



THE UNIVERSITY OF ARIZONA  
Cooperative Extension



Natural Resources  
& the Environment

# COMPARISON OF VF MANUFACTURERS



April 16<sup>th</sup> 2024  
X Diamond Ranch, Eager, Arizona

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

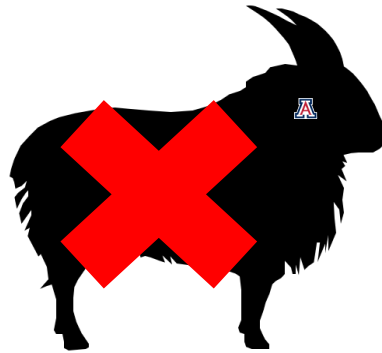
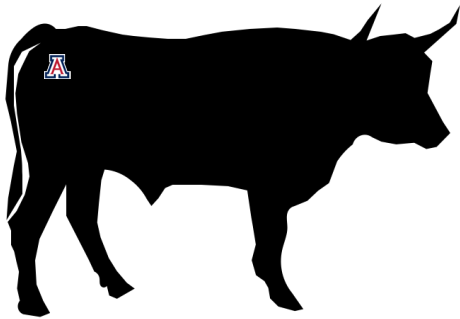


*Photo credit: Nofence*

## Gallagher



- Also known as eShepherd collars
- New Zealand company
- VF collars coming to the US in 2024 (possible to order now)
- Only for cattle, no plan to work on small ruminants



- Collars are purchased
- Solar powered
  - estimated to last for 7-10 years



*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 in the background, 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

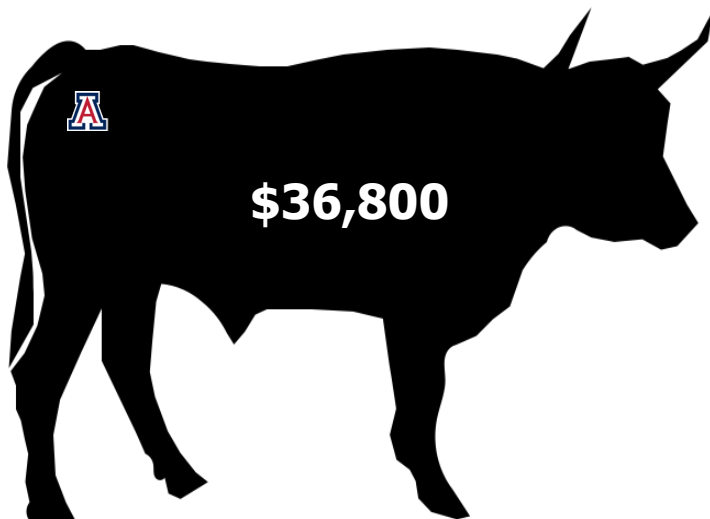
**Cellular:**  
**\$24/collar**

## Gallagher

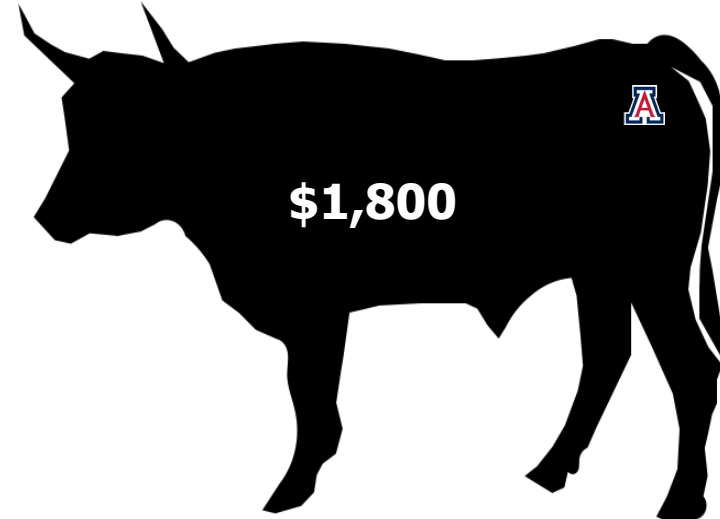


- **Scenario:** Rancher has 100 cows on 10,000 acres
- **Equipment:**
  - 2 base stations =  $2 \times \$5,000 = \$10,000$
  - 100 collars =  $100 \times \$250 = \$25,000$   
+  $\$18/\text{collar}/\text{year} = \$1,800$

