



Price Schedule Terms

General Information

Environmental Testing & Consulting, Inc. has been in operation since 1972 specializing in the performance of assays on environmental samples. ETC, Inc. offers a full range of environmental analyses for wastewater, groundwater, soil and hazardous wastes. Our laboratory can provide the service and quality needed to meet strict client and regulatory requirements.

ETC, Inc. has a full range of modern analytical instrumentation and experienced professionals to provide comprehensive environmental analytical services.

The pricing listed in this schedule is based on a normal turnaround time of *10 working days*. Unless specified in a *Sub-Contract Agreement*, all pricing is subject to change.

Turnaround Time

Turnaround time (TAT) is defined as the time elapsing from validated time of sample receipt to the issuance of the report (by fax or email). RUSH turnaround is available (requires pre-approval) with the following surcharges:

- q Same Day Add 200% - Not available for all analyses.
- q Next Day Add 100% - Not available for all analyses.
- q 2-Day Add 50% - Not available for all analyses.
- q 3 to 5-Day Add 25%

Standard TAT is 10 working days.

Turnaround time for samples received after 3:00pm will begin on the next business day.

Turnaround time for samples received on Saturday will begin on the next business day.

Please have RUSH TAT requests approved by the laboratory prior to sample receipt in order to ensure that the expected TAT can be met.

Submitting Samples (Sample Acceptance Policy)

ETC, Inc. will provide sampling kits for all projects contracted to ETC, Inc. at no additional charge. Sample kits include:

- q Cooler(s)
- q Project Container Summary Form
- q Sample container(s) specific to the requested analysis.
- q Chemical preservation specific to the requested analysis.
- q Chain-of-Custody Form(s)
- q Label(s)
- q Basic Sampling/Shipping Instructions

ETC, Inc. will ship sample kits to the client (office or site) by GROUND UPS at *no additional charge*. Any expedited shipping service (Next Day/Priority) will be billed to the client. The client will be responsible for the return shipment to the laboratory unless other arrangements are agreed upon.

Our sampling kits are designed to ensure that the client understands the overall sampling protocol requirements. Please contact our Client Services Representative if you have any questions. We encourage clients to call prior to the



sampling event to verify these requirements.

It is ETC, Inc.'s policy that all samples that arrive at the laboratory must be accompanied by a chain-of-custody record.

A complete review of all samples received by the laboratory is conducted to ensure that all appropriate sampling protocols have been met. Samples submitted to the laboratory need to have complete and full documentation. At a minimum, the following information must be provided with each set of samples:

- § Sample identification
- § Date and time of collection
- § Collector's name
- § Sample preservation (i.e. chemical, temperature...)
- § Sample matrix (i.e. water, soil, sediment...)
- § Special instructions if applicable (i.e. special reporting requirements, detection limits...)

Each sample should be uniquely identified on a label adhered to the sample container and completed using water resistant ink.

Sample containers must be appropriate for the test and method being requested. Adequate sample must be provided to complete the requested testing. ETC can provide a table of current acceptable containers and preservations for analytical methods upon request.

The client will be contacted if samples/containers do not meet the above requirements (i.e. damaged containers, contamination or inadequate preservation). Non-compliance reports are issued if EPA protocols are not met. In some situations, this may render the data provided unusable for regulatory compliance.

Waste Minimization Policy

All laboratory waste, including samples, is disposed of according to federal and state regulations. ETC, Inc. maintains an extensive disposal program that ensures that all laboratory wastes are disposed of properly. To implement this plan, we require that samples be submitted in approved containers in the amounts specified by the laboratory.

Samples arriving in excess of these requirements may be subject to a additional charges for sample disposal.

Analytical Methods

ETC, Inc. performs all analyses per approved EPA Methods. Each method requires specific sampling protocol to ensure the integrity of the sample upon arrival at the laboratory. The client will be notified upon receipt of any sample that violates sampling protocol. The client will be given the option to: 1) proceed with the analysis, 2) discontinue the analysis 3) request new sample kit to re-sample.

If the client chooses to proceed with the analysis, the final report will be accompanied by a Non-Compliance Report detailing the problems encountered. This may result in the data being unusable for regulatory compliance.

If the client chooses to discontinue the analysis and re-sample, the current samples will be returned and a new sample kit issued. Please note that the client may incur additional charges for sample disposal and additional sample kits.

The exception to *Client Notification* listed above is for water samples analyzed for Volatile Organic Compounds. Due to the nature of this analysis and method requirements, the preservation of these samples can be checked only just prior to analysis. A Case Narrative and/or Non-Compliance Report will be generated for those water samples that do not meet the pH requirement. Non-Compliant samples analyzed under these conditions *will be billed* to the client.



Holding Times

Holding Time is defined as the maximum amount of time that can elapse between sample collection and sample extraction/analysis.

ETC, Inc. cannot be responsible for ensuring that samples are extracted/analyzed within method specified Holding Times if the samples arrive at the laboratory within 48 hours of the expiration of that Holding Time. ETC, Inc. always makes a *best effort* to ensure that Holding Times are not exceeded under these circumstances.

