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## I. General Information

### 1. Introduction

Analytics has been a major supplier of industrial hygiene and environmental testing services to Fortune 500 companies, government agencies, and engineering firms since 1977. This experience allows us to provide services that are both high in quality and cost effective.

Analytics is proud of the reputation we have earned over the last 30 years as a result of providing our customers the best quality analytical data available in the U.S. and more than 30 countries abroad. We have over 1800 active clients and have done business with most of them for over 10 years.

Analytics' facility is one of the finest industrial hygiene and environmental laboratories in the country. We have in place the certifications, SOPs, insurance, and state-of-the-art instrumentation required to meet OSHA, NIOSH, and EPA analytical requirements.

Our standard turnaround time is 3 days for Industrial Hygiene samples, and 5 days for environmental samples. Analytics has no difficulty in meeting 24-hour turnaround time as may be required.

### 2. Mailing/Shipping Addresses

#### **Main Office and Laboratory**

Analytics Corporation  
10329 Stony Run Lane  
Ashland, VA 23005  
800-888-8061  
804-365-3000  
804-365-3002 (Fax)

#### **Remittance Address**

Analytics Corporation  
PO Box 25249  
Richmond, VA 23260-5249

#### **Website**

[www.analyticscorp.com](http://www.analyticscorp.com)  
Federal Tax ID #36-4359432  
DUNS #151052102

### 3. Contact Information

All personnel can be reached via our toll free number – 800-888-8061.

James McCarthy, President – x5201  
Jeffrey Spink, CEO – x5004

Andrew Teague, CIH, Industrial Hygiene Technical Laboratory Director – x5226  
Dawn Casto, Environmental Technical Director – x5208

Jack Simila, Industrial Hygiene Sales/No Charge Loaner Pumps – x5108  
Jean McCloskey, Environmental Sales – x5009  
Customer Service – x0

#### 4. *How to Use This Directory*

Environmental analytes are sorted alphabetically and by regulation.

The following information is included in the alphabetical listings:

Environmental: Analyte, Method, Sample Container and Volume Requirements, Preservation, Holding Times, and Limits of Quantitation.

Please refer to the Data Deliverables Section at the end of the Environmental Services and Fees sections for a complete listing of our data package options. We can provide your data via fax, e-mail, or CD-ROM. Our data package turnaround time is contingent upon the data package level required.

#### 5. *Discount Program*

Please note that all prices listed in this Directory of Services are our list/non-discounted prices. Client discounts may be available and are based on your annual volume of business. Please contact our Sales personnel to discuss volume related discounting.

## II. Environmental Services and Fees

### 1. Introduction

With more than twenty years of laboratory experience, Analytics continues its tradition of excellence in analytical services. By combining scientific expertise, state of the art instrumentation and leading edge information management systems, Analytics is committed to delivering to our clients the highest quality analytical laboratory service and data. From sample receipt to results delivery, remaining responsive to client needs is the center of our focus.

### 2. Standard Turnaround Time

Analytics standard turnaround time for most environmental analyses is 5 business days from sample receipt in the laboratory. Faxed or verbal results are available by the close of business on the due date. A hard copy of the report will follow by mail.

### 3. Billing and Rush Multipliers

Clients may request monthly billing or individual invoices by sample group. Billing by sample group is assumed unless otherwise requested. Billing terms are payable upon receipt. Acceptable forms of payment include check, money order, wire transfer, Visa™, MasterCard™, Discover™ or American Express™.

Samples requiring rush turnaround time must be scheduled prior to sample submission. The following charges will apply:

3 Day Turnaround Time	1.5 x price
2 Day Turnaround Time	1.75 x price
1 Day Turnaround Time	2.00 x price
Same Day Turnaround Time	3.00 x price
Weekend Analysis	3.00 x price + \$300
Holiday Analysis	3.00 x price + \$300

### 4. Deliverable Multipliers

Unit prices are for a Level 1 data package. Analytics can provide Level 2, 3, CLP-like, and custom formats (see Section 9 for details of data package deliverable). The following charges apply to the data package requested:

Level 2	10%
Level 3	15%
CLP-Like	20%
Custom Package	Call for Pricing

### 5. Certifications

Analytics seeks specific certifications as our business strategies require that we gain them. Our laboratory is certified by some of the most prestigious environmental oversight agencies including the National Environmental Laboratory Accreditation Conference (NELAC). We are currently approved as an environmental laboratory in conformance with the NELAC standards through the State of New York for the following categories: Potable Water, Non-Potable Water, Solid and Hazardous Waste, and Air and Emissions. Certification under the NELAC program provides for reciprocity to all NELAC authorized states, which includes CA, CO, FL, IL, KS, LA, NH, NJ, NY, PA, TX, AND UT. A complete listing of our state and federal certifications can be found on our website at [www.analyticscorp.com](http://www.analyticscorp.com)

## 6. *Sample Containers/Shipping Kits*

We will provide and ship the appropriate sample supplies/containers by non-priority status to clients within the continental United States at no charge. Clients requesting overnight delivery of supplies and those outside the continental U.S. will be invoiced for the associated charges when applicable. It is the client's responsibility to ensure proper sampling, packing, and return shipping to the laboratory under proper storage/preservation conditions.

## 7. *Sample Kit/Cooler Return Policy*

We will provide and ship (by non-priority status) the appropriate sample containers in a sample kit or cooler. We request that the kits/coolers be returned to us within 30 days. Please notify your Client Services Representative if you cannot meet this deadline. Clients will be billed for any unreturned kits/coolers, inserts, packing material, and bottles. The value of the kits and coolers ranges between \$50 and \$250.

## 8. *Sample Kit/Cooler Temperatures*

When samples arrive at the laboratory, the temperature of each shipping container is measured and recorded. Samples should be packed such that they maintain a temperature of  $6^{\circ} \pm 2^{\circ}\text{C}$  during shipment. To ensure shipment at the proper temperature, we recommend using bags of ice rather than ice packs or artificial coolants. Guidance addressing temperature varies by state, regulatory program, and client-specific quality assurance plans.

## 9. *Sample Collection and Preservation Guidelines*

Preservatives must be added in the field at the time of sample collection unless sample containers are pre-preserved. Preservatives should be recorded on the Chain-of-Custody (COC) form in the "Preservative" column on a per sample basis. For certain methods and parameters, the laboratory verifies upon receipt that the sample pH falls within an acceptable range. Improperly preserved samples or samples with pH values outside of the specified range are noted in the sample container receipt form. The client is contacted and given the option of re-sampling, directing the laboratory to preserve the sample in-house, or processing the sample as it was received, and recorded on the COC.

When obtaining aqueous samples for the determination of volatile organics, the collector should ensure the absence of headspace by filling the 40-ml bottle to the top. This procedure should produce a positive meniscus across the surface of the vial. The Teflon-lined septum should be placed gently over the sample surface, with the Teflon side down, and the top screwed firmly on over the septum. A proper seal should be verified by inverting the sealed bottle and gently tapping on the sides with your finger, ensuring that no air bubbles appear.

The collector should designate which samples are to be used for Quality Control. For these designated samples, the recommended sample weight or volume should be doubled. If sufficient sample is not available to the laboratory, QC requirements may not be achievable. Excess sample will unnecessarily increase shipping costs.

*Guidance on the EPA SW846 Method 5035 for the Closed System Purge and Trap and Extraction for Volatile Organics in Soil and Waste Samples.*

Analytics has the capabilities and supplies to provide any of the Method 5035 options. However, we favor the use of disposable EnCore™ samplers, with zero headspace design, for the collection of soil samples for volatile analysis. The EnCore™ sampler is available in 5g and 25g sizes. Some regulatory agencies mandate using the 5g size, which would require submitting three (3) EnCore™ samplers per sampling location. In addition to submitting the EnCore™ samplers, a 2 ounce jar is also required from each sampling location for percent moisture.