**1<sup>st</sup> 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



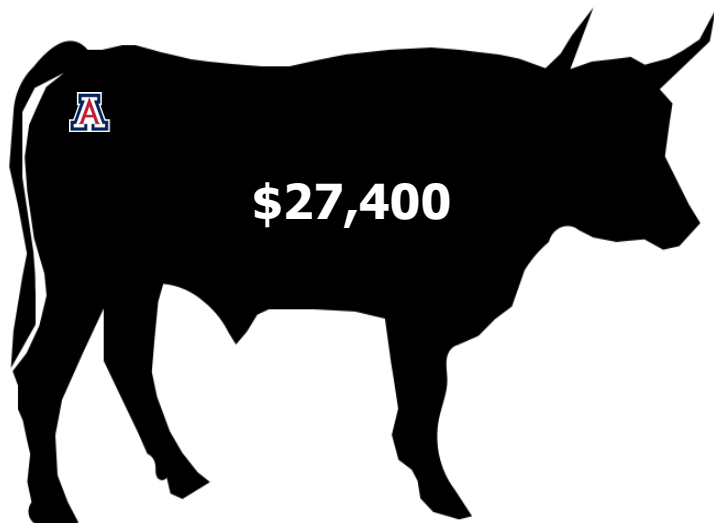
- **Scenario:** Rancher has 100 cows on 10,000 acres

- **Equipment:**

→ Cell service

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

**1<sup>st</sup> year**



**Consecutive years**



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

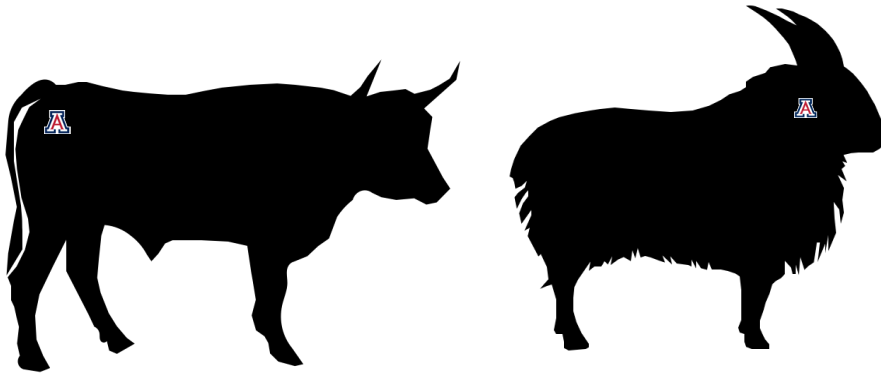
**Cost for 10 years = \$49,000 for 100 cows**  
**So \$490/cow/10 years or \$49/cow/year**



