: coverage of 2 to 4 miles radius



Photo credit: Gallagher

Gallagher



VF software

**Available on
computer and
mobile**

(cannot draw fences
on phone)



Type of base
station

**Multiple base
stations**

OR

Cellular network



Herd size

No max

BUT

> 50 animals

Gallagher

A green, rounded rectangular icon with a mountain silhouette at the top, containing the text "Pasture size".

Pasture size

No max
(min 45 ft x 45 ft)



Up front cost

\$250/collar

\$5,000/base station
(if necessary)



Yearly cost

Base station:
\$18/collar

OR

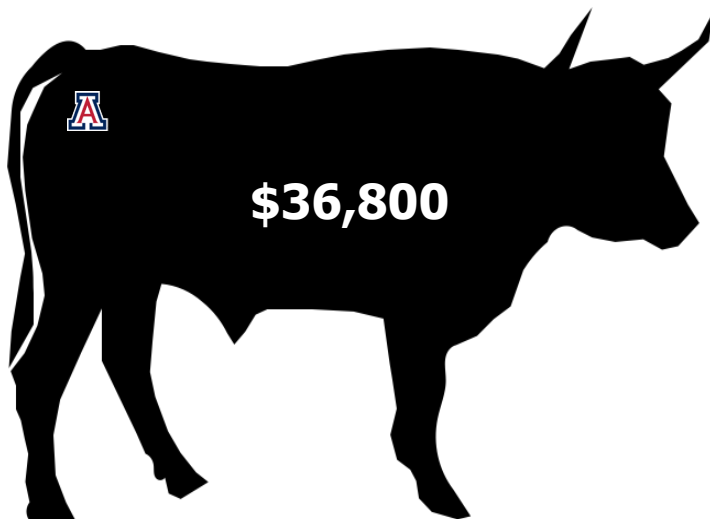
Cellular:
\$24/collar

Gallagher



- **Scenario:** Rancher has 100 cows on 10,000 acres
- **Equipment:**
 - 2 base stations = $2 \times \$5,000 = \$10,000$
 - 100 collars = $100 \times \$250 = \$25,000$
+ $\$18/\text{collar}/\text{year} = \$1,800$

1st year



Consecutive years



**Cost for 5 years = \$44,000 for 100 cows
So \$440/cow/5 years or \$88/cow/year**

**Cost for 10 years = \$53,000 for 100 cows
So \$530/cow/10 years or \$53/cow/year**

Gallagher



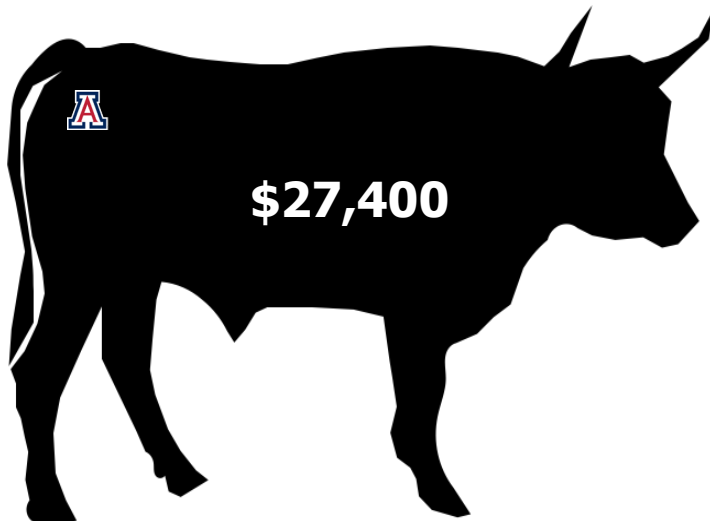
- **Scenario:** Rancher has 100 cows on 10,000 acres

- **Equipment:**

→ Cell service

→ 100 collars = $100 \times \$250 = \$25,000$
+ $\$24/\text{collar}/\text{year} = \$2,400$

1st year



Consecutive years



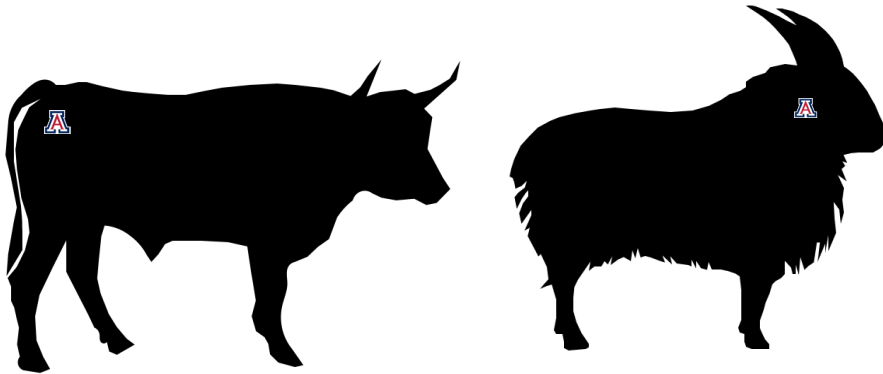
Cost for 5 years = \$37,000 for 100 cows
So \$370/cow/5 years or \$74/cow/year