Advantages of use of the EnCore™ include the following points:

- No need to take or use a balance in the field
- No exposure of field personnel to corrosive sodium bisulfate or flammable/toxic methanol
- No additional shipping paperwork or cooler labeling
- No need to use the costly closed system purge and trap vials in the field
- No chance of volatile sample container breakage during shipment
- Significant decrease in man-hour requirements to complete the field sampling efforts

*Bottles:*

- Do not open any bottles until you actually put your sample in them—this prevents contamination.
- Do not substitute your own bottles or interchange any lids or labels on our bottles.
- Securely repack all bottles provided. Otherwise, bottle breakage may occur.
- Do not rinse bottles prior to sample collection. Rinsing will contaminate them and remove preservative. Some states may require that non-preserved containers be rinsed with sample water before collection.

*Ice/Blue Ice:*

- A wet ice slurry is ideal for sample collection and the use of blue ice is discouraged and not allowed by some state certifying bodies.
- If you must use blue ice, freeze in a standard freezer for at least 12 hours and no more than 18 hours prior to sampling. Do not freeze the blue ice using dry ice. This freezes your sample and breaks bottles.
- Do not freeze the sample itself.
- Please repack the blue ice with red caps upward. Otherwise, your sample results may not be accurate or bottle breakage may occur during shipment.

*Sample Records:*

- Three types of labels will be supplied: a return shipping label, custody seals, and a sufficient number of sample identification labels. On the sample identification labels, please complete all sections of the label to eliminate the possibility of samples being mixed up.
- A Chain-of-Custody record and packing list are also provided.
- Provide as much identifying information about your company on the COC, including your account number, as possible. Analytics processes thousands of samples a year—often from several plants of the same company, and very often on the same day!

## 10. *How to Submit a Sample*

1. Complete all the pertinent information on the chain of custody (COC) about your company and the project. Please include the state where the samples were collected. A COC can be found on our website at: <http://www.analyticscorp.com/images/envcoc.pdf>
  - a. Sample Identification: A unique sample description that will appear on the report. Date and time collected should always be recorded.
  - b. Grab or Composite: Indicate whether the sample is a grab (taken at one time from a single location) or a composite (taking multiple samples and combining them into one).
  - c. Matrix: Mark the type of sample and number of containers. If applicable, indicate whether the water is a groundwater, waste water, or drinking water.
  - d. Analyses Requested: Write the analysis name or abbreviation. Clearly indicate the analyses needed on every sample.
  - e. Preservative: Please indicate what preservative was used, if any.
  - f. Turnaround Time: Indicate whether the samples are to be analyzed on a normal (5 working days) or rush basis. To assist the lab in scheduling, you can also include the

date you need results. All rush work should be prescheduled. Also indicate if you would like preliminary results phoned or faxed to you, and include the number.

- g. Data Package Options: When a detailed data package is required, indicate the type of data package and if site QC is being submitted.
  - h. Relinquished by/Received by: Each time there is a change in the samples custody, this section must be signed by the person relinquishing and the person receiving the samples. Chain-of-custody seals for the sample containers and the outside of the package are available upon request.
2. Each sample bottle must be clearly labeled and cross-referenced on your chain of custody.
  3. Samples which may present health hazards, such as those containing high levels of toxic materials, MUST be clearly marked.
  4. If accurate and detailed information is not available, it will delay sample processing and possibly inhibit meeting your reporting date.

## 11. Reports and Deliverables

Analytical reports convey to the client all of the information that is needed to evaluate the analytical results and draw conclusions about the levels those samples represent. Unless a specific format is requested, the standard laboratory procedure is to report Level 1 results to the limit of quantitation (LOQ). In many instances, it is possible to estimate to a value below the LOQ, if lower values are needed. These estimates are made to the method detection limit (MDL). Values reported below the LOQ are flagged with a "J" to indicate that the value is estimated.

A typical Level 1 analytical report will include the following:

1. Laboratory name, address, telephone number, and certification/ID number
2. Client name and/or site name
3. Date and time of sample collection or pickup
4. Date and time of sample receipt, extraction, and analysis
5. Laboratory sample ID number
6. Customer sample ID number
7. Method reference (EPA, Standard Methods, etc.)
8. Sample type
9. Requested analytes
10. Analytical results with units of measurement
11. Reporting limits
12. Data qualifier code(s) if needed
13. Remarks about sample irregularities or problem in analysis
14. Initials of laboratory analyst, signatures of lab director and QC Manager, and project manager initials

Detailed data packages are also available which document QA/QC in addition to the sample analyses for each batch of samples. For data package purposes, a batch is defined as the samples listed on a COC and is generally less than 20 field samples. If you request site-specific QA/QC samples, one sample in each batch must be submitted in triplicate in order to meet volume requirements. An additional charge for these samples will be incurred if less than 10 samples are submitted. If your data package does not require site-specific QC, you will not be charged for laboratory batch QC samples. The turnaround time for extended data packages is contingent upon the level of the data package.

Analytics can provide our clients any report format since all laboratory data is stored and generated from a common database. In order to meet both regulatory agency and client requirements, we are constantly updating our data package formats. If you need additional modifications to the report formats listed below, please contact our customer service department or your project manager. A description of our most commonly requested reports are as follows:

### Organics Data Packages

Data Requirements	1	2	3	4	EPA-CLP Equivalent Forms
Case Narrative			X	X	NA
Cross Reference Sample ID/Client ID		X	X	X	Cover Page
Sample Result Summary	X	X	X	X	1A, 1B, 1D
Surrogate Recovery		X	X	X	2A, 2B, 2C, 2D, 2E, 2F
Matrix Spike/Matrix Spike Duplicate Recovery		X	X	X	3A, 3B, 3C, 3D, 3E
Laboratory Control Sample			X	X	NA
Method Blank Recovery			X	X	4A, 4B, 4C
Method Blank Results					4A, 4B, 4C
Instrument Performance Check (Tune Report)			X	X	5A, 5B
Initial Calibration Data			X	X	6A, 6B, 6C, 6D, 6E, 6F, 6G
Continuing Calibration Check			X	X	7A, 7B, 7C, 7D, 7E
Internal Standard Area and RT Summary			X	X	8A, 8B, 8C, 8D
Raw Data				X	NA
External Chain-of-Custody	X	X	X	X	NA
Internal Custody Tracking Documentation				X	NA

### Inorganics Data Packages

Data Requirements	1	2	3	4	EPA-CLP Equivalent Forms
Case Narrative			X	X	NA
Cross Reference Sample ID/Client ID		X	X	X	Cover Page
Sample Result Summary	X	X	X	X	1
Initial Calibration			X	X	2A
Continuing Calibration Verification		X	X	X	2A
CRDL Standards for AA and ICP				*	2B
Method Blank Results		X	X	X	3
ICP Interference Check Sample			X	X	4
Spike Sample Recovery/Post-Digest Spike Recovery		X	X	X	5A, 5B
Duplicates		X	X	X	6
Laboratory Control Sample		X	X	X	7
Standard Addition Results			X	X	8
ICP Serial Dilutions			X	X	9
Instrument Detection Limits (IDL)				*	10
ICP Interelement Correction Factors				*	11A, 11B
Raw Data				X	NA
External Chain-of-Custody	X	X	X	X	NA
Internal Custody Tracking Documentation			X	X	NA

X = Offered as part of QC Package

\* = Only offered if requested

## 12. *Alphabetical Listing of Methods*

Analytics is pleased to offer an extensive array of environmental analyses, including most EPA, SW-846, RCRA, UST, CERCLA, TCLP, drinking water and wastewater methods. Specific analytical tests are listed in the following sections. Lists of tests are presented in two separate formats: the first provides an alphabetical list by analyte, the second provides a listing by regulation. Please note that Analytics does not require a minimum sample fee. Volume discounts are available depending on the scope of your project. Please contact our sales department or your project manager for details.

The data package options are presented at the end of the environmental section. Each COC submitted is considered a Work Order (WO), therefore a separate data package is prepared for each COC submitted unless otherwise requested.