Samples that arrive at ETC, Inc. requested to be placed On Hold by the client are done so at the client's risk. It is the client's responsibility to notify ETC, Inc. prior to 24 hours of the expiration of the Holding Time to proceed with any analysis. ETC, Inc. always makes a *best effort* to monitor these samples and notify the client of Holding Time limitations. Samples released from hold that are approaching expiration of holding times may incur rush fees to complete the extraction/analysis.

Samples placed on hold and not analyzed may be subject to charges approximately 25% of the original analytical fee.

Change Requests

Changes that are requested for work that has been received by ETC, Inc. must be accompanied by a written request. E-mail and/or fax requests are acceptable.

Quality Assurance/Quality Control

ETC's Quality Assurance Program is an integral part of sample analyses and covers activities from procurement of supplies through data reporting and sample disposal. ETC, Inc. executes work using strict QA/QC protocols that ensure that the client will be provided with reliable data.

If requested, a standard QC Package can be provided with the final report. ETC, Inc. offers the following QC Packages:

Level I QA/QC – Standard Reporting Format

- q Case Narrative - Provided only when any problems are encountered.
- q Sample Results
- q Surrogate Recoveries - Organics Only

Level II QA/QC – Level I plus (*There is a 10% surcharge for this level*):

- q Case Narrative for each analysis performed.
- q Surrogate Summary Report - Organics Only
- q Method Blank Summary
- q Laboratory Control Sample(s)
- q Matrix Spike/Matrix Spike Duplicate
- q Sample Tentatively Identified Compound (TIC) Summary Report (upon request only)

Level III - QA/QC – Level II plus (*There is a 20% surcharge for this level*):

- q Sequence Check List
- q Instrument Tune Summary - Organics Only
- q Evaluation Standard (Breakdown) – Organics Only
- q Initial Calibration
- q Continuing Calibration
- q Interference Check Standards – Metals Only
- q Internal Standard Summary - Organics Only



Level IV - QA/QC – Level III plus (*There is a 25% surcharge for this level*):

q Raw Data

If a QC Package is requested after the final report has been issued, a 10% surcharge to the original invoice (\$50.00 minimum charge) will be assessed.

Reports

Environmental Testing & Consulting, Inc.'s reports are designed to provide the client with the information needed to make an informative and complete decision concerning the analytical data. Custom report formats are available and can be pre-arranged with our Client Service Representative.

In addition, ETC, Inc. can provide data as an electronic format. Electronic Diskette Deliverables (EDDs) are available in multiple formats (e.g. ERPIMS, Excel...). Please contact our Client Service Representative for available formats and charges.

Client Services

Client Service Representatives and Project Managers are available to each client to provide convenient, personal service. They single point access to all laboratory needs:

- Initiating a new account
- Quotations
- Scheduling of in-coming projects
- Status of current, in-house work
- Sample Kits
- Access to technical experts

Laboratory Location/Hours

Environmental Testing & Consulting, Inc.
2790 Whitten Road
Memphis, TN 38133
(901)213-2400 (800)264-4522 Fax (901)213-2440

Our hours of operation are *Monday thru Friday 8 A.M. to 5 P.M. Central Time. Sample receipt is provided Monday thru Friday 8 A.M. to 5 P.M. and Saturday (receiving only) 8 A.M. to 12 P.M.*

Sample Holding and Disposal

Unless otherwise specified, samples will be held for *30 days*. Excessive amounts of waste samples may be returned to the client for disposal or a disposal fee billed to the client.

Report/Data Storage

Analytical reports and data are maintained for a period of *5 years*. All reports and data are archived using the ETC Order Number (eg. 9901-001). Please refer to this number when making inquiries.

Terms

All invoices are net *30 days*. Invoices are generated for each set of samples (ETC Order) received. Special invoicing arrangements can be made with prior approval from ETC, Inc. Please contact your Client Service Representative.

Payments are accepted via cash, check, VISA, MasterCard and American Express. Samples arriving for RUSH TAT



must be paid in advance (cash, check or credit card) for clients that do not have approved credit.

Authorization, either written or verbal, of ETC, Inc. to perform any service shall be deemed full and unconditional acceptance of the terms and conditions set forth herein. A minimum charge for any service requiring a report is twenty-five dollars.

Prices and Services are subject to change without notice.

Discounts

Discounts are available for volume and/or contract work. Contact our Client Service Representative for details concerning your project.

Liability

ETC, Inc.'s liability in any claim relating to analyses performed shall be limited to, at ETC, Inc.'s option, repeating the analysis in question at ETC, Inc.'s expenses, or the refund of the charges paid for performance of said analysis. The client shall indemnify and hold harmless ETC, Inc. from and against all costs, damages, liabilities and/or other claims of any nature, relating in any way to ETC, Inc.'s performance or failure to perform any services.

Indemnification

ETC agrees to indemnify, defend, and save clients, its officers, directors, employees, agents and representatives harmless from all losses, expenses, demands and claims made against clients, its offices, 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 ETC, 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 client, its officers, directors, employees, agents, and representatives: however, such indemnification and demands shall, in the aggregate, be limited to an amount equal to the lesser of (a) damages suffered by client as the direct result thereof, or (b) the total amount paid by client for the work herein covered. ETC will, if requested by client, furnish certificates of insurance from its carriers evidencing appropriate insurance coverage.