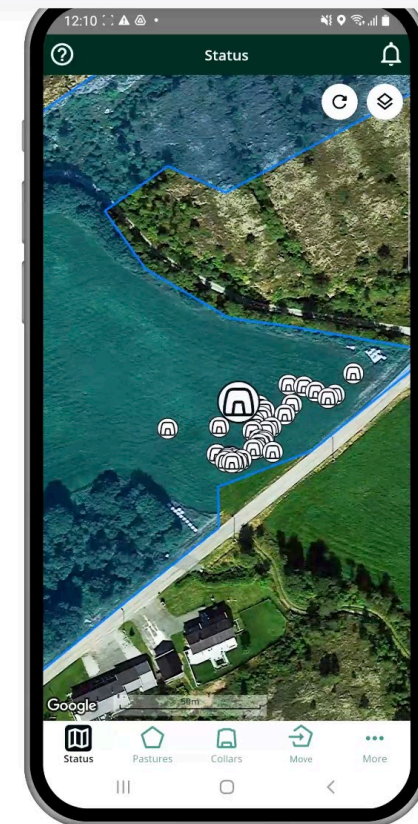
## Nofence



- 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**

**Nofence**A 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

**\$329/collar for  
cows**

OR

**\$229/collar for  
sheep/goats**



Yearly cost

**<50 animals  
\$56 →  
\$52/collar**

OR

**>50 animals  
\$42 →  
\$36/collar**

**Nofence**



	<p><b>First 12 months</b> Starts when collars are delivered. <b>Initial 12 month fixed plan</b></p> <p><b>\$56.00</b> Per Collar, for the 12 month period</p>	<p><b>After 12 months</b> Usage based, invoiced monthly <b>Flexible plan</b></p> <p><b>\$6.50</b> Per Collar, per Month for* each collar in use.</p> <p><b>\$4.50</b> Per Collar, per Month for* each collar in use.</p> <p><b>\$52 maximum per billing period</b> * If used more than 8 months, the next 4 months in your 12 month billing period is free of charge.</p>		<p><b>First 12 months</b> Starts when collars are delivered. <b>Initial 12 month fixed plan</b></p> <p><b>\$56.00</b> Per Collar, for the 12 month period</p>	<p><b>After 12 months</b> Usage based, invoiced monthly <b>Flexible plan</b></p> <p><b>\$6.50</b> Per Collar, per Month for* each collar in use.</p> <p><b>\$4.50</b> Per Collar, per Month for* each collar in use.</p> <p><b>\$52 maximum per billing period</b> * If used more than 8 months, the next 4 months in your 12 month billing period is free of charge.</p>
<p><b>Under 50 collars</b> 10 Sheep &amp; Goat Collars 20 Collars in total</p>	<p><b>Above 50 collars</b></p> <p><b>\$42.00</b> Per Collar, for the 12 month period</p>	<p><b>Above 50 collars</b></p> <p><b>\$42.00</b> Per collar, for the 12 month period</p>	<p><b>Under 50 collars</b> 10 Cattle Collars 20 Collars in total</p>	<p><b>Above 50 collars</b></p> <p><b>\$42.00</b> Per collar, for the 12 month period</p>	<p><b>Above 50 collars</b></p> <p><b>\$42.00</b> Per collar, for the 12 month period</p>
<p><b>Are you an existing customer?</b> 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><b>Are you an existing customer?</b> 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><b>Are you an existing customer?</b> 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>	

➔ 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



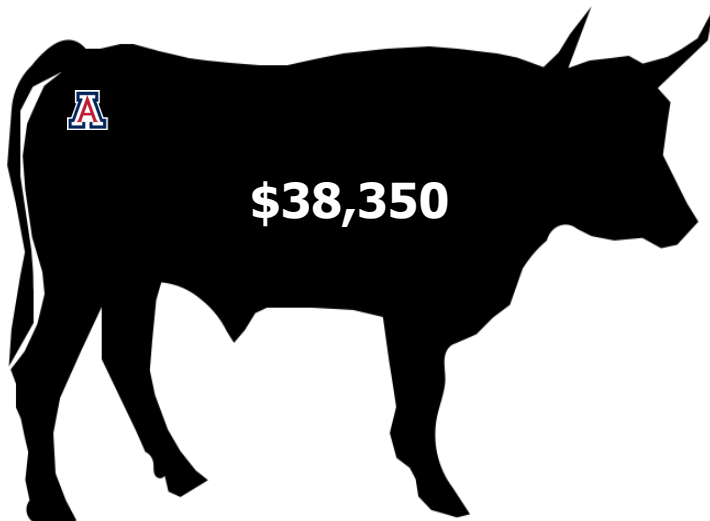
- **Longer chains**
  - If cattle's neck > 49 inches (\$6 per pair of chain, up to 65 inches)
  - If sheep or goats' neck > 18 inches (\$5 per pair of chain, up to 21 inches)
- **Shelter beacons for inside barns or shelters**
  - every 250 square feet, with minimum of 2 (\$25 per beacon for each species)
- **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 =  $100 \times \$329 = \$32,900$
  - + \$42/collar/year = \$4,200 and \$36/collar/year = \$3,600 after 12 months
  - 10 Chargers = \$850 and 5 spare batteries = \$400

**1<sup>st</sup> year**



**Consecutive years**



**Cost for 5 years = \$52,750 for 100 cows**  
**So \$527.5/cow/5 years or \$105.5/cow/year**

**Cost for 10 years = \$70,750 for 100 cows**  
**So \$707.5/cow/10 years or \$70.75/cow/year**

## Nofence

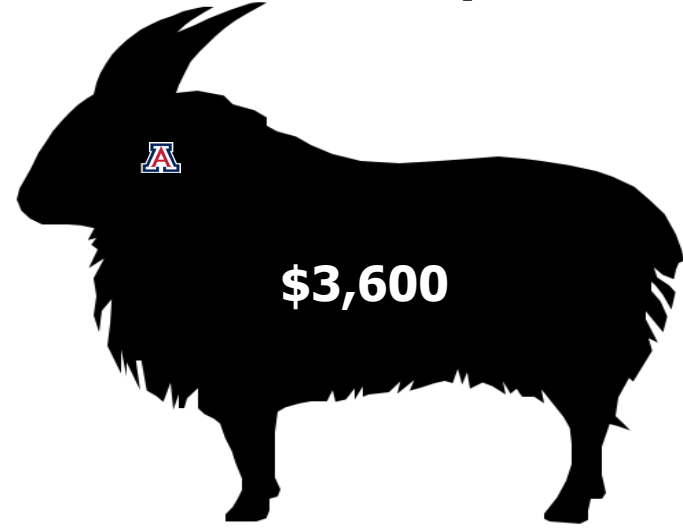


- **Scenario:** Rancher has 100 sheep or goats on 10,000 acres
- **Equipment:** → Cell service
  - 100 collars =  $100 \times \$229 = \$22,900$
  - + \$42/collar/year = \$4,200 and \$36/collar/year = \$3,600 after 12 months
  - 10 Chargers = \$600 and 10 spare batteries = \$450