Cost for 10 years = \$49,000 for 100 cows
So \$490/cow/10 years or \$49/cow/year

Nofence



- Norwegian company
- VF collars coming to the US in 2024-2025 (waitlist)
- For cattle and small ruminants



- Collars are purchased
- Solar powered
→ estimated to last for 5-10 years



Nofence

VF software

**Available on
computer and
mobile**

(Nofence app)



Type of base
station

Cellular network



Herd size

**5 – 150
animals**

NofenceA light green, rounded rectangular icon with a mountain silhouette in the background.

Pasture size

Up to ~10,000 ac
(min 1/2 acre)



Up front cost

**\$359/collar for
cows**

OR

**\$259/collar for
sheep/goats**



Yearly cost

**<50 animals
\$56 →
\$52/collar**

OR

**>50 animals
\$42 →
\$36/collar**

Nofence



	<p>First 12 months Starts when collars are delivered. Initial 12 month fixed plan</p>	<p>After 12 months Usage based, invoiced monthly Flexible plan</p>		<p>First 12 months Starts when collars are delivered. Initial 12 month fixed plan</p>	<p>After 12 months Usage based, invoiced monthly Flexible plan</p>		
<p>Under 50 collars 10 Sheep & Goat Collars 20 Collars in total</p>	<p>\$56.00 Per Collar, for the 12 month period</p>	<p>\$6.50 Per Collar, per Month for* each collar in use.</p>	<p>Under 50 collars 10 Cattle Collars 20 Collars in total</p>	<p>\$56.00 Per Collar, for the 12 month period</p>	<p>\$6.50 Per Collar, per Month for* each collar in use</p>		
<p>Above 50 collars</p>	<p>\$42.00 Per Collar, for the 12 month period</p>	<p>\$4.50 Per Collar, per Month for* each collar in use.</p>	<p>Above 50 collars</p>	<p>\$42.00 Per collar, for the 12 month period</p>	<p>\$4.50 Per Collar, per Month for* each collar in use</p>		
<p>Are you an existing customer? If you are an existing customer the system will count in the collars you currently own and eventually adjust the subscription in accordance with the total quantity of collars.</p>		<p>\$52 maximum per billing period * If used more than 8 months, the next 4 months in your 12 month billing period is free of charge.</p>		<p>Are you an existing customer? If you are an existing customer the system would add the collars you currently own and eventually adjust to the subscription for 50 collars or more.</p>		<p>\$52 maximum per billing period * If used more than 8 months, the next 4 months in your 12 month billing period is free of charge.</p>	

➔ After 12 months, you only pay for 8 months of subscription per collar

Nofence



First 12 months

Starts when collars are delivered.

Initial 12 month fixed plan

After 12 months

Usage based, invoiced monthly

Flexible plan

Under
50 collars

\$56.00

Per Collar, for the 12 month period

\$6.50

Per Collar, per Month for* each collar in use.



Above
50 collars

\$42.00

Per Collar, for the 12 month period

\$4.50

Per Collar, per Month for* each collar in use.

100 Sheep & Goat Collars
200 Collars in total

\$36 maximum per billing period

* If used more than 8 months, the next 4 months in your 12 month billing period is free of charge.



First 12 months

Starts when collars are delivered.

Initial 12 month fixed plan

After 12 months

Usage based, invoiced monthly

Flexible plan

Under
50 collars

\$56.00

Per Collar, for the 12 month period

\$6.50

Per Collar, per Month for* each collar in use



Above
50 collars

\$42.00

Per collar, for the 12 month period

\$4.50

Per Collar, per Month for* each collar in use

100 Cattle Collars
200 Collars in total

\$36 maximum per billing period

* If used more than 8 months, the next 4 months in your 12 month billing period is free of charge.