Environmental Testing & Consulting, Inc.

Inorganic Chemical Analyses

Parameter	Method	Cont.	Hold Time	Preservation	Price
Acidity, Total	2310B	P,G	14 days	Cool, <=6C	\$ 10.00
Alkalinity, Total	2320B	P,G	14 days	Cool, <=6C	\$ 10.00
Bicarbonate	2320B	P,G	14 days	Cool, <=6C	\$ 10.00
Carbonate	2320B	P,G	14 days	Cool, <=6C	\$ 10.00
Total Bicarbonate/Carbonate	2320B	P,G	14 days	Cool, <=6C	\$ 20.00
Ash % (Ignition at 550C)	160.4	P,G	7 days	Cool, <=6C	
Biochemical Oxygen Demand (BOD)	5210B	P,G	48 hours	Cool, <=6C	\$ 30.00
Biochemical Oxygen Demand Carbonaceous	5210B	P,G	48 hours	Cool, <=6C	\$ 30.00
Biochemical Oxygen Demand Ultimate	Inquire				Inquire
Bromide	300.0	P,G	28 days	None Required	\$ 15.00
Bromide	9056	P,G	28 days	None Required	\$ 15.00
BTU	D240-02	P,G	Not Specified	None Required	\$ 50.00
Chemical Oxygen Demand (COD)	410.4 / 5220D	P,G	28 days	Cool, <=6C / H2SO4 pH<2	\$ 25.00
Chloride	4500-Cl B	P,G	28 days	None Required	\$ 15.00
Chloride	300.0	P,G	28 days	None Required	\$ 15.00
Chloride	9056	P,G	28 days	Cool, <=6C	\$ 15.00
Chlorine, Total Residual	4500-Cl G	P,G	Field	Cool, <=6C	\$ 15.00
Chlorine, Free	4500-Cl G	P,G	Field	Cool, <=6C	\$ 15.00
Chromium, Hexavalent (Colormetric)	3500-Cr B	P,G	28 days	Cool, <=6C / NaOH pH of 9	\$ 25.00
Chromium, Hexavalent (Colormetric)	7196A	P,G	24 hours	Cool, <=6C	\$ 25.00
Chromium, Hexavalent (Colormetric Soil)	7196A / 3060A	P,G	30 days	Cool, <=6C	\$ 50.00
Color	2120B	P,G	48 hours	Cool, <=6C	\$ 10.00
Conductance (Specific)	2510B	P,G	28 days	Cool, <=6C	\$ 10.00
Resistivity	2510B	P,G	28 days	Cool, <=6C	\$ 10.00
Cyanide, Total	4500CNE	P,G	14 days	Cool, <=6C / NaOH pH>12	\$ 30.00
Cyanide, Total	9010B	P,G	14 days	Cool, <=6C / NaOH pH>12	\$ 30.00
Cyanide, Amenable	4500CNG	P,G	14 days	Cool, <=6C / NaOH pH>12	\$ 60.00
Dissolved Oxygen	4500OC	G	Field	NA	\$ 10.00
Fluoride (without Distillation)	4500FB	P,G	28 days	Cool, <=6C	\$ 25.00
Fluoride	300.0	P,G	28 days	None Required	\$ 15.00
Fluoride	9056	P,G	28 days	Cool, <=6C	\$ 15.00
Hardness (EDTA)	2340C	P,G	28 days	Cool, <=6C	\$ 20.00
Hardness by Calculation (Ca, Mg)	200.7 / 2340B	P,G	6 months	HNO3 to pH<2	\$ 28.00
Hardness by Calculation (Ca, Mg)	6010B / 2340B	P,G	6 months	HNO3 to pH<2	\$ 28.00
MBAS (Surfactants)	5540C	P,G	48 hours	Cool, <=6C	\$ 25.00
Moisture (%)	2540B	P,G	7 days	Cool, <=6C	\$ 10.00
Nitrogen					
Ammonia (NH3, undistilled, ISE)	4500 NH3D	P,G	28 days	Cool, <=6C / H2SO4 pH<2	\$ 20.00
Ammonia (NH3, distilled, titration)	4500 NH3C	P,G	28 days	Cool, <=6C / H2SO4 pH<2	\$ 30.00
Kjeldahl Total	4500 NH3D	P,G	28 days	Cool, <=6C / H2SO4 pH<2	\$ 30.00
Organic = TKN - NH3		P,G	28 days	Cool, <=6C / H2SO4 pH<2	\$ 50.00
Total = TKN + (NO2/NO3)		P,G	28 days	Cool, <=6C / H2SO4 pH<2	\$ 45.00
Nitrogen-Nitrate	300.0	P,G	48 hours	Cool, <=6C	\$ 15.00
Nitrogen-Nitrate	9056	P,G	48 hours	Cool, <=6C	\$ 15.00
Nitrogen-Nitrite	300.0	P,G	48 hours	Cool, <=6C	\$ 15.00
Nitrogen-Nitrite	9056	P,G	48 hours	Cool, <=6C	\$ 15.00
Nitrogen-Nitrate	4500 NO3E	P,G	28 days	Cool, <=6C / H2SO4 pH<2	\$ 20.00
Nitrogen-Nitrate and Nitrite	4500 NO3E	P,G	48 hours	Cool, <=6C	\$ 30.00
Odor	2150B	G	24 hours	Cool, <=6C	\$ 10.00



Environmental Testing & Consulting, Inc.