Analyte Name	Method	Water Container	Preservative	Soil Container	Holding Time	Quantitation Limits (mg/L)	Unit Price
Acidity	SM 2310 B	250 ml Plastic		N/A	14 days	1	\$25
Alkalinity	SM 2320 B	250 ml Plastic, no headspace		N/A	14 days	0.8	\$25
Ammonia-N	SM 4500 NH3 B&C	500 ml Plastic	H2SO4	N/A	28 days	1	\$30
Anion - individual (Br, Cl, F, NO2, NO3, PO4, SO4)	EPA 300.0	125 ml Plastic		N/A	28 days - 48 hours for NO2 & NO3	0.25 - 1.0	\$20
Anion Profile - inclusive (Br, Cl, F, NO2, NO3, PO4, SO4)	EPA 300.0	125 ml Plastic		N/A	28 days - 48 hours for NO2 & NO3	0.25 - 1.0	\$110
Asbestos	EPA 600/4-83-043(A) EPA 600/M4-E2-020(S))	N/A		Plastic Bag	N/A	0.01	\$14
Asbestos (bulk)	EPA 600/82-020	N/A		N/A	N/A	0.01	\$14
Asbestos Point Count	NESHAP PLM	N/A		Double Plastic Bag	N/A	0.01	\$44
Ash (%)	AOAC 14th Edition	N/A			NA	0.005	\$25
Benzo(a)pyrene	SW-846 8310	1 L Amber Glass		4 oz. Wide Mouth Jar	7 days for extraction-water, 14 days for extraction-soil	0.20	\$150
Benzo(a)pyrene - Drinking Water	EPA 550	1 L Amber Glass		N/A	7 days	0.20	\$150
BOD (Biochemical Oxygen Demand)	SM 5210 B	1 L Plastic		N/A	48 hours	2	\$25
Bromide	EPA 300.0	125 ml Plastic		N/A	28 days	0.5	\$35

Analyte Name	Method	Water Container	Preservative	Soil Container	Holding Time	Quantitation Limits (mg/L)	Unit Price
BTEX	SW-846 8021	(3) 40 mL Vials	HCl	EnCore (preferred) or 40 ml VOA Vial Preserved w/Methanol	48 hours for EnCore or 14 days	1-5	\$55
BTEX + MTBE	SW-846 8021	(3) 40 mL Vials	HCl	EnCore (preferred) or 40 ml VOA Vial Preserved w/Methanol	48 hours for EnCore or 14 days	1-5	\$60
BTEX + MTBE + Naphthalene	EPA 602/SW-846 8021	(3) 40 mL Vials	HCl	EnCore (preferred) or 40 ml VOA Vial Preserved w/Methanol	48 hours for EnCore or 14 days	1-5	\$60
BTEX in Drinking Water	EPA 524.2	(3) 40 mL Vials	HCl	N/A	14 days	0.5	\$165
BTU	ASTM D 2015-77	N/A		N/A	Immediately	10	\$115
Carbon Dioxide (CO2)	SM4500-CO2	250 ml Glass, No Headspace			Immediately	10	\$40
CBOD (Carbonaceous Biochemical Oxygen Demand)	SM5210 B	1L Plastic		N/A	48 Hours	2	\$40
Chloride	EPA 300/300m	125 ml Plastic		N/A	28 days	1	\$35
Chloride	SM4500 Cl-C	125 ml Plastic		N/A	28 days	0.2	\$30
Chlorine, Residual	SM4500 Cl G	250 ml Amber Glass		N/A	Immediately	1	\$25
COD (Chemical Oxygen Demand)	EPA 410.4	125 ml Plastic	H2SO4	N/A	28 days	20	\$25

Analyte Name	Method	Water Container	Preservative	Soil Container	Holding Time	Quantitation Limits (mg/L)	Unit Price
Coliform - E. Coli, Presence/Absence	Std. Method 9223B	Sterile Container	Sodium Thiosulfate	N/A	24Hours	N/A	\$50
Coliform - Fecal, In Presence of Cl, (MPN)	Std. Method 9221E	Sterile Container	Sodium Thiosulfate	N/A	6 Hours	N/A	\$50
Coliform - Total, Presence/Absence	Std. Method 9223B	Sterile Container	Sodium Thiosulfate	N/A	24 Hours	N/A	\$50
Color	SM2120 B	125 ml Plastic		4 oz. Wide Mouth Jar	48 hours	5 cu	\$15
Conductivity	EPA 120.1	125 ml Plastic		4 oz. Wide Mouth Jar	28 days	N/A	\$15
Corrosivity	SW-846 Chapter 7	500 ml Plastic		4 oz Wide Mouth Jars	a - immediately; s,o - 14 days	N/A	\$15
Corrosivity (pH meter)	SM 4500 H+ B, 9045C	125 ml Plastic		4 oz Wide Mouth Jars	Immediately	N/A	\$15
Cyanide, Amenable	SM4500 CN H	500 ml Plastic	Dechlorinate; NaOH	N/A	14 days	0.02	\$40
Cyanide, Total	SM 4500 CN C&E, SW846 9010/9014	500 ml Plastic	Dechlorinate; NaOH	4 oz Wide Mouth Jars	14 days	0.02	\$40
Density	ASTM D 5057		N/A	N/A	7 days	N/A	\$35
Density of Paint	ASTM D 1475	Call for sampling requirements		Plastic	28 days	0.1	\$40
Dissolved Organic Carbon	SM5310C / SW-846 9060M	250 ml Amber Glass	H2SO4	2 oz Wide Mouth Jar	28 Days	1	\$40

Analyte Name	Method	Water Container	Preservative	Soil Container	Holding Time	Quantitation Limits (mg/L)	Unit Price
Diesel Range Organics (DRO)	SW-846 8015	(2) 1 L Amber Glass		8 oz Wide Mouth Jar	7 days - water, 14 days - soil	0.5	\$65
EDB/DBCP	SW-846 8011	(3) 40 mL Vial	HCl	4 oz Wide Mouth Jar	14 days	0.05	\$65
Endothall	EPA 548.1	(2) 1 L Amber Glass		N/A	7 days to extract/ 40 days to analyze	50	\$225
Enterococcus - Please call laboratory to schedule	SM18: 9230B	Sterile Container	Sodium Thiosulfate	N/A	6 hours	N/A	\$150
Ethylene Dibromide, 1,2-Dibromo-3-chloropropane, 1,2,3-Trichloropropane	EPA 504.1	(3) 40 mL Vials	Sodium Thiosulfate	N/A	14 days	0.05	\$60
Ethylene Glycol (Glycol Profile)	8015B	40 ml Vial		4 oz Wide Mouth Jar	28 Days	5	\$90
Extractable Organic Halides (EOX)	SW-846 9023	N/A		8 oz Wide Mouth Jar	28 days	0.1	\$110
Analysis is referred to an outside laboratory.							
Fecal Streptococci, MPN	EPA 139/Std. Method 9230B	Please call for sampling requirements		N/A	N/A	N/A	\$60
Fecal Streptococci, Per 100 mL, plate count	EPA 143/Std. Method 9230C	Please call for sampling requirements		N/A	N/A	N/A	\$60
Fiber Count (Asbestos)	NIOSH 7400 A or B	N/A		N/A	N/A	5 P/F	\$12
Flashpoint	ASTM D-93	250 ml Amber Glass		2 oz Wide Mouth Jars	7 days	N/A	\$40

Analyte Name	Method	Water Container	Preservative	Soil Container	Holding Time	Quantitation Limits (mg/L)	Unit Price
Flashpoint, Liquids by Closed Cup	ASTM D-93	250 ml Amber Glass		N/A	7 days	600	\$40
Fluoride	SM 4500 F-B, EPA 300	125 ml Plastic		N/A	28 days	2	\$35
Formaldehyde	SW-846 8315	1 Liter Amber Glass		N/A	5 days	1	\$125
Analysis is referred to an outside laboratory.							
Free Liquids	SW-846 9095A	4 oz jar		4 oz. Wide Mouth Jar	7 days	+ / -	\$40
Fuels - Fingerprinting	SW-846 8015	N/A		N/A	NA	N/A	\$115
Fuels (Extractables)	CA LUFT protocol / SW-846 8015	(2) 1 Liter Amber Glass w/Teflon Lined Cap		8 oz. Wide Mouth Glass w/Teflon Lined Cap	14 days	10	\$125
Fuels (Headspace)	CA LUFT protocol / SW-846 8015	(3) 40 mL Vials	HCl	4 oz. Wide Mouth Jars	14 days	0.5	\$125
Gasoline Range Organics (GRO)	SW-846 8015	(3) 40 mL Vials	HCl	EnCore (preferred) or 40 ml VOA Vial Preserved w/Methanol	14 days	0.5	\$55
Glycol Profile	SW-846 8015	1 Liter Amber Glass		N/A	7 Days	5	\$90
Hardness	SM 2340 C	250 ml Plastic	HNO3	N/A	180 days	2	\$25
Herbicides - Appendix IX	SW-846 8151	(2) 1 Liter Amber Glass w/Teflon Lined Cap		8 oz. Wide Mouth Jars w/Teflon Lined Cap	Water - 7 days to extract Solid - 14 days	2.00 ug/L	\$295