**1<sup>st</sup> year**



**Consecutive years**

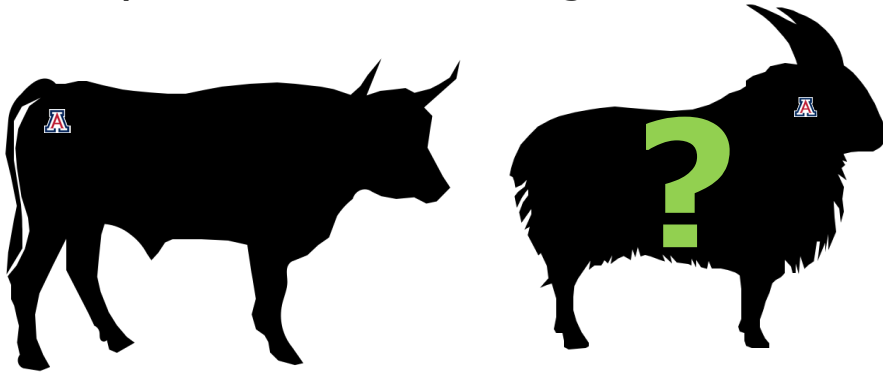


**Cost for 5 years = \$42,550 for 100 sheep or goats**  
**So \$425.5/sheep or goat/5 years pr \$85.1/sheep or goat/year**

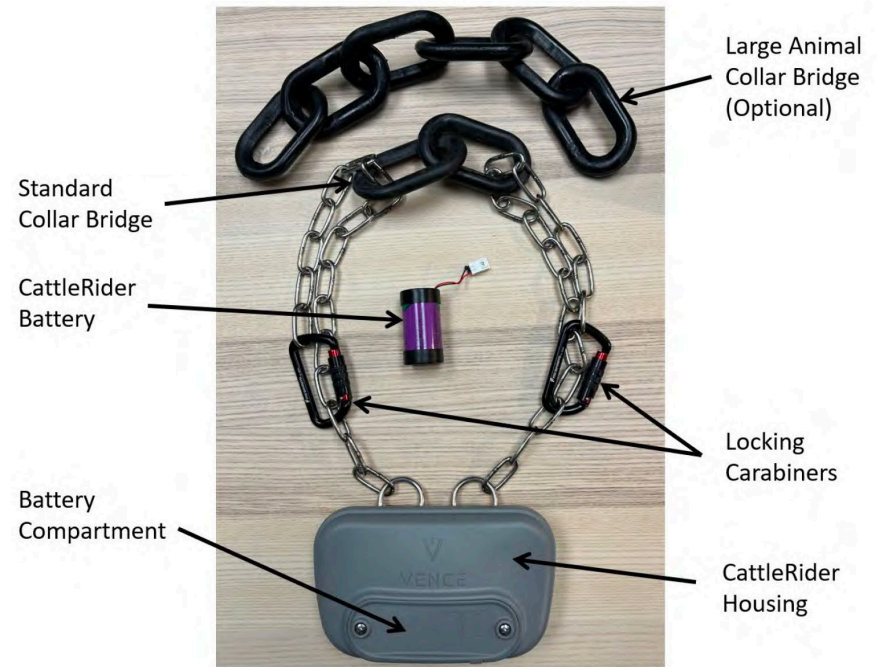
**Cost for 10 years = \$60,550 for 100 sheep or goats**  
**So \$605.5/sheep or goat/10 years or \$60.55/sheep or goat/year**

## 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
  - ➔ estimated to last 6 to 9 months
  - ➔ new design with 2 batteries