Inorganic Chemical Analyses

Parameter	Method	Cont.	Hold Time	Preservation	Price
Oil and Grease (HEM):					
HEM (Water)	1664A	G	28 days	Cool, <= 6C HCl pH<2	\$40.00
HEM Soxhlet Extraction (Soil)	9071B	G	28 days	Cool, <=6C	\$45.00
SGT-HEM (TPH - Water)	1664A-SGT	G	28 days	Cool, <= 6C HCl pH<2	\$50.00
SGT-HEM Soxhlet Extraction (TPH - Soil)	1664A-SGT	G	28 days	Cool, <=6C	\$55.00
<i>HEM - Hexane Extractable Material SGT - Silica Gel Treated</i>					
pH	4500H-B	P,G	Field	None Required	\$10.00
pH	9040C	P,G	Field	None Required	\$10.00
pH (Solid)	9045D	P,G	ASAP	Cool, <=6C	\$20.00
Phenol - Total Colormetric	420.1	G	28 days	Cool, <=6C / H2SO4 pH<2	\$35.00
Phenol - Total Colormetric (Direct)	420.1	G	28 days	Cool, <=6C / H2SO4 pH<2	\$25.00
Phenol - Total Colormetric	9065	G	28 days	Cool, <=6C / H2SO4 pH<2	\$35.00
Phosphorous:					
Ortho Phosphate	4500 PE	P,G	28 days	Cool, <=6C / H2SO4 pH<2	\$25.00
Ortho Phosphate by IC	300.0	P,G	48 hours	Cool, <=6C	\$20.00
Ortho Phosphate by IC	9065	P,G	48 hours	Cool, <=6C	\$20.00
Total Phosphorous	4500 PB5	P,G	28 days	Cool, <=6C / H2SO4 pH<2	\$25.00
Residue (Solids):					
Total Dissolved Solids (TDS)	2540C	P,G	7 days	Cool, <=6C	\$10.00
Total Suspended Solids (TSS)	2540D	P,G	7 days	Cool, <=6C	\$10.00
Total Solids (% Solids TS)	2540B	P,G	7 days	Cool, <=6C	\$10.00
Total Volatile Solids (TVS)	160.4	P,G	7 days	Cool, <=6C	\$10.00
Settleable Solids (SS)	2540E	P,G	7 days	Cool, <=6C	\$10.00
Silica	200.7	P	28 days	Cool, <=6C	\$10.00
Specific Conductance	2510B	P,G	28 days	Cool, <=6C	\$10.00
Specific Conductance	9050A	P,G	28 days	Cool, <=6C	\$10.00
Sulfate	300.0	P,G	28 days	Cool, <=6C	\$15.00
Sulfate	9056	P,G	28 days	Cool, <=6C	\$15.00
Sulfide	4500S2F	P,G	7 days	NaOH pH>9	\$65.00
Sulfide	9030B	P,G	7 days	NaOH pH>9	\$65.00
Sulfite	4500SO32B	P,G	Field	None Required	\$10.00
Total Organic Carbon (TOC):					
Water	5310B	G	28 days	Cool, <=6C / HCl pH<2	\$35.00
Water	9060	G	28 days	Cool, <=6C / HCl pH<2	\$75.00
Soil (FOC)	Walkley-Black	G	28 days	Cool, <=6C	\$60.00
Total Organic Halides (TOX)	9020B	G	28 days	Cool, <=6C / H2SO4 pH<2	\$85.00
Extractable Organic Halides (EOX)	9023	G	28 days	Cool, <=6C	\$75.00
Total Chlorine/Halides (Oil)	9076	G	28 days	Cool, <=6C	\$75.00
Turbidity	2130B	P,G	48 hours	Cool, <=6C	\$25.00



Environmental Testing & Consulting, Inc.

Organic Chemical Analyses

Wastewater - 40 CFR part 136

Parameter	Method	Cont.	Hold Time	Preservation	Price
Volatile Organic Compounds (VOCs)	624	40ml Vial	14 days	Cool, <=6C / HCl pH<2	\$ 150.00
Semi-Volatile Organics (SVOCs/BNAs)	625	Amber Liter	7 days	Cool, <=6C	\$ 250.00
Acid (Phenolic) Fraction	625	Amber Liter	7 days	Cool, <=6C	\$ 150.00
Base/Neutral Fraction	625	Amber Liter	7 days	Cool, <=6C	\$ 150.00
Polynuclear/Aromatic Hydrocarbons (PAH)	625	Amber Liter	7 days	Cool, <=6C	\$ 150.00
2,3,7,8-TCDD (Screen Only)	625	Amber Liter	7 days	Cool, <=6C	\$ 150.00
Organochlorine Pesticides and PCBs	608	Amber Liter	7 days	Cool, <=6C	\$ 200.00
Organochlorine Pesticides	608	Amber Liter	7 days	Cool, <=6C	\$ 150.00
PCBs	608	Amber Liter	7 days	Cool, <=6C	\$ 150.00
Total Toxic Organics (TTO)	624/625/608		7 days	Cool, <=6C	\$ 600.00
Total Toxic Organics (w/o Pest/PCBs)	624/625		7 days	Cool, <=6C	\$ 400.00