➔ After 12 months, you only pay for 8 months of subscription per collar

Nofence



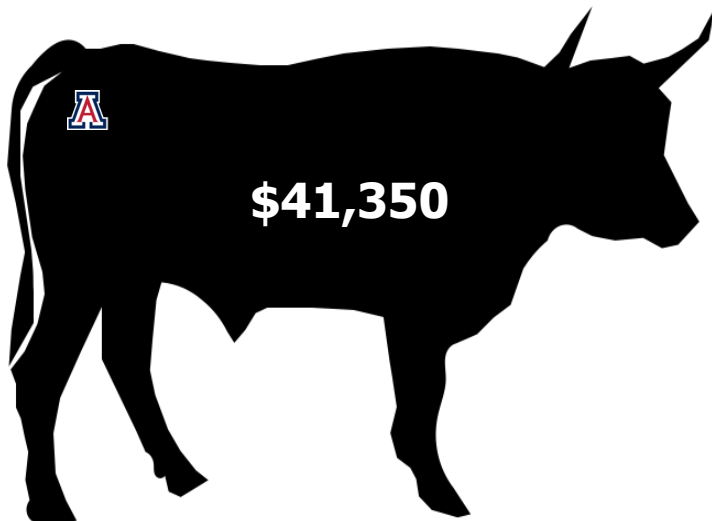
- **Longer chains**
 - If cattle's neck > 49 inches (\$6 per pair of chain, up to 65 inches)
 - If sheep or goats' neck > 18 inches (\$5 per pair of chain, up to 21 inches)
- **Shelter beacons for inside barns or shelters**
 - every 250 square feet, with minimum of 2 (\$25 per beacon for each species)
- **Spare batteries and chargers**
 - **Cattle:** charger = \$85 and batterie = \$80
 - **Sheep and goats:** charger = \$60 and batterie = \$45

Nofence



- **Scenario:** Rancher has 100 cows on 10,000 acres
- **Equipment:** → Cell service
 - 100 collars = $100 \times \$359 = \$35,900$
 - + \$42/collar/year = \$4,200 and \$36/collar/year = \$3,600 after 12 months
 - 10 Chargers = \$850 and 5 spare batteries = \$400

1st year



Consecutive years



Cost for 5 years = \$55,750 for 100 cows
So \$557.5/cow/5 years or \$111.5/cow/year

Cost for 10 years = \$73,750 for 100 cows
So \$737.5/cow/10 years or \$73.75/cow/year

Nofence

- **Scenario:** Rancher has 100 sheep or goats on 10,000 acres
- **Equipment:** → Cell service
 - 100 collars = $100 \times \$259 = \$25,900$
 - + $\$42/\text{collar}/\text{year} = \$4,200$ and $\$36/\text{collar}/\text{year} = \$3,600$ after 12 months
 - 10 Chargers = $\$600$ and 10 spare batteries = $\$450$

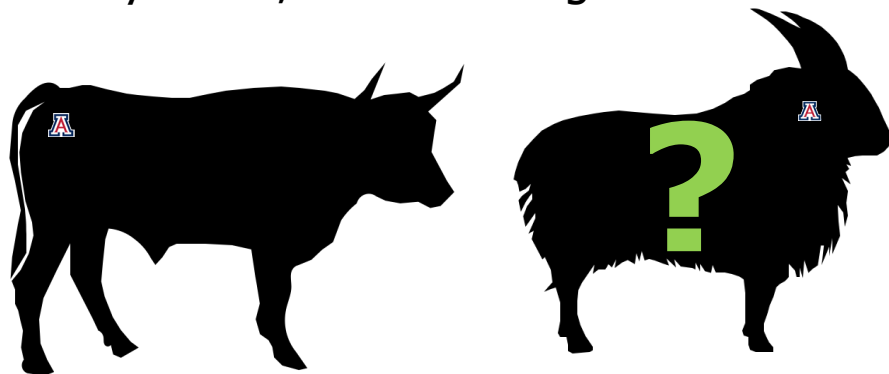
1st year**Consecutive years**

Cost for 5 years = $\$45,550$ for 100 sheep or goats
So $\$455.5/\text{sheep or goat}/5 \text{ years}$ pr $\$91.1/\text{sheep or goat}/\text{year}$