Analyte Name	Method	Water Container	Preservative	Soil Container	Holding Time	Quantitation Limits (mg/L)	Unit Price
Herbicides - Chlorinated	SW-846 8151	(2) 1 L Amber Glass		8 oz Wide Mouth Jars	7 days - water, 14 days - soil	2	\$295
Hexavalent Chromium	SM 3500 Cr D, 3060A	250 ml Plastic pH 9.3-9.7	Ammonium Sulfate Buffer	4 oz Wide Mouth Jar	24 hours Unpres. 28 Days Pres.	0.02	\$50
Hydrazine	ASTM D385	500 ml Plastic		N/A	7 Days	10	\$15
Hydrogen Sulfide	SM4500 S2-F	500 ml Plastic	Zinc acetate	N/A	7 Days	2	\$40
Based on analysis for pH, Conductivity, and Sulfide							
Ignitability	SW-846 Chapter 7, Pensky-Martens, closed cup(A.,O)	250 ml Amber Glass		2 oz Wide Mouth Jars	7 Days	<75o	\$80
Ignitability by Closed Cup	ASTM D-93	250 ml Amber Glass		2 oz Wide Mouth Jar	7 Days	<75o	\$45
Langlier Saturation Index		1000 ml Plastic & 500 ml Plastic w/HNO3		N/A	7 Days	N/A	\$75
This is a calculation based on TDS, Alkalinity, Calcium-Hardness, Field pH, and Field Temperature							
Lead by ICP	SW-846 6010, EPA 200.7	500 ml Plastic	HNO3	4 oz Wide Mouth Jar	180 days	0.05	\$20
Lead by ICP/MS	EPA 200.8	500 ml Plastic	HNO3		180 days	0.0025	\$25
Lead by GFAA	SW-846 7421	500 ml Plastic	HNO3	4 oz Wide Mouth Jar	180 days	0.005	\$30
MBAS (Surfactants)	SM5540 C	250 ml glass or plastic	N/A	N/A	48 hours	0.1	\$65

Analyte Name	Method	Water Container	Preservative	Soil Container	Holding Time	Quantitation Limits (mg/L)	Unit Price
Mercury	EPA 245.2, SW-846 7470/7471	250 ml Plastic	HNO3	4 oz Glass Jar	28 days	0.0002	\$30
Metals - Appendix IX	SW-846 6010 / 7470 / 7060 / 7421 / 7740 / 7471 / 7841	500 ml Plastic	HNO3	4 oz Wide Mouth Jars	6 months / Mercury-28 days	0.08 / Hg-.0005	\$175
Antimony, Arsenic, Barium, Beryllium, Cadmium, Chromium, Cobalt, Copper, Lead, Mercury, Molybdenum, Nickel, Selenium, Silver, Thallium, Tin, Vanadium, Zinc, Cyanide, Sulfide							
Metals - Priority Pollutant List (PPL)	EPA 200.7	500 ml Plastic	HNO3	4 oz Glass Jar	6 months / Mercury-28 days	0.08 / Hg-.0005	\$125
Antimony, Arsenic, Beryllium, Cadmium, Chromium, Copper, Lead, Mercury, Nickel, Selenium, Silver, Thallium, Zinc, Cyanide, Phenols							
Metals - RCRA (8)	SW-846 6010/7471/7740/7470	500 ml Plastic	HNO3	4 oz Wide Mouth Jars	6 months / Mercury-28 days	0.08 / Hg-.0005	\$90
Arsenic, Barium, Cadmium, Chromium, Lead, Mercury, Selenium, Silver							
Metals - Target Analyte List (TAL)	SW-846 6010	500 ml Plastic	HNO3	4 oz Glass Jar	6 months / Mercury-28 days	0.08 / Hg-.0005	\$175
Aluminum, Antimony, Arsenic, Barium, Beryllium, Cadmium, Calcium, Chromium, Cobalt, Copper, Iron, Lead, Magnesium, Manganese, Mercury, Nickel, Potassium, Selenium, Silver, Sodium, Thallium, Vanadium, Zinc							
Metals by AA Graphite Furnace	EPA 200/SW-846 7000	500 ml Plastic	HNO3	4 oz Glass Jar	6 months / Mercury-28 days	0.08 / Hg-.0005	\$30
Metals by ICP	EPA 200.7/SW-846 6010	500 ml Plastic	HNO3	4 oz Glass Jar	6 months	0.08	\$20
Metals by ICP/MS	EPA 200.8/SW-846 6020	500 ml Plastic	HNO3	4 oz Glass Jar	6 months	0.02	\$25
Mold Spore Count & ID (non-viable) - Air	Standard Microscopy	N/A		Air-O-Cell Cassette	N/A	N/A	\$45
Mold Spore ID (non-viable) - Bulk	Standard Microscopy	N/A		Zip-Loc Bag - 1x1 inch	N/A	N/A	\$45
MTBE	EPA 602 / SW-846 8021	(3) 40 mL Vial	HCl	4 oz Glass Jar	14 days	1-5	\$55

Analyte Name	Method	Water Container	Preservative	Soil Container	Holding Time	Quantitation Limits (mg/L)	Unit Price
Naphthalene	EPA 602 / SW-846 8021	(3) 40 mL Vial	HCl	4 oz Glass Jar	14 days	1-5	\$50
Naphthalene	SW-846 8100, 8270	1L Amber Glass	HCl	8 oz Glass Jar	Water - 7 days Solid - 14 days	1-5	\$125
Nitrate, as Nitrogen (NO3)	EPA 300.0	125 ml Plastic		N/A	48 hours	0.1	\$40
Nitrate-Nitrite, as Nitrogen	SM 4500 NO3 F	250 ml Plastic	H2SO4	N/A	28 days	0.05	\$40
Nitrite (NO2)	EPA 300.0	125 ml Plastic		N/A	48 hours	0.5	\$35
Nitrite, as Nitrogen	SM 4500 NO2 B	125 ml Plastic		N/A	48 hours	0.15	\$40
Oil and Grease -Total	EPA 1664	(2) 1 L Amber Glass	HCl	8 oz Glass Jar	28 days	5	\$70
Oil and Grease -TPH	EPA 1664	(2) 1 L Amber Glass	HCl	8 oz Wide Mouth Jar	28 days	1	\$80
This analysis provides TPH results only. If O&G is required, you must request both tests.							
Oxygen, Dissolved	SM 4500 OG	Glass (Bottle and Top)		N/A	Immediately	0.02	\$25
PAHs - Polynuclear Aromatic Hydrocarbons	EPA 610/SW-846 8100	(2) 1 L Amber Glass		8 oz Wide Mouth Jars	7 days - water, 14 days - soil	10	\$150
PAHs - Polynuclear Aromatic Hydrocarbons	SW-846 8310	(2) 1 L Amber Glass		8 oz Wide Mouth Jars	7 days - water, 14 days - soil	0.2-1.0	\$150
PCB	EPA 608/SW-846 8082	(2) 1 L Amber Glass		8 oz Wide Mouth Jars	1 Year	Water-1.00 ug/L Soil - 0.5	\$75
PCB - Appendix IX	SW-846 8082	(2) 1 Liter Amber Glass w/Teflon Lined Cap		8 oz. Wide Mouth Jars w/Teflon Lined Cap	1 Year	1 ug/L	\$115