RCRA - Solid Waste Manual SW-846

Parameter		Aqueous		Aqueous	
Volatile Organic Compounds (VOCs)	8260B	40ml Vial	14 days	Cool, <=6C / HCl pH<2	\$ 150.00
Semi-Volatile Organics (SVOCs/BNAs)	8270C	Amber Liter	7 days	Cool, <=6C	\$ 250.00
Acid (Phenolic) Fraction	8270C	Amber Liter	7 days	Cool, <=6C	\$ 150.00
Base/Neutral Fraction	8270C	Amber Liter	7 days	Cool, <=6C	\$ 150.00
Polynuclear/Aromatic Hydrocarbons (PAH)	8270C	Amber Liter	7 days	Cool, <=6C	\$ 150.00
Polynuclear/Aromatic Hydrocarbons (PAH)	8270C SIM	Amber Liter	7 days	Cool, <=6C	\$ 150.00
Polynuclear/Aromatic Hydrocarbons (PAH)	8310	Amber Liter	7 days	Cool, <=6C	\$ 175.00
BTEX	8260B	40ml Vial	14 days	Cool, <=6C / HCl pH<2	\$ 65.00
BTEX w MTBE and/or Naphthalene	8260B	40ml Vial	14 days	Cool, <=6C / HCl pH<2	\$ 75.00
TPH - Gasoline Range Organics	8015B	40ml Vial	14 days	Cool, <=6C / HCl pH<2	\$ 50.00
TPH - Diesel Range Organics/Waste Oil	8015B	Amber Liter	7 days	Cool, <=6C / HCl pH<2	\$ 55.00
TPH - Fingerprint	8015B	Amber Liter	7 days	Cool, <=6C / HCl pH<2	\$ 100.00
Organochlorine Pesticides	8081A	Amber Liter	7 days	Cool, <=6C	\$ 150.00
PCBs	8082	Amber Liter	7 days	Cool, <=6C	\$ 150.00
Organochlorine Pesticides/PCBs	8081A/8082	Amber Liter	7 days	Cool, <=6C	\$ 200.00
Organophosphorous Pesticides	8270C	Amber Liter	7 days	Cool, <=6C	\$ 150.00
Chlorinated Herbicides	8151A	Amber Liter	7 days	Cool, <=6C	\$ 150.00
PCBs (Transformer Oil)	8082	4oz	14 days	None Required	\$ 75.00
PCBs (Wipe Samples)	8082	Ghost Wipe	14 days	None Required	\$ 75.00
EDB/DBCP micro extraction	8011	40ml Vial	14 days	Cool, <=6C	\$ 75.00
Non-Halogenated (e.g. Alcohols, glycols...)	8015B	40ml Vial	14 days	Cool, <=6C	\$ 100.00
(Up to 2 analytes - \$50 per each additional analyte).					
Soil - Organic Methods - Volatiles (separate container)		4oz	14 days	Cool, <=6C	
Soil - Organic Methods - Non-Volatiles		4oz/9oz	14 days to extraction/40 days from extraction to analysis	Cool, <=6C	



Environmental Testing & Consulting, Inc.

Organic Chemical Analyses

Wastewater - 40 CFR part 136

Parameter

Volatile Preparation Method 5035

Encore Sampler

5 gram sampler

Method

Cont.

Hold Time

Preservation

Price

5035

3 Samplers

48 Hours to
preservation /
14 days to
analysis

Cool, <=6C

\$ 10.00

Pre-Preserved Vials

2 Sodium Bisulfate / 1 Methanol with
stirbar

5035

Cool, <=6C

Inquire



Environmental Testing & Consulting, Inc.