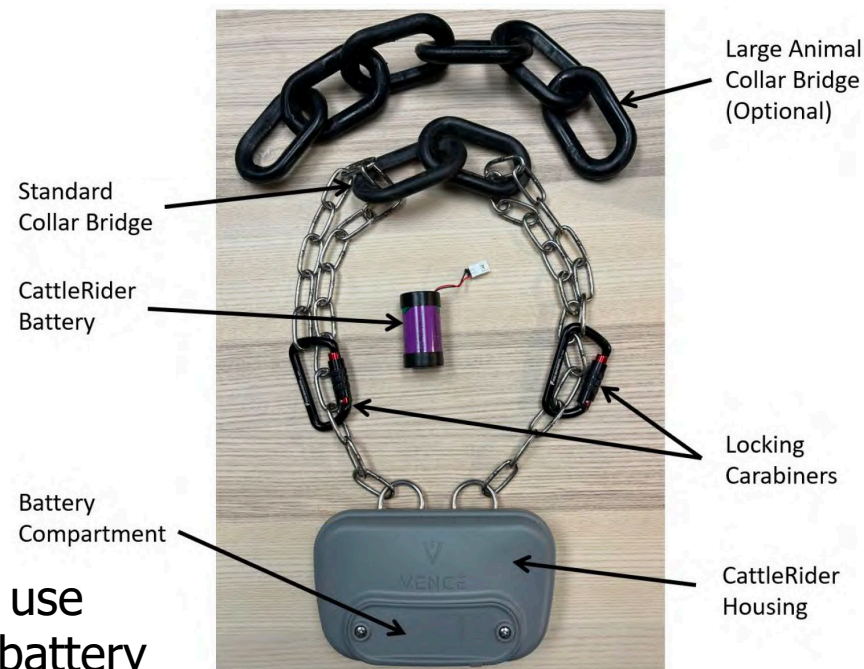
Cost for 10 years = $\$63,550$ for 100 sheep or goats
So $\$635.5/\text{sheep or goat}/10 \text{ years}$ or $\$63.55/\text{sheep or goat}/\text{year}$

Vence

- American company, Merck Animal Health
- VF collars already available in the US
- Only cattle, but are doing some research on small ruminants



- Collars are leased
- Not solar powered
 - single-use battery estimated to last 6 to 9 months depending on use
 - new design goal to increase life battery



- Base station: optimal coverage up to 15 km radius (~ 9 miles)

Vence



VF software



Type of base
station



Herd size

**HerdManager
from computer**
(not mobile friendly)

**Multiple base
stations**

No max

Vence



Pasture size

No max
(min 200 ac)



Up front cost

Pro installation
\$12,500/station

OR

Self installation
\$10,000/station



Yearly cost

\$40/collar

AND

\$10/battery

(2 batteries per
year)

Vence



VENCE

- **Scenario:** Rancher has 100 cows on 10,000 acres
- **Equipment:**
 - 2 base stations with pro installation = $2 \times \$12,500 = \$25,000$
 - 100 collars = $100 \times \$40 = \$4,000$
 - 200 batteries = $200 \times \$10 = \$2,000$

1st year



\$31,000

Consecutive years



\$6,000

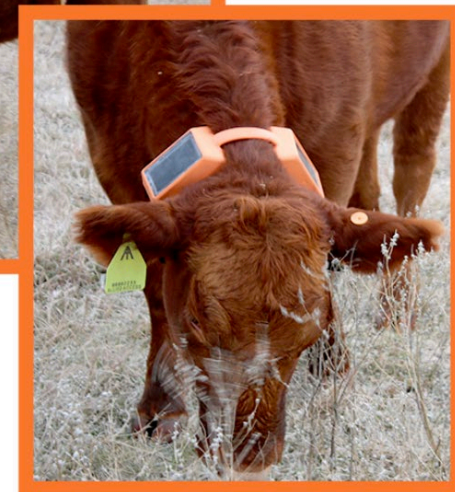
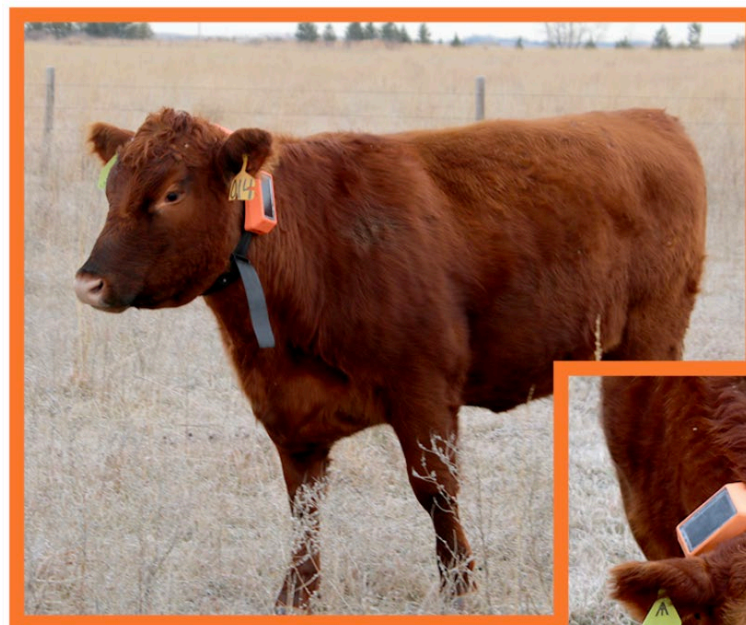
Cost for 5 years = \$55,000 for 100 cows
So \$550/cow/5 years or \$110/cow/year