## 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 =  $200 \times \$10 = \$2,000$

**1<sup>st</sup> year****Consecutive years**

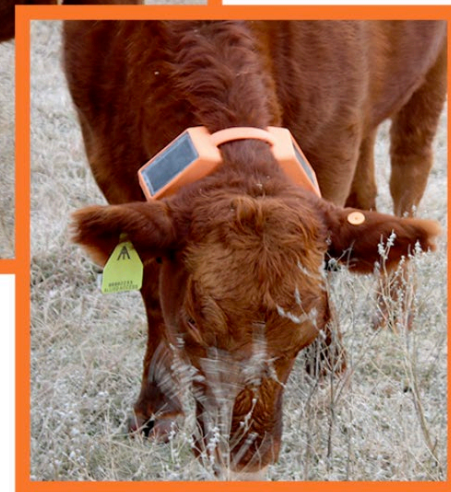
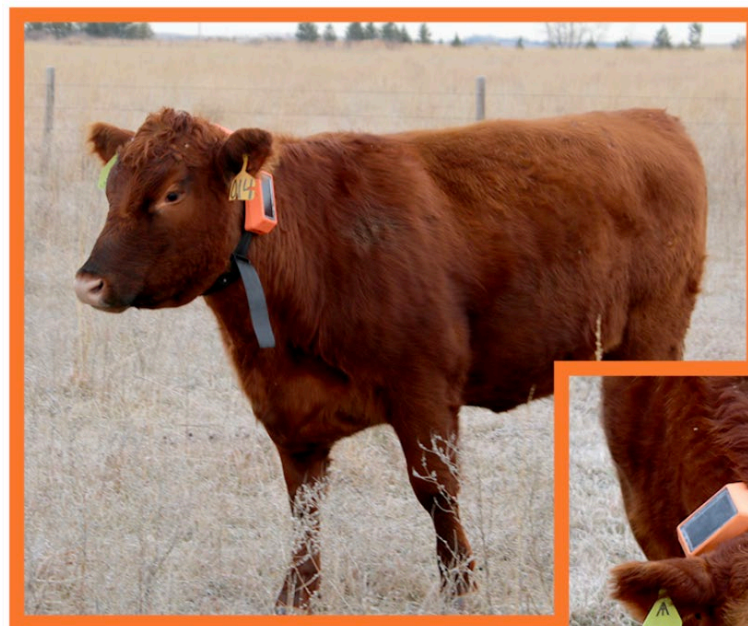
**Cost for 5 years = \$55,000 for 100 cows  
So \$550/cow/5 years or \$110/cow/year**

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

## Corral

# CORRAL

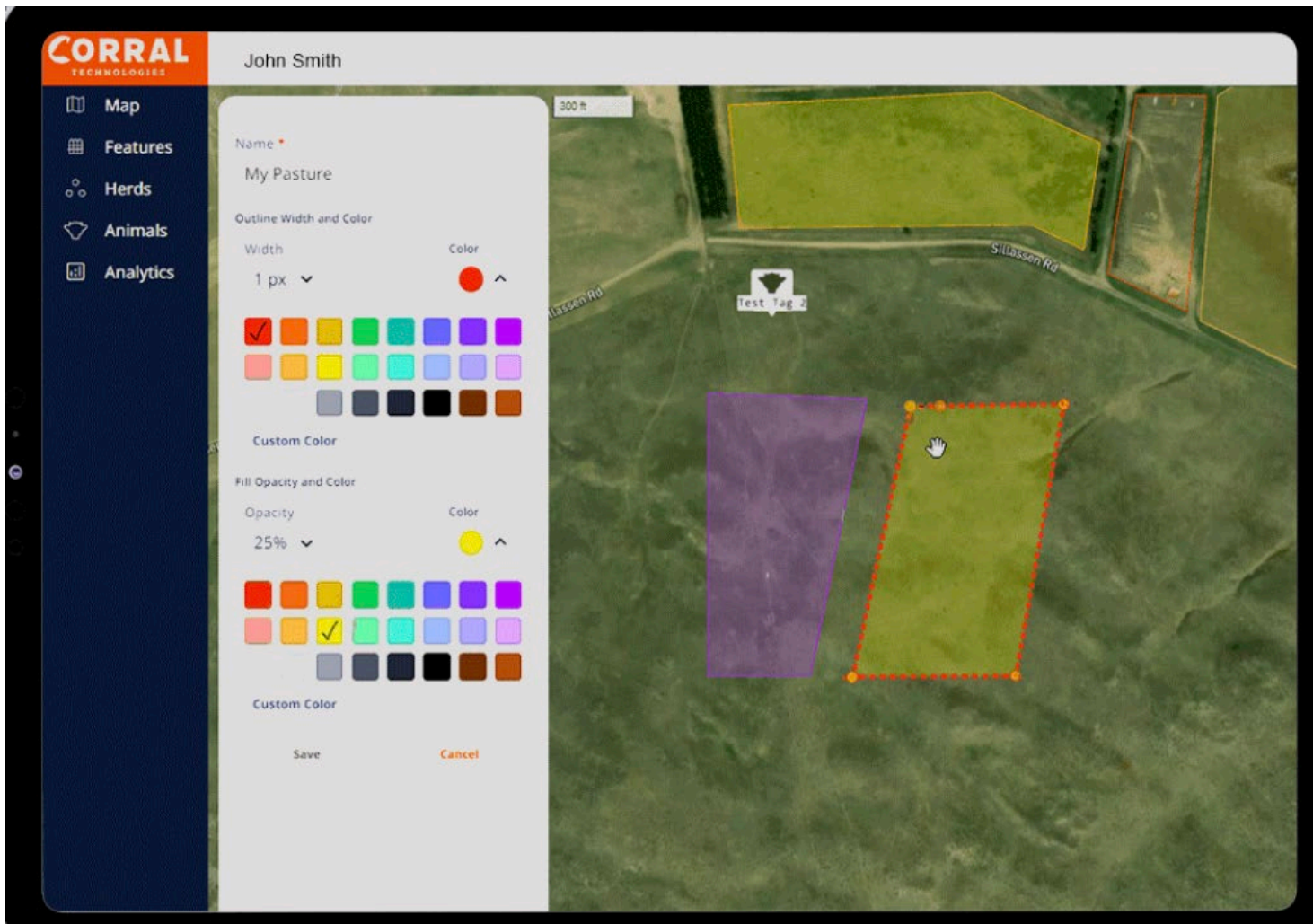
- American company
- VF collars becoming available later this year
- Only for cattle, plan to work on small ruminants in the future