Metals

Parameter	Method	Cont.	Hold Time	Preservation	Price
Aluminum	200.7 / 6010B	Plastic	6 months	HNO3 to pH<2	\$ 16.00
Antimony	200.7 / 6010B	Plastic	6 months	HNO3 to pH<2	\$ 16.00
Arsenic	200.7 / 6010B	Plastic	6 months	HNO3 to pH<2	\$ 16.00
Barium	200.7 / 6010B	Plastic	6 months	HNO3 to pH<2	\$ 16.00
Beryllium	200.7 / 6010B	Plastic	6 months	HNO3 to pH<2	\$ 16.00
Boron	200.7 / 6010B	Plastic	6 months	HNO3 to pH<2	\$ 16.00
Cadmium	200.7 / 6010B	Plastic	6 months	HNO3 to pH<2	\$ 16.00
Calcium	200.7 / 6010B	Plastic	6 months	HNO3 to pH<2	\$ 16.00
Chromium Total	200.7 / 6010B	Plastic	6 months	HNO3 to pH<2	\$ 16.00
Chromium (Hexavalent)					
Alkaline Extraction for Soils					
Cobalt	200.7 / 6010B	Plastic	6 months	HNO3 to pH<2	\$ 16.00
Copper	200.7 / 6010B	Plastic	6 months	HNO3 to pH<2	\$ 16.00
Iron	200.7 / 6010B	Plastic	6 months	HNO3 to pH<2	\$ 16.00
Lead	200.7 / 6010B	Plastic	6 months	HNO3 to pH<2	\$ 16.00
Magnesium	200.7 / 6010B	Plastic	6 months	HNO3 to pH<2	\$ 16.00
Manganese	200.7 / 6010B	Plastic	6 months	HNO3 to pH<2	\$ 16.00
Mercury (Water)	245.1 / 7470A	Plastic	28 days	HNO3 to pH<2	\$ 45.00
Mercury (Soil)	7471A	4oz	28 days	Cool, <=6C	\$ 45.00
Molybdenum	200.7 / 6010B	Plastic	6 months	HNO3 to pH<2	\$ 16.00
Nickel	200.7 / 6010B	Plastic	6 months	HNO3 to pH<2	\$ 16.00
Potassium	200.7 / 6010B	Plastic	6 months	HNO3 to pH<2	\$ 16.00
Selenium	200.7 / 6010B	Plastic	6 months	HNO3 to pH<2	\$ 16.00
Silver	200.7 / 6010B	Plastic	6 months	HNO3 to pH<2	\$ 16.00
Sodium	200.7 / 6010B	Plastic	6 months	HNO3 to pH<2	\$ 16.00
Strontium	200.7 / 6010B	Plastic	6 months	HNO3 to pH<2	\$ 16.00
Thallium	200.7 / 6010B	Plastic	6 months	HNO3 to pH<2	\$ 16.00
Tin	200.7 / 6010B	Plastic	6 months	HNO3 to pH<2	\$ 16.00
Titanium	200.7 / 6010B	Plastic	6 months	HNO3 to pH<2	\$ 16.00
Vanadium	200.7 / 6010B	Plastic	6 months	HNO3 to pH<2	\$ 16.00
Zinc	200.7 / 6010B	Plastic	6 months	HNO3 to pH<2	\$ 16.00
Soil - Metals (except Mercury)	6010B	4oz / 9oz	6 months	None Required	
Digestion Charge (3 metals or less)					\$ 10.00
Filtration for Dissolved Metals					\$ 10.00
Oily Waste / Organics					\$ 50.00
8 RCRA Metals (ICP/CV)*					\$ 129.00
13 Priority Pollutants (ICP/CV)**					\$ 165.00
23 TAL Metals (ICP/CV)***					\$ 229.00
LA 29-B Metals****					\$ 129.00

*As Ba Cd Cr Pb Hg Se Ag

** Sb As Cr Ni Zn Cu Se Be Pb Ag Cd

***Ag Al As Ba Be Ca Cd Co Cr Cu Fe Hg K Mg Mn Na Ni Pb Sb Se Ti V Zn

****Ag, As, Ba, Cd, Cr, Hg, Pb, Se, Zn



Environmental Testing & Consulting, Inc.

Metals by ICP/MS

Parameter	Method	Cont.	Hold Time	Preservation	Price
Aluminum	200.8 / 6020	Plastic	6 months	HNO3 to pH<2	\$ 18.00
Antimony	200.8 / 6020	Plastic	6 months	HNO3 to pH<2	\$ 18.00
Arsenic	200.8 / 6020	Plastic	6 months	HNO3 to pH<2	\$ 18.00
Barium	200.8 / 6020	Plastic	6 months	HNO3 to pH<2	\$ 18.00
Beryllium	200.8 / 6020	Plastic	6 months	HNO3 to pH<2	\$ 18.00
Boron	200.8 / 6020	Plastic	6 months	HNO3 to pH<2	\$ 18.00
Cadmium	200.8 / 6020	Plastic	6 months	HNO3 to pH<2	\$ 18.00
Calcium	200.8 / 6020	Plastic	6 months	HNO3 to pH<2	\$ 18.00
Chromium Total	200.8 / 6020	Plastic	6 months	HNO3 to pH<2	\$ 18.00
Cobalt	200.8 / 6020	Plastic	6 months	HNO3 to pH<2	\$ 18.00
Copper	200.8 / 6020	Plastic	6 months	HNO3 to pH<2	\$ 18.00
Iron	200.8 / 6020	Plastic	6 months	HNO3 to pH<2	\$ 18.00
Lead	200.8 / 6020	Plastic	6 months	HNO3 to pH<2	\$ 18.00
Magnesium	200.8 / 6020	Plastic	6 months	HNO3 to pH<2	\$ 18.00
Manganese	200.8 / 6020	Plastic	6 months	HNO3 to pH<2	\$ 18.00
Molybdenum	200.8 / 6020	Plastic	6 months	HNO3 to pH<2	\$ 18.00
Nickel	200.8 / 6020	Plastic	6 months	HNO3 to pH<2	\$ 18.00
Potassium	200.8 / 6020	Plastic	6 months	HNO3 to pH<2	\$ 18.00
Selenium	200.8 / 6020	Plastic	6 months	HNO3 to pH<2	\$ 18.00
Silver	200.8 / 6020	Plastic	6 months	HNO3 to pH<2	\$ 18.00
Sodium	200.8 / 6020	Plastic	6 months	HNO3 to pH<2	\$ 18.00
Strontium	200.8 / 6020	Plastic	6 months	HNO3 to pH<2	\$ 18.00
Thallium	200.8 / 6020	Plastic	6 months	HNO3 to pH<2	\$ 18.00
Tin	200.8 / 6020	Plastic	6 months	HNO3 to pH<2	\$ 18.00
Titanium	200.8 / 6020	Plastic	6 months	HNO3 to pH<2	\$ 18.00
Vanadium	200.8 / 6020	Plastic	6 months	HNO3 to pH<2	\$ 18.00
Zinc	200.8 / 6020	Plastic	6 months	HNO3 to pH<2	\$ 18.00
Soil - Metals (except Mercury)	6020	4oz / 9oz	6 months	None Required	
Digestion Charge (3 metals or less)					\$ 10.00
Filtration for Dissolved Metals					\$ 10.00
Oily Waste / Organics					\$ 50.00
8 RCRA Metals (ICP/CV)*					\$ 115.00
13 Priority Pollutants (ICP/CV)**					\$ 165.00
23 TAL Metals (ICP/CV)***					\$ 265.00
LA 29-B Metals****					\$ 115.00