Cost for 10 years = \$85,000 for 100 cows
So \$850/cow/10 years or \$85/cow/year

Corral

CORRAL

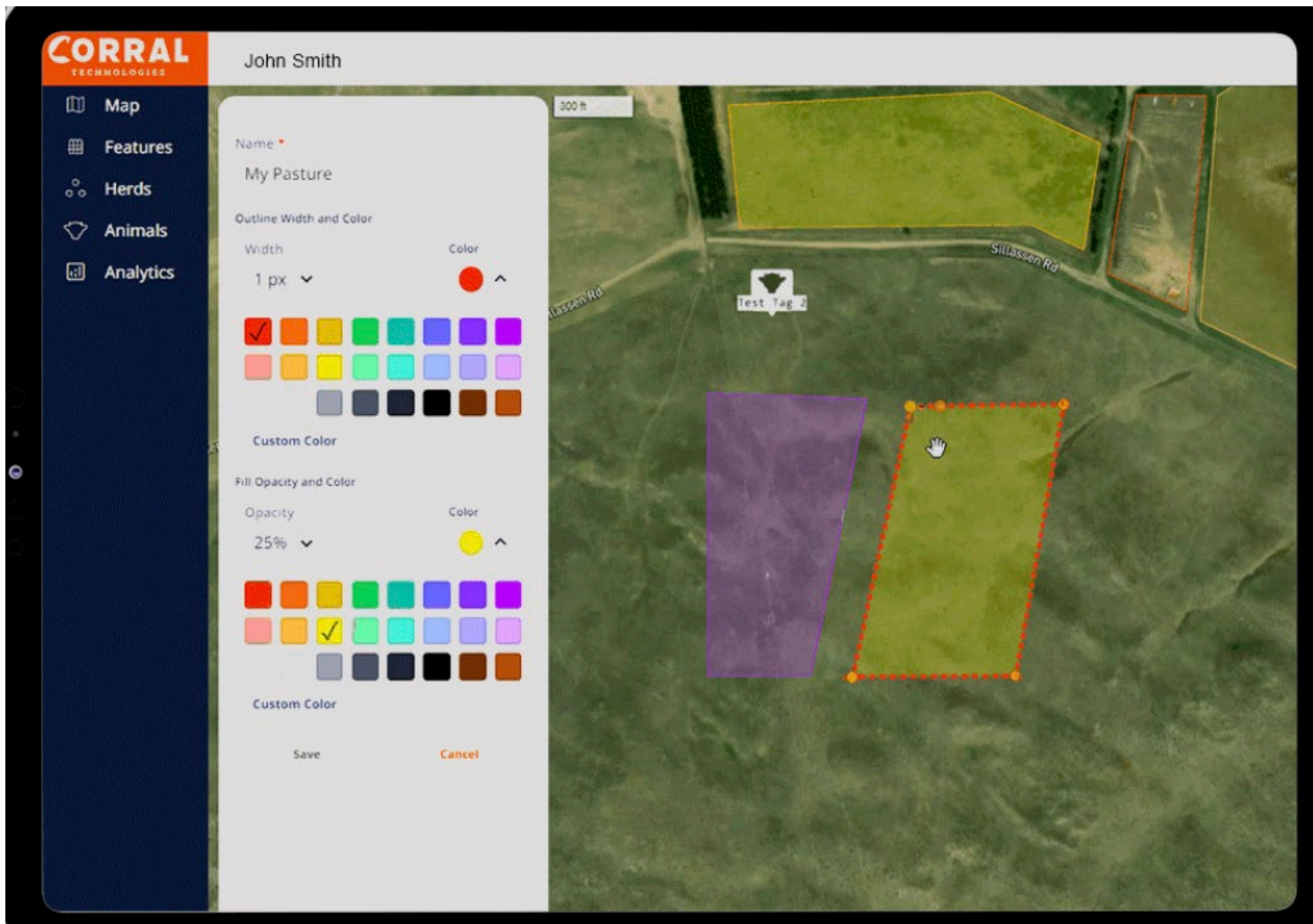
- American company
- VF collars becoming available later this year
- Only for cattle, plan to work on small ruminants in the future



- Collars are purchased
- Solar powered → estimated to last for 2 years
- Stimulation on left and right side

Photo credit: Corral

Corral



Corral

CORRAL



VF software

**Available on
computer and
mobile**

(cannot draw fences
on phone)



Type of base
station

Cellular network



Herd size

**5 – 50+
animals**

Corral

A light green, rounded rectangular icon with a faint mountain silhouette in the background.