Analyte Name	Method	Water Container	Preservative	Soil Container	Holding Time	Quantitation Limits (mg/L)	Unit Price
PCB Caulk/Oil	SW-846 8082	N/A	N/A	2 oz. jar	1 Year	2	\$90
PCB Cleanup	EPA 608/SW-846 3660			8 oz Wide Mouth Jars	N/A	N/A	\$45
PCB Wipe	SW-846 8082	N/A	N/A	N/A	1 Year	2	\$75
Percent Moisture	SW 846 3550 Sec. 7.2	N/A		4 oz Wide Mouth Jar	7 days	0.5%	\$10
Pesticides - Chlorinated	EPA 608/SW-846 8081	1 L Amber Glass		8 oz Wide Mouth Jars	7 days - water, 14 days - soil	0.1-10 ug/L	\$125
Pesticides - Drinking Water	EPA 508	(2) 1 L Amber Glass	Na2S2O3	N/A	7 days - water, 14 days - soil	0.1-10 ug/L	\$150
Pesticides - Priority Pollutant List (PPL)	EPA 608	(2) 1 L Amber Glass		N/A	7 days	0.1-10 ug/L	\$125
Pesticides - Target Compound List (TCL)	SW-846 8081A	(2) 1 L Amber Glass		8 oz Wide Mouth Jars	7 days - water, 14 days - soil	0.1-2.0	\$175
Pesticides/PCBs - Appendix IX	SW-846 8081A	(2) 1 Liter Amber Glass w/Teflon Lined Cap		8 oz. Wide Mouth Jars w/Teflon Lined Cap	7 days - water, 14 days - soil	0.1-2.0/Pest ug/L 1.0/PCBs ug/L	\$250
pH	SM 4500 H+ B	125 ml Plastic		N/A	Immediately		\$25
Phenol, Total (Phenolics)	EPA 420	(2) 1 L Amber Glass	H2SO4	N/A	28 days	0.0005 - 0.05	\$75
Phosphorus, Ortho, (ortho-Phosphate)	EPA 300.0	125 ml Plastic		4 oz Wide Mouth Jar, 100 grams	48 hours	1	\$25

Analyte Name	Method	Water Container	Preservative	Soil Container	Holding Time	Quantitation Limits (mg/L)	Unit Price
Phosphorus, Ortho, (ortho-Phosphate)	EPA 365.3	125 ml Plastic		N/A	48 hours	0.02	\$25
Phosphorus, Total	EPA 365.1	250 ml Plastic	H2SO4	N/A	28 days	0.1	\$40
Priority Pollutants - Full, (VOA, BNA, Pest/PCB, and Metals and CN)	624, 625, 608, 200.7, 335.3	3 VOA Vials, 5 Liters w/Teflon Lined Caps, 1 500 ml Plastic Preserved w/ HNO3 to pH<2, 1 L Plastic		3 - 4 oz Wide Mouth Jars, 2 - 16 oz Wide Mouth Jars	7 days	various	\$600
Reactivity (Cyanides/Sulfides)	SW-846 Chapter 7	500 ml Plastic	NaOH	4 oz. Wide Mouth Jar	7 days	1	\$75
Resistivity	EPA 120.1	125 ml Plastic		N/A	28 days	N/A	\$15
Semivolatiles - Appendix IX	SW-846 8270	(2) 1 Liter Amber Glass w/Teflon Lined Cap		8 oz. Wide Mouth Jars w/Teflon Lined Cap	7 days to extract/ 40 days to analyze	10-100 ug/L	\$245
Semivolatiles - Priority Pollutant List (PPL)	EPA 625/SW-846 8270	(2) 1 L Amber Glass		8 oz Wide Mouth Jar	7 days - water, 14 days - soil	10-100 ug/L	\$195
Semivolatiles - Target Compound List (TCL)	EPA 625/SW-846 8270	(2) 1 L Amber Glass		8 oz Wide Mouth Jar	7 days - water, 14 days - soil	10-100 ug/L	\$195
Semivolatiles - Tentatively Identified Compounds (TICs) Library Search	SW-846 8270	(2) 1 Liter Amber Glass w/Teflon Lined Cap		8 oz. Wide Mouth Glass w/Teflon Lined Cap	7 days to extract/ 40 days to analyze	N/A	\$40
Settleable Solids (SS)	EPA 160.5	1 L Plastic		N/A	48 hours	0.10	\$15
Silica, Dissolved	SM 4500 Si D	125 ml Plastic		N/A	28 days	1	\$40

Analyte Name	Method	Water Container	Preservative	Soil Container	Holding Time	Quantitation Limits (mg/L)	Unit Price
Silicates	EPA 200.7	125 ml Plastic		4 oz Wide Mouth Jar	NA	N/A	\$40
Solids, Total (TS)	SM 2540 B	N/A		4 oz Wide Mouth Jar	7 days	5	\$15
Solids, Total Dissolved (TDS)	SM 2540 C	1 L Plastic		N/A	7 days	1	\$15
Solids, Total Fixed (TFS)	SM 2540 E	1 L Plastic		N/A	7 days	1	\$15
Solids, Total Suspended (TSS)	SM 2540 D	1 L Plastic		N/A	7 days	1	\$15
Solids, Total Volatiles (TVS)	SM 2540 E	1 L Plastic		N/A	7 days	1	\$15
Specific Conductance	EPA 120.1 SW-846 9050	125 ml Plastic		4 oz Wide Mouth Jar	28 days	2	\$15
Specific Gravity	NA	N/A		N/A	Immediately	2	\$25
Sulfate	EPA 300.0	125 ml Plastic		N/A	28 days	0.50	\$25
Sulfate	SM 4500 SO4-E	1 L Plastic		N/A	28 days	0.50	\$25
Sulfide	SM 4500 S-2 E	500 ml Plastic	Zinc acetate plus NaOH	N/A	7 days	2	\$25
Sulfite	SM 4500 SO3 B	125 ml Plastic		N/A	Immediately	N/A	\$25
Sulfur (%)	ASTM D 1552 (05.01)	500 ml Plastic		N/A	7 days	10	Call for Pricing
Surfactants (MBAS)	SM 5540 C	250 ml Plastic		N/A	48 hours	0.1	\$65

Analyte Name	Method	Water Container	Preservative	Soil Container	Holding Time	Quantitation Limits (mg/L)	Unit Price
TCL & TAL Pkg. - Full, (VOA, SVOA, Pest/PCB, Metals and Cn)	SW-846 8260, 8270, 8081, 8082, 6010, 7470, EPA 335.3	3 VOA Vials, 5 Liters w/Teflon Lined Caps, 1 500 ml Plastic Preserved w/ HNO3 to pH<2, 1 L Plastic		3 - 4 oz Wide Mouth Jars, 2 - 16 oz Wide Mouth Jars	Varies	Varies	\$750
TCLP (Full) [includes extractions and RIC]	EPA 132 organic and inorganic, SE-846 8260, 8270, 8151, 6010, 7470	(3) 40 ml VOA vials, (6) - 1L amber glass	HCL (VOA)	(5) - 8 oz Wide Mouth Jars	7 days to leach	Varies	\$750
If RIC is not required, unit cost is \$650.							
TCLP Herbicides [excludes extractions]	SW-846 8151	(2) 1 Liter Amber Glass w/Teflon Lined Cap		8 oz. Wide Mouth Glass w/Teflon Lined Cap	7 days to extract/ 40 days to analyze	0.05	\$140
TCLP Metals [excludes extractions]	SW-846 6010/7470	500 ml Plastic		4 oz Wide Mouth Jar	6 months (Hg-28 days)	0.5 - 10.0	\$90
TCLP Pesticides [excludes extractions]	SW-846 8081	(2) 1 Liter Amber Glass w/Teflon Lined Cap		8 oz. Glass w/Teflon Lined Cap	7 days to leach / 7 days to analyze	0.1-2.0 ug/L	\$125
TCLP Semivolatiles [excludes extractions]	SW-846 8270	(2) 1 Liter Amber Glass w/Teflon Lined Cap		8 oz. Glass w/Teflon Lined Cap	7 days to extract/ 40 days to analyze	10-40 ug/L	\$195
TCLP Volatiles - Waters	SW-846 8260	(3) 40 mL Vials	HCl	N/A	14 days	2-20 ug/L	\$125
TCLP- Volatiles (includes ZHE)	SW-846 8260/ZHE	N/A		4 oz. Wide Mouth Jar	14 days	N/A	\$195
TCLP- Extraction only (non-VOA)	SW-846 1311	1 Liter Amber Glass w/Teflon Lined Cap		8 oz. Glass w/Teflon Lined Cap	14 days	N/A	\$60