- 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 mountain silhouette in the background, containing the text "Pasture size".

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

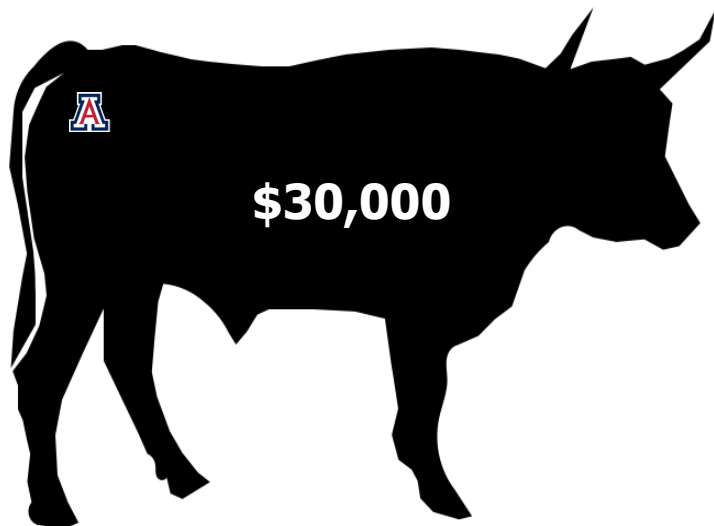
- **Equipment:**

→ Cell service

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

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

**1<sup>st</sup> year**



**Consecutive years**

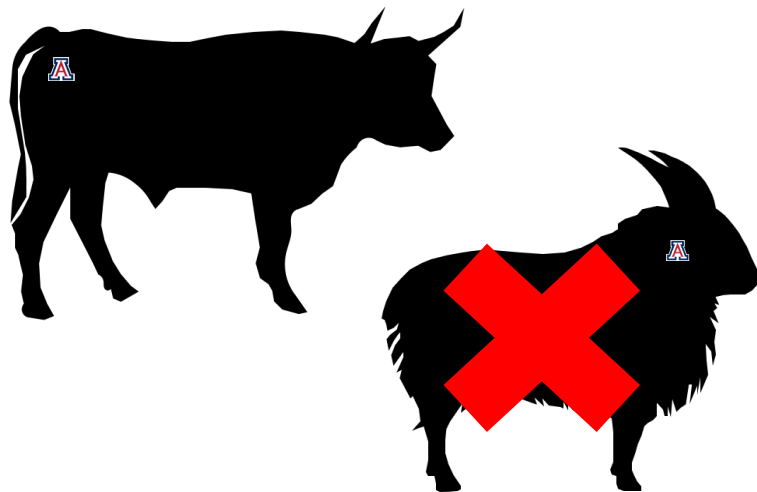


**Cost for 5 years = \$50,000 for 100 cows**  
**So \$500/cow/5 years or \$100/cow/year**

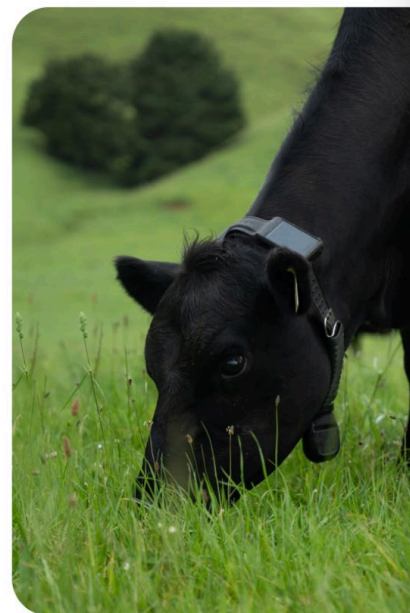
**Cost for 10 years = \$75,000 for 100 cows**  
**So \$750/cow/10 years or \$75/cow/year**