Pasture size

> 10 cows/ac



Up front cost

\$250/collar



Yearly cost

\$50/collar

Corral

CORRAL

- **Scenario:** Rancher has 100 cows on 10,000 acres

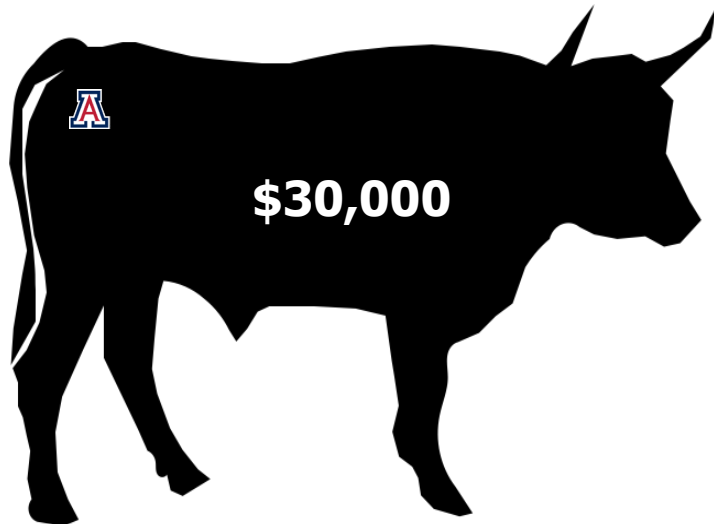
- **Equipment:**

→ Cell service

→ 100 collars = $100 \times \$250 = \$25,000$

+ $\$50/\text{collar}/\text{year} = \$5,000$

1st year



Consecutive years

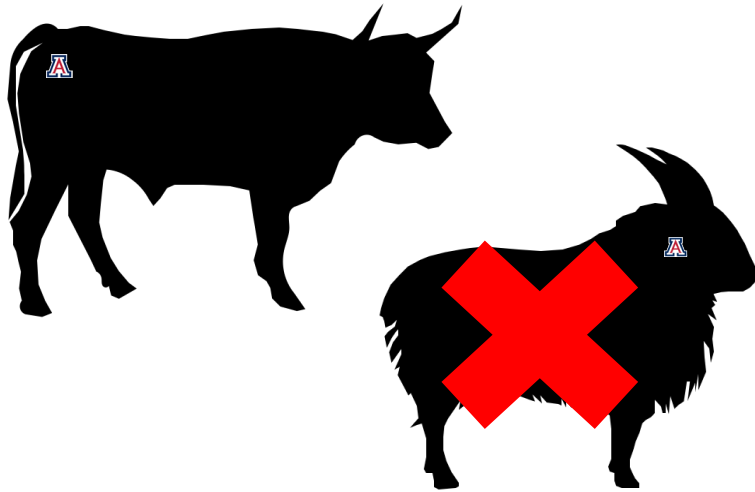


**Cost for 5 years = \$50,000 for 100 cows
So \$500/cow/5 years or \$100/cow/year**

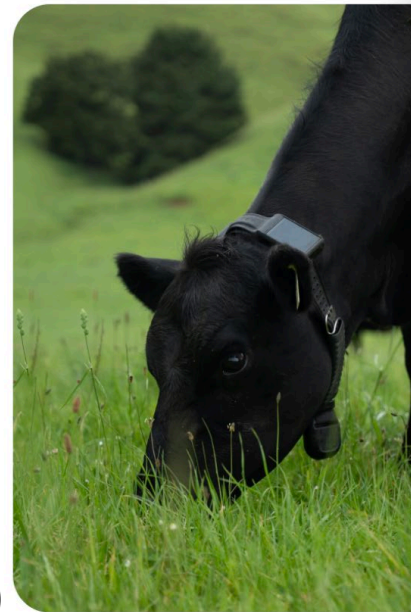
**Cost for 10 years = \$75,000 for 100 cows
So \$750/cow/10 years or \$75/cow/year**