Analyte Name	Method	Water Container	Preservative	Soil Container	Holding Time	Quantitation Limits (mg/L)	Unit Price
Temperature	SM 2550 B	125 ml Plastic		4 oz. Wide Mouth Jar	Immediately	4-10 SU	\$10
Total Dissolved Solids (TDS)	SM 2540 C	1 L Plastic		N/A	7 days	1	\$15
Total Kjeldahl Nitrogen (TKN)	SM 4500 Norg C, SM 4500 NH3 B&C	250 ml Plastic	H2SO4	N/A	28 days	1	\$40
Total Organic Carbon (TOC)	SW-846 9060 / SM 5310 C	250 ml Amber Glass	H2SO4	N/A	28 days	1	\$40
Total Organic Halides (TOX)	SW-846 9020	250 ml Amber Glass w/Septum	H2SO4	N/A	7 days	40	\$115
Analysis is referred to an outside laboratory.							
Total Recoverable Petroleum Hydrocarbons (TPH) w/SGT HEM	EPA 1664	(2) 1 L Amber Glass	HCl	8 oz Wide Mouth Jar	28 days	1	\$80
TPH-DRO	SW-846 8015	(2) 1 L Amber Glass		8 oz Wide Mouth Jar	7 days - water, 14 days - soil	0.5	\$65
TPH-GRO	SW-846 8015	(3) 40 mL Vials	HCl	EnCore (preferred) or 40 ml VOA Vial Preserved w/Methanol	14 days	0.5	\$55
Turbidity	EPA 180.1	125 ml Plastic		4 oz Wide Mouth Jar	48 hours	1 NTU	\$15
Viscosity	ASTM D-2196	N/A		N/A	N/A	N/A	\$25

Analyte Name	Method	Water Container	Preservative	Soil Container	Holding Time	Quantitation Limits (mg/L)	Unit Price
Volatiles	EPA 624, SW-846 8260	(3) 40 mL Vials	HCl	EnCore (preferred) or 40 ml VOA Vial Preserved w/Methanol	14 days	2	\$125
Volatiles - Appendix IX	SW-846 8260	(3) 40 mL Vials	HCl	4 oz. Wide Mouth Amber Jar	14 days	2-20 ug/L	\$175
Volatiles - Aromatic	EPA 602/SW-846 8021	(3) 40 mL Vials	HCl	EnCore (preferred) or 40 ml VOA Vial Preserved w/Methanol	14 days	1-5	\$75
Volatiles - Aromatic (BTEX, MTBE, Naphthalene)	SW-846 8021	(3) 40 mL Vials	HCl	EnCore (preferred) or 40 ml VOA Vial Preserved w/Methanol	14 days	1-5	\$60
Volatiles - BTEX	EPA 602/SW-846 8021	(3) 40 mL Vials	HCl	EnCore (preferred) or 40 ml VOA Vial Preserved w/Methanol	14 days	1-5	\$55
Volatiles - Chlorinated Hydrocarbons	EPA 612/SW-846 8120	(3) 40 mL Vials	HCl	8 oz Wide Mouth Jar	7 days to extraction; 40 days after extraction	1	\$165
Volatiles - Drinking Water	EPA 524.2	(3) 40 mL Vials	HCl, Ascorbic Acid if Chlorinated	N/A	14 days	0.5	\$165

Analyte Name	Method	Water Container	Preservative	Soil Container	Holding Time	Quantitation Limits (mg/L)	Unit Price
Volatiles - Fuels (Headspace)	SW-846 8015	(3) 40 mL Vials	HCl	EnCore (preferred) or 40 ml VOA Vial Preserved w/Methanol	14 days	0.5 mg/L	\$60
Volatiles - Halogenated	EPA 601/SW-846 8021	(3) 40 mL Vials	HCl	EnCore (preferred) or 40 ml VOA Vial Preserved w/Methanol	14 days	1-5	\$60
Volatiles - Halogenated & Aromatic	EPA 601/602/SW-846 8021	(3) 40 mL Vials	HCl	EnCore (preferred) or 40 ml VOA Vial Preserved w/Methanol	14 days	1-5	\$95
Volatiles - Methyl tert-Butyl Ether (MTBE)	SW-846 8021	(3) 40 mL Vials	HCl	EnCore (preferred) or 40 ml VOA Vial Preserved w/Methanol	14 days	10	\$55
Volatiles - Methyl tert-Butyl Ether (MTBE)	SW-846 8260	(3) 40 mL Vials	HCl	EnCore (preferred) or 40 ml VOA Vial Preserved w/Methanol	14 days	10	\$125
Volatiles - Priority Pollutant List (PPL)	EPA 624/SW-846 8260	(3) 40 mL Vials	HCl	EnCore (preferred) or 40 ml VOA Vial Preserved w/Methanol	14 days	2-10	\$125

Analyte Name	Method	Water Container	Preservative	Soil Container	Holding Time	Quantitation Limits (mg/L)	Unit Price
Volatiles - Target Compound List (TCL)	EPA 624/SW-846 8260	(3) 40 mL Vials	HCl	EnCore (preferred) or 40 ml VOA Vial Preserved w/Methanol	14 days	2	\$125
Volatiles - Tentatively Identified Compounds (TICs) Library Search	SW-846 8260	(3) 40 mL Vials	HCl	4 oz. Wide Mouth Jar	14 days	N/A	\$25

13. Listing by Regulations

Regulation	Profile/Regulation	Analytes	Price
Safe Drinking Water Act (SDWA)	Drinking Water - Primary Inorganic Parameters	Antimony, Arsenic, Barium, Beryllium, Cadmium, Chromium, Copper, Cyanide, Fluoride, Lead, Mercury, Nitrate, Nitrite, Selenium, Thallium	\$255
	Drinking Water - Secondary Inorganic Parameters	Aluminum, Chloride, Color, Fluoride, Iron, Manganese, MBAS, pH, Silver, Sulfate, Zinc, Total Dissolved Solids	\$210
	Drinking Water - Organic Parameters	Ethylene Dibromide & 1,2-Dibromo-3-chloropropane	\$60
		Herbicides	\$350
		PAH-Benzo(a)pyrene	\$110
		Pesticides	\$150
Volatiles	\$165		
Resource Conservation and Recovery Act (RCRA)	Hazardous Waste Profile A	BTEX, Corrosivity, Flashpoint, Free Liquids Test, PCBs, Percent Moisture, Reactivity, TCLP Metals, DRO/GRO	\$500
	Hazardous Waste Profile B	BTEX, Free Liquids Test, PCBs, Percent Moisture, TCLP Metals, DRO/GRO	\$420
	TCLP (Full) (includes Extraction)	Volatiles, Semivolatiles, Metals, Pesticides/PCBs, Herbicides	\$650
	TCLP (includes Extraction)	Volatiles, Semivolatiles, Metals	\$495
	TCLP Extraction or ZHE		\$40

Regulation	Profile/Regulation	Analytes	Price
Resource Conservation and Recovery Act (RCRA) and Underground Storage Tank (UST)	Tank Investigations	BTEX	\$55
		BTEX + MTBE	\$60
		BTEX + Naphthalene	\$60
		BTEX + MTBE + Naphthalene	\$60
		BTEX + TPH-GRO	\$75
		Naphthalene	\$50
		PCBs	\$75
		Total Lead by ICP	\$20
		TPH-DRO	\$65
		TPH-GRO	\$55
Persistent, Bioaccumulation and Toxic	Virginia PBT Profile	Volatiles (Chloroform/1,1,1-Trichloroethane/1,2,4-Trichlorobenzene), Semivolatiles (Phenol, Dibutyl phthalate, Naphthalene), Metals (Antimony, Arsenic, Cadmium, Chromium, Copper, Lead, Mercury, Nickel, Selenium, Zinc)	\$475
Virginia Solid Waste Disposal Standards	VA Appendix 5.1	Benzo(a)pyrene, Cyanide, EDB & DBCP, Herbicides, PCBs, Pesticides, Semivolatiles, Sulfide, Total Metals (16 + Mercury), Volatiles	\$975
	VA Appendix 5.5	EDB & DBCP, Total Metals (15), Volatiles	\$395