## Halter

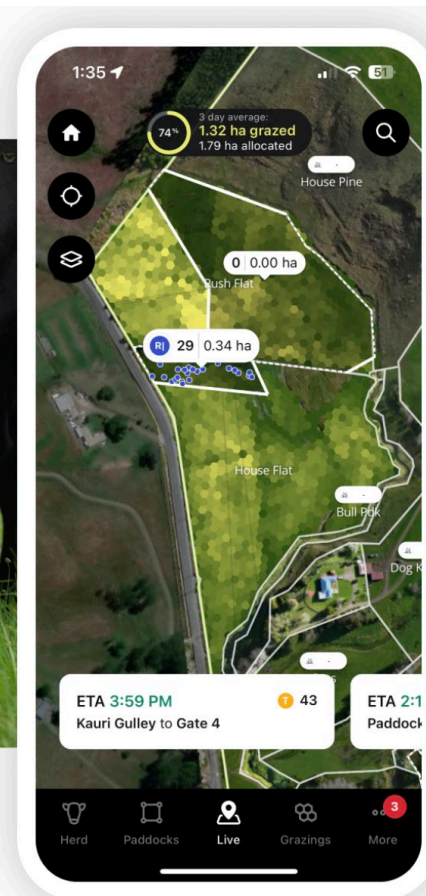
- New Zealand company
- VF collars not available
- Only for cattle, no plan to work on small ruminants