*As Ba Cd Cr Pb Hg Se Ag

** Sb As Cr Ni Zn Cu Se Be Pb Ag

***Ag Al As Ba Be Ca Cd Co Cr Cu Fe Hg K Mg Mn Na Ni Pb Sb Se Ti V Zn

**** Ag, As, Ba, Cd, Cr, Hg, Pb, Se, Zn



Environmental Testing & Consulting, Inc.

Hazardous Waste Characteristics

Parameter	Method	Cont.	Hold Time	Preservation	Price
Ignitability					
Pensky-Martens Closed Cup Method	ASTM D93-80	PG	Not Specified	Not Specified	\$ 35.00
Corrosivity					
pH Determination	9045D	PG	ASAP	Cool, <=6C	\$ 10.00
Reactivity					
Cyanide (Reactive)	7.3.3.2	PG	14 days	Cool, <=6C	\$ 25.00
Sulfide (Reactive)	7.3.4/2	PG	28 days	Cool, <=6C	\$ 25.00
Reactivity / Corrosivity / Ignitability (RCI)					\$ 101.00
Paint Filter Test					\$ 10.00
TCLP Extraction - Zero Headspace					\$ 50.00
TCLP Extraction - Non-Volatile Organics					\$ 50.00
TCLP Fractions (Extraction fees included)					
8 RCRA Metals	6010B/7470A	PG	See Below	See Below	\$ 175.00
BNA	8270C		See Below	See Below	\$ 300.00
VOC	8260B		See Below	See Below	\$ 200.00
Pesticides	8081A		See Below	See Below	\$ 200.00
Herbicides	8082		See Below	See Below	\$ 200.00
TCLP Extraction with all fractions					\$ 695.00
TCLP Less Pesticides and Herbicides					\$ 595.00
TCLP Sample Maximum Holding Times (Days)					
	Collection to TCLP Extraction	TCLP Ext to Prep Ext	Prep Ext to Analysis		
Volatiles	14	NA	14	Cool, <=6C*	
Semi-Volatiles	14	7	40	Cool, <=6C*	
Mercury	28	NA	28	Cool, <=6C*	
Metals (except Mercury)	180	NA	180	None Required	

TCLP - Toxicity Characteristic Leaching Procedure

* Samples may be refridgerated unless refridgeration results in irreversbile physical change to the waste. If precipitation occurs, the entire sample (including precipitate) should be extracted.



Environmental Testing & Consulting, Inc.

Microbiology

Parameter		Method	Price
Coliform Testing by Standard			
<u>Membrane Filtration</u>			
E. Coli	40451	HACH 10029	\$ 28.00
Enterococci (Enterobacteriaceae)	40538	9230C	\$ 30.00
Fecal Coliform	40524	9222D	\$ 30.00
Fecal Streptococcus	40535	9230C	\$ 30.00
Total Coliform	40266	HACH 10029	\$ 47.00
<u>Most Probable Number (MPN)</u>			
E. Coli (Gram Negative Bacteria)	40331	9221B	\$ 25.00
Fecal Coliform	40522	9221E	\$ 60.00
Salmonella	41816	9260D	\$ 300.00
503 Regulations for Sludge			
<u>Application (Pathogen Testing)</u>			
Enteric Virus			Inquire
Fecal Coliforms	40522		\$ 60.00
Salmonella	41816		\$ 300.00
Viable Helminth Ova			Inquire
<i>*These tests require special containers and are subject to special sampling and scheduling requirements. Contact the laboratory before sampling.</i>			
Samples submitted for NPDES Permit must be delivered to the laboratory within 6 hours of sampling. Refridgeration during shipping at 10 degrees Celcius is required.			
<u>Microbial Indicators</u>			
Aerobic Plate Count (Petri Film)	44036		\$ 35.00
Aerobic Plate Count (Standard)	41870, 44035		\$ 30.00
E. Coli (Swab)	40401		\$ 30.00
E. Coli Plate Count (Petri Film)	40452		\$ 35.00
E. Coli Plate Count (VRB)	40450		\$ 30.00
Total Coliform Bacteria (Pos/Neg)	40054		\$ 25.00
Total Coliform Plate Count (VRB)	40055		\$ 30.00
Yeast and Mold Plate Count	41250		\$ 30.00
Yeast and Mold Plate Count (Petri Film)	41251		\$ 45.00
<u>Pathogens</u>			
E. Coli O157:H7	40510		\$ 25.00
Enterococci (Petri Film)	40537		\$ 45.00
Listeria (Rapid VIP)	40495		\$ 25.00
Pseudomonas aeruginosa	41569		\$ 25.00
Pseudomonas Plate Count	41570		\$ 25.00
Salmonella (Rapid VIP)	40496		\$ 25.00
Salmonella Plate Count	41811		\$ 30.00
Staphylococcus	41883		\$ 40.00
Staphylococcus aureus	41882		\$ 40.00