Regulation	Profile/Regulation	Analytes	Price
Clean Water Act (CWA)	Wastewater - Organic Parameters	Chlorinated Pesticides and PCBs	\$150
		Halogenated Volatiles	\$60
		Semivolatiles	\$195
		Total Toxic Organics (TTO) (608, 624, 625)	\$600
		Volatiles by GC/MS	\$125
	Wastewater – Inorganic Parameters	Ammonia	\$30
		BOD	\$30
		COD	\$25
		Cyanide	\$40
		Metals - per metal (ICP)	\$20
		Oil & Grease (Method 1664)	\$70
		Sulfide	\$25
		TDS	\$15
		TKN	\$40
		TOC	\$40
		TSS	\$15
		Inorganics Profile	\$325

### III. Miscellaneous Services and Fees

#### 1. Introduction

By providing these more obscure analyses, Analytics has found that it truly provides our clients a full-service “one stop shop” for their analytical testing needs and requirements. Miscellaneous Services are the remaining laboratory analyses that are less commonly run and do not necessarily conform to the traditional industrial hygiene or environmental testing section of our service directory. The analyses contained in the section are:

- Bacterial
- Fungal
- Indoor Air Quality
- Microbiology

Since Analytics performs a wide array of analytical methodologies in-house, we do not normally subcontract any samples. If, however, we do not run the analysis, then the use of a qualified laboratory for subcontracted analytical services must be agreed to by Analytics’ client before the analyses take place. By providing subcontract services, Analytics can serve as your “one-stop shop” for all your testing needs.

The QA department oversees subcontract laboratories through a program of inspection and approval. The laboratory must be AIHA accredited for it to qualify as an IH subcontract laboratory, and/or possess the required state/federal/agency certification(s) for the specific environmental project. An evaluation of the laboratory normally includes an on-site audit, review of standard operating procedures, Quality Assurance Plan, statement of qualifications, and recent QC study scores with laboratory responses to any deviation from quality requirements. Formal approval is granted and renewed annually. The approved supplier list is distributed to in-house personnel who are responsible for procuring subcontracted services.

Analytics completes a separate chain-of-custody (COC) document to accompany the samples to the subcontract laboratory. Upon receipt of the data, the laboratory director and/or project manager reviews the results prior to sending the data. Any problems encountered with subcontracted analyses should be communicated to the project manager at Analytics. Analytics will then contact our subcontract laboratory so the project manager remains the sole contact.

2. *Services and Fees Listing*

**Bacterial**

<b>Test Procedure</b>	<b>Method of Analysis</b>	<b>Sampling Media</b>	<b>Sampling Rate</b>	<b>Suggested Air Volume, L</b>	<b>Unit Cost</b>
Total Bacterial Count, Air	Visual Plate Count	Contact Customer Service for Media Requirements	For Andersen Impactor: 28.3 L/min	100-300	Call for Pricing
Total Bacterial Count, Air with Identification (Specify No. to ID)	Visual Plate Count and Laboratory Identification	Contact Customer Service for Media Requirements	For Andersen Impactor: 28.3 L/min	100-300	Call for Pricing
Total Bacterial Count, Bulk	Visual Plate Count	Bulk Material	N/A	N/A	Call for Pricing
Total Bacterial Count, Bulk with Identification (Specify No. to ID)	Visual Plate Count and Laboratory Identification	Bulk Material	N/A	N/A	Call for Pricing
Total Bacterial Count, Water	Visual Plate Count	100 mL of water in sterile container, refrigerated	N/A	N/A	Call for Pricing
Total Bacterial Count, Water with Identification (Specify No. to ID)	Visual Plate Count and Laboratory Identification	100 mL of water in sterile container, refrigerated	N/A	N/A	Call for Pricing
Total Bacterial Count, Wipe	Visual Plate Count	Wipe Specimen 163100	N/A	N/A	Call for Pricing
Total Bacterial Count, Wipe with Identification (Specify No. to ID)	Visual Plate Count and Laboratory Identification	Wipe Specimen 163100	N/A	N/A	Call for Pricing

### Fungal (Viable)

Test Procedure	Method of Analysis	Sampling Media	Sampling Rate	Suggested Air Volume, L	Unit Price
Total Fungal Count, Air	Visual Plate Count	Contact Customer Service for Media Requirements	For Andersen Impactor: 28.3 L/min	100-300	Call for Pricing
Total Fungal Count, Air with Identification (Specify No. to ID)	Visual Plate Count and Laboratory Identification	Contact Customer Service for Media Requirements	For Andersen Impactor: 28.3 L/min	100-300	Call for Pricing
Total Fungal Count, Bulk	Visual Plate Count	Bulk Material	N/A	N/A	Call for Pricing
Total Fungal Count, Bulk with Identification (Specify No. to ID)	Visual Plate Count and Laboratory Identification	Bulk Material	N/A	N/A	Call for Pricing
Total Fungal Count, Water	Visual Plate Count	100 mL of water in sterile container, refrigerated	N/A	N/A	Call for Pricing
Total Fungal Count, Water with Identification (Specify No. to ID)	Visual Plate Count and Laboratory Identification	100 mL of water in sterile container, refrigerated	N/A	N/A	Call for Pricing
Total Fungal Count, Wipe	Visual Plate Count	Wipe Specimen 163100	N/A	N/A	Call for Pricing
Total Fungal Count, Wipe with Identification (Specify No. to ID)	Visual Plate Count and Laboratory Identification	Wipe Specimen 163100	N/A	N/A	Call for Pricing

### Fungal (Non-Viable)

Test Procedure	Method of Analysis	Sampling Media	Sampling Rate	Suggested Air Volume, L	Unit Price
Mold Spore Count & ID (Air)	Standard Microscopy	Air-O-Cell Cassette	15 LPM	150	\$50.00
Mold Spore ID (Bulk)	Standard Microscopy	Zip-Loc Bag	1x1 Inch	N/A	\$50.00
Mold Spore Count/ID and Particulate Profile	Standard Microscopy	Air-O-Cell Cassette	15 LPM	150	\$60.00

## Indoor Air Quality

Method	Compounds	Sampling Approach	Instrumentation	Detection Limit	Unit Price
TO-1	Benzene, Toluene, Xylenes	Organic Polymer Sorbent	GC & GC/MS or GC/FID	0.01-100 ppbv	Call for Pricing
TO-2	Vinyl chloride, Chloroform, Chlorobenzene	Carbon Molecular Sieve	GC/MS or GC/FID	0.01-200 ppbv	Call for Pricing
TO-4	PCBs, 4,4-DDE, DDT, DDD	Filter and PUF absorbent trap	GC/MS or GC/FID/ECD	0.2 pg/m <sup>3</sup> – 200 ng/m <sup>3</sup>	Call for Pricing
TO-8	Cresol/Phenol	Midget impingers	HPLC	1-250 ppb	Call for Pricing
TO-14	Toluene, Benzene, Chlorobenzene	Evacuated stainless steel canister	GC/MS or GC/FID/ECD	0.2-25 ppbv	Call for Pricing
TO-15	Methanol, Benzene, Xylene, Nitrobenzene	Specially prepared canisters	GC/MS	0.2-25 ppbv	Call for Pricing
TO-17	Alcohols, Ketones, Benzene, Toluene, o-Xylene, Chlorobenzene	Multi-Bed Sorbent Tube	GC/MS	0.2-25 ppbv	Call for Pricing
Particulate Size Estimate (Bulk, Surface or Air)	Standard Microscopy 2 Ranges: <2.5 μm, ≥2.5 μm or <10 μm, ≥ 10 μm	Bulk – Sealable glass or plastic vials Surface – micro-vac on MCEF Air – Mixed cellulose ester filter	N/A	N/A	\$210.00
Particulate Size Estimate (Bulk, Surface or Air)	Standard Microscopy 3 Ranges: <2.5 μm, ≥2.5 μm but <10 μm, ≥ 10 μm	Bulk – Sealable glass or plastic vials Surface – micro-vac on MCEF Air – Mixed cellulose ester	N/A	N/A	\$263.00
Particle/Fiber Characterization & Identification	Standard Microscopy	Mini-vac samples, scrapings, bulk materials in sealed bags, tape lifts, or MCEF filters	N/A	N/A	\$88.00