Halter

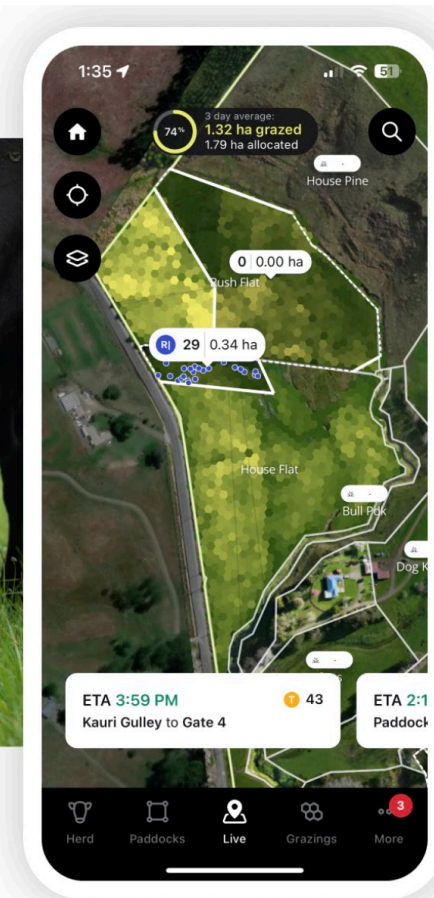
- New Zealand company
- VF collars not available
- Only for cattle, no plan to work on small ruminants



- Collars are not purchased (2 years contract)
- Solar powered → estimated to last for 5 years
- Stimulation on left and right side, and vibration



Halter®

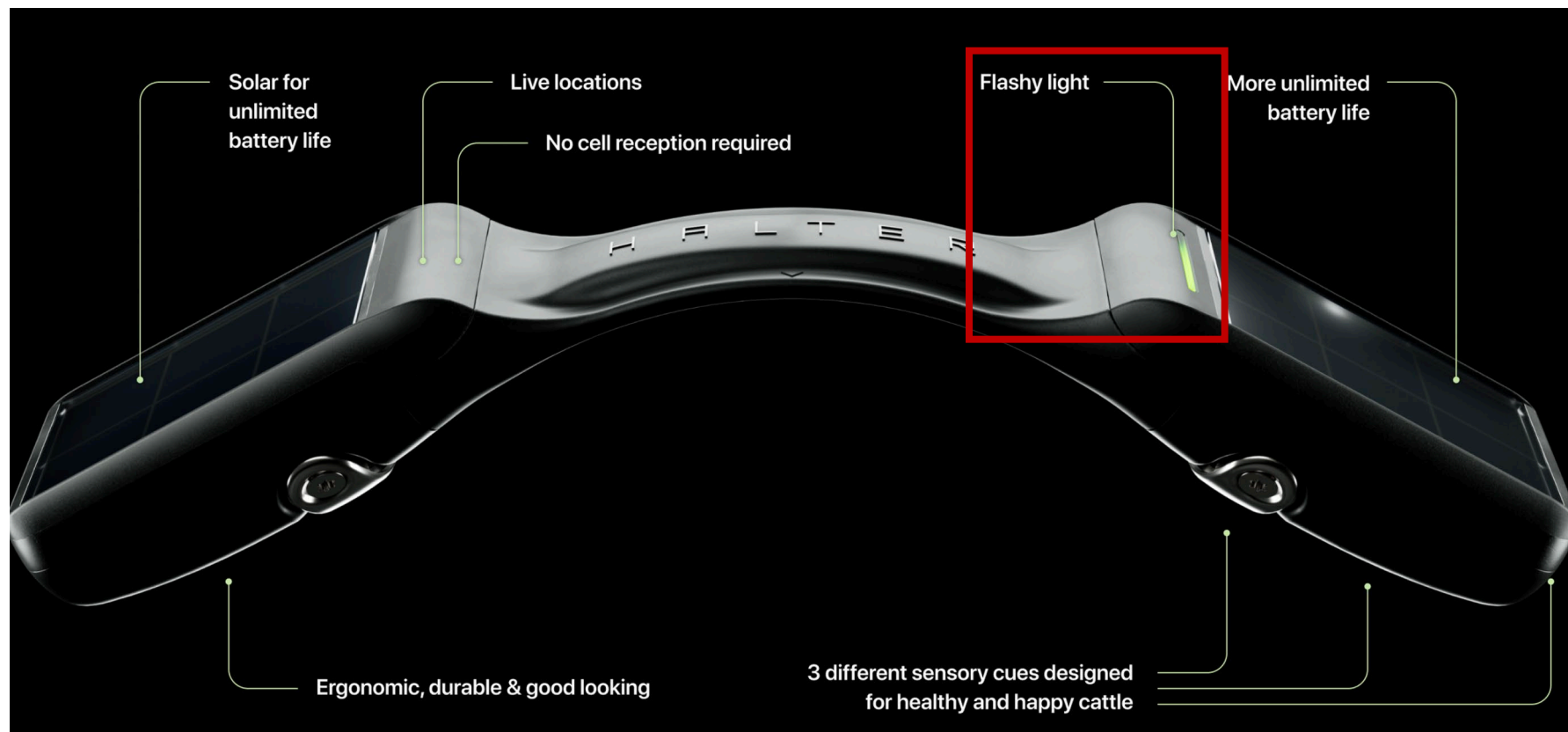


Halter



Halter®

- Collars can be put on calves over 10 months old
- Light on the collars
- Lifetime warranty



Halter



VF software

**Available on
mobile only**

(app can work on
iPad/tablet)



Type of base
station

**Multiple base
stations**



Herd size

No max

> 100 animals

Halter

A light green, rounded rectangular icon with a mountain silhouette at the top, containing the text "Pasture size".