Environmental Testing & Consulting, Inc.

Microbiology

Parameter	Method	Price
<u>Toxins</u>		
Four Toxin Test (Romer) (Aflatoxin, T-2, Vomitoxin & Zearalenone)		Inquire
<u>Biotoxicity</u>		
<u>Acute Toxicity</u>		
Range-Finding Screening - 24 Hour	1 Species	\$ 225.00
	2 Species	\$ 275.00
Definitive-48 Hour LC 50 (Nonrenewal)	1 Species	\$ 350.00
	2 Species	\$ 400.00
Definitive-48 Hour LC 50 (Renewal)	1 Species	\$ 425.00
	2 Species	\$ 475.00
Definitive-96 Hour LC 50 (Renewal/Nonrenewal)	1 Species	\$ 500.00
<u>Chronic Toxicity</u>		
Fathead Minnow Larval Survival and Growth Test		\$ 850.00
Ceriodaphnia Survival and Growth Test		\$ 850.00
Fathead/Cerio Run Concurrently		\$ 1,400.00
Condensed Version - Dilutions at permit limits only.	1 Species	\$ 535.00
	2 Species	\$ 885.00
Toxicity Reduction Evaluation - TRE		Upon Request
<u>Microbiologically Influenced Corrosion (MIC Testing)</u>		
<u>Inorganic Testing</u>		
Total Dissolved Solids (TDS)		\$ 10.00
Langelier's Index (pH, Conductivity, Calcium, Alkalinity, Temperature)		\$ 50.00
Silica		\$ 10.00
Iron, Magnesium, Manganese, Hardness		\$ 40.00
Sulfate, Chloride		\$ 20.00
Dissolved Oxygen		\$ 10.00
<u>Microbiological Testing</u>		
Aerobic and Anaerobic Bacteria	HAB	\$ 35.00
Total Coliform	TC	\$ 35.00
Iron Related Bacteria	IRB	\$ 35.00
Sulfate Reducing Bacteria	SRB	\$ 35.00
Slime Forming Bacteria	SLYM	\$ 35.00
Acid Producing Bacteria	APB	\$ 35.00
Tennessee State Fire Marshall's Requirements		Inquire
<u>Cosmetic Testing</u>		
USP-51 Anit Microbial Effectiveness		\$ 1,800.00



Parameter	Method	Cont.	Hold Time	Preservation	Price
SPLP Extraction - Zero Headspace	1312				\$ 50.00
SPLP Extraction - Non-Volatile Organics**	1312				\$ 50.00
SPLP Fractions (Extraction fees included)					
8 RCRA Metals	6010B/7470A	PG	See Below	See Below	\$ 175.00
BNA	8270C		See Below	See Below	\$ 300.00
VOC	8260B		See Below	See Below	\$ 200.00
Pesticides	8081A		See Below	See Below	\$ 200.00
Herbicides	8082		See Below	See Below	\$ 200.00
SPLP Extraction with all fractions					\$ 695.00
SPLP Less Pesticides and Herbicides					\$ 595.00

SPLP Sample Maximum Holding Times (Days)

	Collection to SPLP Extraction	SPLP Ext to Prep Ext	Prep Ext to Analysis	
Volatiles	14	NA	14	Cool, <=6C*
Semi-Volatiles	14	7	40	Cool, <=6C*
Mercury	28	NA	28	Cool, <=6C*
Metals (except Mercury)	180	NA	180	None Required

SPLP - Synthetic Precipitation Leaching Procedure

* Samples may be re-refrigerated unless re-refrigeration results in irreversible physical change to the waste. If precipitation occurs, the entire sample (including precipitate) should be extracted.

** In some instances, when lower detection limits are required, additional SPLP extractions must be performed to generate sufficient leachate for a particular method. Additional extraction fees may apply.

Radio Chemistry Methods

Parameter	Method	Cont.	Hold Time	Preservation	Price
Gross Alpha	EPA 600/4-75-008				\$ 75.00
Gross Beta	EPA 600/4-75-008				\$ 75.00
Gross Alpha/Beta Combination	EPA 600/4-75-008				\$ 125.00
Radium 226	EPA 903.1				\$ 96.00
Radium 228	EPA-RA-05				\$ 125.00