**Microbiology**

<b>Parameter</b>	<b>Method</b>	<b>Sample Container</b>	<b>Preservative</b>	<b>Holding Time</b>	<b>Cost</b>
Total Coliform	SM18:9221B	120 mL sterile plastic	NA2S2O3	30 hours	\$60.00
Total Coliform MPN (For bacteria counts)	SM18:9221C	120 mL sterile plastic	NA2S2O3	30 hours	\$60.00
Fecal Coliform MPN	SM18:9221C	120 mL sterile plastic	NA2S2O3	6 hours	\$60.00
Fecal Streptococcus MPN	SM18:9230B	120 mL sterile plastic	NA2S2O3	6 hours	\$60.00
Fecal Enterococcus MPN	SM18:9230B	120 mL sterile plastic	NA2S2O3	6 hours	\$150.00
Legionella	Culture and ID	100 mL in sterile container	N/A	24 hours	Call for Pricing

## IV. Service Guide Summary

### 1. Standard Terms and Conditions

Unless otherwise agreed to in a formal contract, services provided by Analytics Corporation are limited to the terms and conditions stated below.

**Confidentiality** – Strict confidentiality is maintained in all business dealings with clients. Confidentiality agreements are therefore willingly provided. In instances where information is subpoenaed by and must be released to a regulatory or legal body, the client is promptly notified. Likewise, the client agrees to respect all such relationships of trust. Client agrees it will not use Analytics' name and/or data in any manner which might cause harm to Analytics' business and/or reputation. Under no circumstances is the name Analytics Corporation (Analytics) to be published without written approval.

No verbal results, preliminary or final reports, copies of reports, or electronic deliverables will be sent to anyone other than the client unless the client formally requests us to do so in writing.

**Contracts** – All contracts are subject to review and approval and must be signed by a corporate officer.

**Payment Terms** – Payment in advance is required for all clients except those who establish credit with our company. For clients with approved credit, our standard terms due upon receipt, after which time a 1% per month late charge or maximum amount permitted by law (if less) is added to all unpaid balances. Any deviation in payment terms must be agreed to in writing. Analytics has the right to ask for payment in advance, if the established payment terms are not adhered to. Analytics reserves the right to cease all work in the event the client does not pay its invoices. In the event of default in payment for services rendered, the client is responsible for reasonable collection and/or legal fees.

**Billing** – All fees are billed directly to the client. Third party billing will not be accepted without a statement, signed by the third party, which acknowledges and accepts payment responsibility. All paperwork submitted with a sample describes the testing desired, and any changes must be submitted in writing. If changes are made after the original request is initiated or has been completed, the client must accept payment responsibility. Analytics is not responsible for holding times that are exceeded due to such changes. All changes should be faxed to: "CLIENT SERVICES - URGENT".

**Rush Analyses** – A surcharge is added to the agreed upon fee if rush analysis is requested. The surcharge will depend upon the turnaround time requested. Rush analysis is offered contingent upon availability and pre-arrangement with Client Services or your project manager.

**Hazard Communication** – It is the client's responsibility to inform the laboratory of any hazardous characteristics known or suspected about the sample based on the collection site or circumstances. Information on hazard prevention and personal protection should also be provided to Analytics.

**Delivery of Samples** – Upon timely delivery of samples, Analytics will use best efforts to meet mutually agreed upon turnaround times. The risk of loss or damage to the sample during shipment remains with the client. Analytics will advise the client of samples that are missing or received in damaged, contaminated, or improperly preserved condition. The risk of loss or damage to the sample will be assumed by Analytics at the time possession of the sample is delivered to an employee.

Analytics reserves the right to refuse or to rescind acceptance of any samples, which in the judgment of Analytics is likely to pose any unreasonable risk in handling and/or analysis.

The client agrees that any sample containing any hazardous substance which is to be delivered to Analytics is labeled, packaged, manifested, transported, and delivered to Analytics in accordance with the

most current state and federal regulations. These regulations include, but are not limited to OSHA, EPA, TSCA, RCRA, DOT, FDA and applicable federal, state, and local agencies.

Sample Containers – Analytics will provide sample containers/media upon request. Analytics reserves the right to charge a fee for sample containers/media. Containers, media, and packaging not returned after thirty days will be assessed a fee based on cost plus 25%.

Retention of Samples – After the analytical results have been reported, samples are routinely retained in our storage facilities for 30 days. Prior arrangements must be made if samples are to be held for periods longer than this. Analytics may charge a monthly fee for long-term storage.

Quality Assurance – Analytics will perform services consistent with our Quality Assurance Program Plans (QAPP) and our Standard Operating Procedures (SOPs). It is the responsibility of the client to confirm that our standard practices meet the needs of the client prior to placing an order for work. In the event the client desires an alternative to these standard practices, such request must be made in writing prior to samples acceptance.

Retention of Reports – Unless otherwise agreed to in writing, Analytics will retain copies of analytics reports for a period of ten (10) years, after which the reports may be destroyed. If the client requests additional copies of the analytical reports during the retention period, an additional charge may apply for preparation and printing.

Reports – Analytics prohibits the use of its name in connection with any unauthorized use of its reports.

Special Reports – Additional charges may be necessary for customized reports which differ significantly from the Analytics' standard report. Additional charges may apply for specific QA/QC report formats for data packages and/or electronic deliverables. Please call for specific charges.

Hazardous Waste – Unused portions of samples found or suspected to be hazardous according to state or federal guidelines may be returned to the client upon completion of the analytical work. These include samples known or suspected to contain hazardous materials as defined by state or federal regulatory agencies. The cost of returning the sample may be invoiced to the client. The sample and portions thereof remain the property of the client at all times.

Litigation – All costs associated with compliance to any subpoena or other official request for documents, for testimony in a court of law, or for any other purpose relating to work performed by Analytics in connection with work performed for that client, shall be paid by the client. Such costs shall include, but are not limited to, hourly charge for persons involved in responding to subpoenas, travel and accommodations, mileage, attorney's preparation of testifier and advice of counsel in connection with response to subpoenas, and all other expenses deemed reasonable and associated with said litigation.

Indemnification, Liability, and Insurance – Analytics agrees to indemnify, defend, and save the client, its officers, directors, employees, agents, and representatives harmless from all losses, expenses, demands, and claims made against the clients, its officers, directors, employees, agents, and representatives because of any personal injuries, death, or property damage to the extent caused by the negligence or willful misconduct of Analytics, its employees, agents, or representatives in connection with the performance of services under this agreement, except to the extent such losses, expenses, demands, or claims occur as a result of the negligent or willful acts or omissions of the client, its officers, directors, employees, agents, and representatives; however, such indemnification and damages shall, in the aggregate, be limited to an amount equal to the lesser of (a) damages suffered by the client as a direct result thereof, or (b) the total amount paid by the client to Analytics for the work herein covered. Analytics will, if requested by the client, furnish certificates of insurance from its carrier(s) evidencing appropriate insurance coverage.

Warranty and Limits of Liability – In accepting analytical work, we warrant the accuracy of test results for the sample as submitted. The foregoing express warranty is exclusive and is given in lieu of all other

warranties, expressed or implied. We disclaim any other warranties, expressed or implied, including a warranty of fitness for particular purpose and warranty of merchantability. In no event shall Analytics be liable for indirect, special, consequential, or incidental damages including, but not limited to, damages for loss of profit or goodwill regardless of the negligence (either sole or concurrent) of Analytics and whether Analytics has been informed of the possibility of such damages. We accept no legal responsibility for the purposes for which the client uses the test results. No purchase order or other order for work shall be accepted by Analytics which includes any conditions that vary from the above described Standard Terms and Conditions, and Analytics hereby objects to any conflicting terms contained in any acceptance or order submitted by client.

Equal Opportunity/Affirmative Action Notice – Analytics Corporation is an equal opportunity/affirmative action employer and complies with all the regulations of executive order 11246 and the regulations promulgated there under.