Pasture size

No max



Up front cost

\$3,000 per base station



Yearly cost

\$60/collar

Halter



- **Scenario:** Rancher has 100 cows on 10,000 acres

- **Equipment:**

→ 2 base stations = $2 \times \$3,000 = \$6,000$

→ 100 collars = $\$60/\text{collar}/\text{year} = \$6,000$

1st year



Consecutive years



Cost for 5 years = \$36,000 for 100 cows
So \$360/cow/5 years or \$72/cow/year

Cost for 10 years = \$66,000 for 100 cows
So \$660/cow/10 years or \$66/cow/year

If you are interested in VF, you should ask yourself these questions:

- What are my objectives and goals with using this technology?
- Am I going to use the technology all year around or not?
- Am I going to use the technology on private land and/or public lands?
- Is it worth it to my operation to purchase VF technology?
- Do I have good cell coverage or not?
- Do I want to change batteries or not?



Base stations (price comparison)

AVAILABLE NOW

FUTURE...



Cell service (price comparison)

AVAILABLE NOW

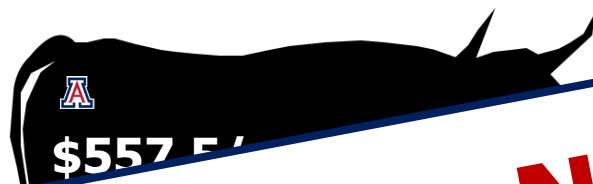
FUTURE...



Cell service (price comparison)

AVAILABLE NOW

FUTURE...



**COST SHOULD NOT BE
THE ONLY DECISION MAKER**



CORRAL

CORRAL





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Virtual Fence Program



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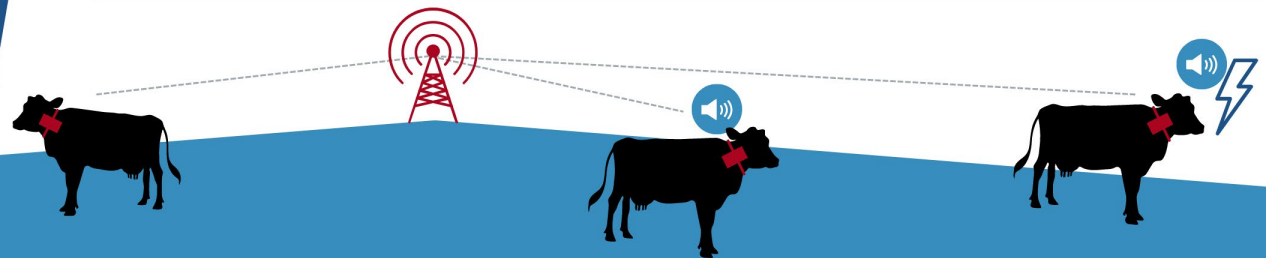
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This material is based upon work that is supported by the National Institute of Food and Agriculture, U.S. Department of Agriculture, under award number 2021-38640-34695 through the Western Sustainable Agriculture Research and Education program under project number WPDP22-016. USDA is an equal opportunity employer and service provider. Any opinions, findings, conclusions, or recommendations expressed in this publication are those of the author(s) and do not necessarily reflect the view of the U.S. Department of Agriculture.

This work is supported by the AFRI Foundational and Applied Science Program: Inter-Disciplinary Engagement in Animal Systems (IDEAS) [award no. 2022-10726] from the USDA National Institute of Food and Agriculture.

Additional funding was provided by Arizona Experiment Station, the Marley Endowment for Sustainable Rangeland Stewardship, Arizona Cooperative Extension, and The Nature Conservancy.



rangelandsgateway.org/virtual-fence

Exploring the Boundaries of Virtual Fence



Access factsheets, videos, webinars & more resources

rangelandsgateway.org/virtual-fence



Webinar 2 - October 17, 2024 - 10am PDT

Applications for Rangeland & Livestock Management



Webinar 3 - Coming Winter 2024 / 2025

Virtual Fence Economics



Supported by USDA NIFA WSARE (WPDP22-016), AFRI IDEAS (2022-10726), Arizona Experiment Station, the Marley Endowment for Sustainable Rangeland Stewardship & The Nature Conservancy

THANK YOU

ANY QUESTIONS?

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