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



# Halter®

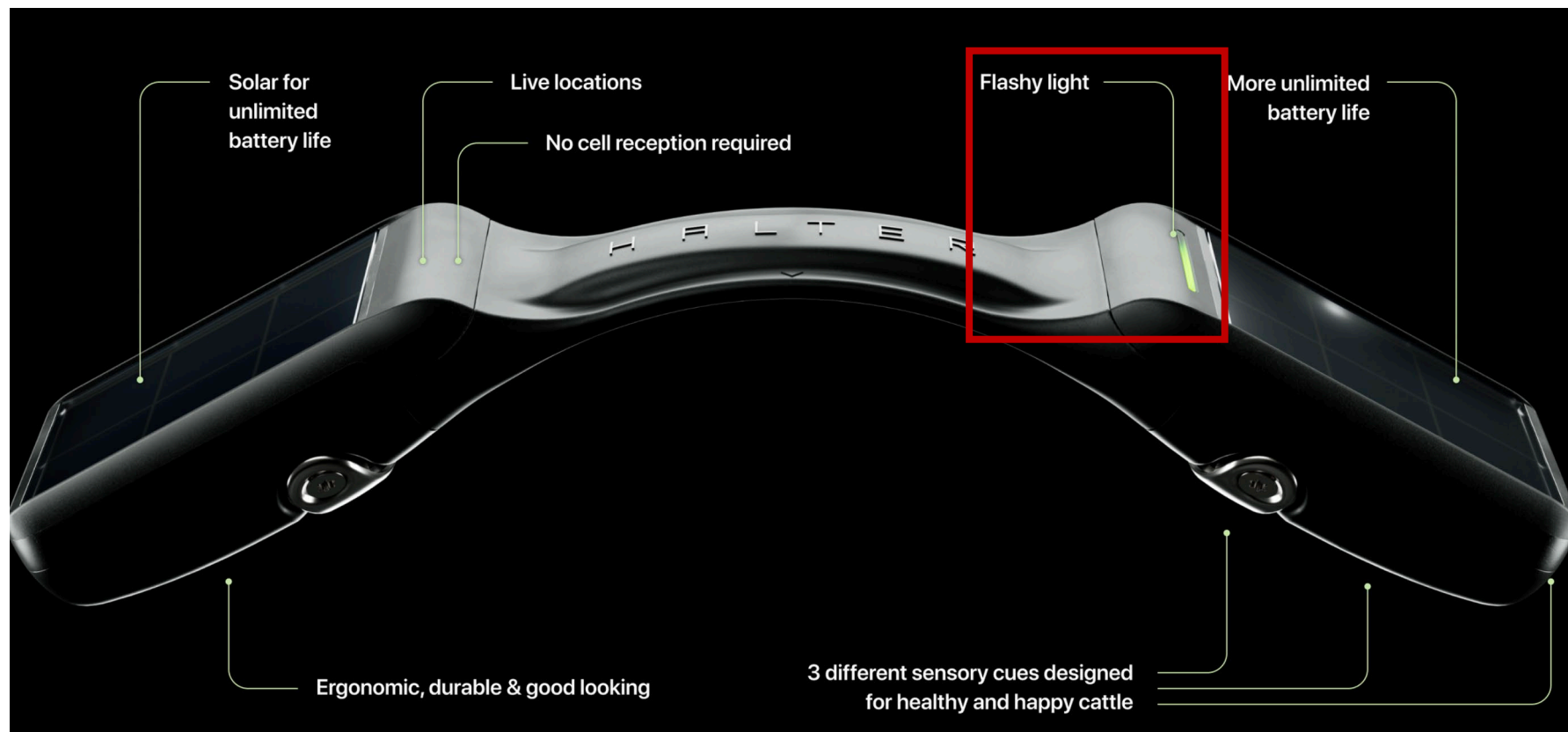


## Halter



# 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)



Type of base  
station

**Multiple base  
stations**



Herd size

**No max**

**> 100 animals**

**Halter**



Pasture size

**No max**



Up front cost

**\$3,000 per base station**



Yearly cost

**\$60/collar**



## Halter



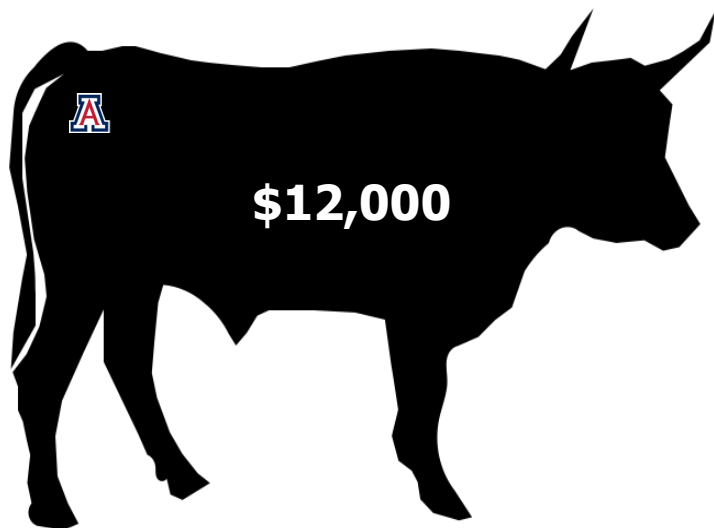
- **Scenario:** Rancher has 100 cows on 10,000 acres

- **Equipment:**

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

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

**1<sup>st</sup> 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:**

- Do I have good cell coverage or not?
- Do I want to change batteries or not?
- 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?

## Base stations (price comparison)

### AVAILABLE NOW

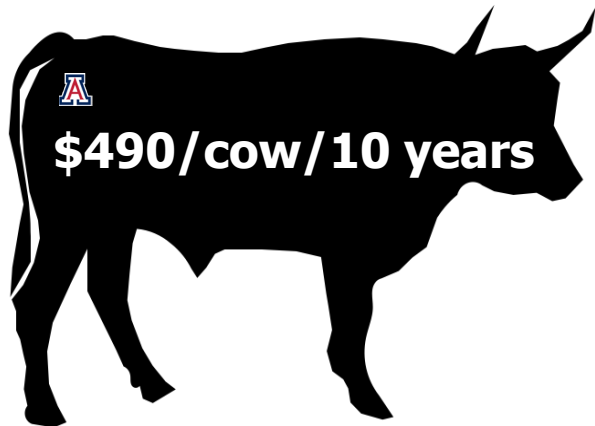
### FUTURE...



## Cell service (price comparison)

### AVAILABLE NOW

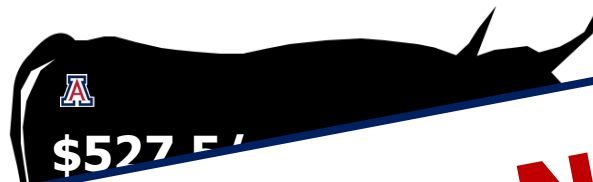
### FUTURE...



**Cell service (price comparison)**

AVAILABLE NOW

FUTURE...



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



CORRAL

CORRAL





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**THANK YOU**

**ANY QUESTIONS?**

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