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COMPANY PROFILE

Company Description and History

Purpose Statement
The purpose statement above captures Silver State Analytical Laboratories commitment to serve our clients and our communities with quality products and services that improve everyone’s quality of life. This commitment encourages technological advancements and the growth of economic prosperity which in turn yields a cleaner environment that preserves our safety in life and work. This is a team approach with our co-workers, our clients and our community for the mutual benefit of all.

The industry sectors that we service include: Water, Power, Energy, Food, Beverage, Drug, Mining, Industrial, Manufacturing, Healthcare Facilities, Resort and Hospitality sectors.

Here at SSAL, our Core Values are: Service, Integrity, Growth and Reward. Since our first core value is Service, SSAL provides our clients with an outstanding experience. Think of us as an extension of your staff. We are committed to supporting you and your company’s mission and promise to meet your service needs in a high quality, timely, and cost-effective manner. SSAL maintains full time Nevada and California certified laboratory facilities in Las Vegas and Reno, Nevada. With fully staffed Service Centers; we provide all-inclusive service throughout Nevada and Northern and Southern California.

Building Value:
- Environmental – health & safety testing of water, wastewater, soil, and air under SDWA, CWA, RCRA, LUST, CAA, OSHA and other regulatory programs.
- Soil and construction material chemical testing following ASTM, AASHTO, AWWA, DOT, Caltrans and other standards and Building Permit compliance reports.

“We make OUR WORLD better, cleaner, safer, and more prosperous.”
• Microbiological testing for health departments, food processing, commercial, resort, healthcare facilities, and residential needs. Center for Disease Control and Prevention Environmental Legionella Isolation Techniques Evaluation (CDC ELITE) certified.

• Minerals, process industries, and manufacturing analytical services for process control, quality assurance or chemical characterization.

• Scientific field equipment, supplies and services for complete project support.

• Sample courier services, equipment delivery, and enhanced field and sampling services per client requests.

• Technical consultations from chemists, microbiologists, scientists, regulatory experts, permit compliance experts and engineers.

During this time, SSAL has acquired additional assets to provide our clients with the best possible service and support.

• In 2005, our Reno Laboratory was opened to provide services locally to the Northern Nevada and Lake Tahoe area.

• In 2006, Sierra Environmental Monitoring earned California Environmental Laboratory Accreditation Program Certification.

• In 2008, our Las Vegas Laboratory moved to larger facilities and added more equipment capabilities.

• In 2011, SSAL purchased the assets of Atlas Consultants. Atlas was a 30-year Las Vegas materials chemistry lab.

• In 2011, SSAL procured the only commercially owned Dionex 5000 ICS Ion Chromatograph in Nevada. This advanced instrument allows ultra-low detection limits for anions, hexavalent chromium, perchlorate and other compounds of emerging concern.

• In 2011, SSAL entered agreements with Enviro-Tech Services Company and became the exclusive Nevada dealer for its environmental, scientific and field products and services with stocking locations in Las Vegas, Reno (and later in Elko).

• In 2012, our Reno laboratory moved to a new and larger location and to house our Enviro-Tech equipment sales and rentals. As an exclusive dealer for Enviro-Tech field equipment and supplies, we now offer one-stop solutions for field sampling and testing, sample collection, analytical testing and certified reporting.

Silver State Analytical Laboratories, Inc., in 1997, was established in Las Vegas, NV.

With thanks to our dedicated customers and SSAL’s track record of providing legally defensible data and customized solutions for our clients has allowed us, in 2017, to celebrate 20 years as a professionally managed company.
• In 2013, SSAL procured new metals testing equipment (ICP-MS) and begins offering low level metals concentration testing.

• In 2015, SSAL earned California Environmental Laboratory Accreditation Program Certification.

• In 2015, SSAL moved to a larger custom built facility at 3626 East Sunset Road, Suite 100 in Las Vegas, NV. This facility includes large sample intake processing areas, show room displays for Enviro-Tech equipment, expanded space and upgrades in sample preservation, metals processing, and enhanced microbiological testing with room for future laboratory expansion.

• In 2015, SSAL implemented major upgrades to client data management with the addition of 2 Khemia Omega 11 Laboratory Information Management Systems (LIMS). Similarly, investments were made in IT systems, major laboratory information systems automation and high speed wide area network infrastructure.

• In 2015, SSAL acquired the assets of Sierra Environmental Monitoring (SEM), a full service environmental testing laboratory with offices in Reno, Las Vegas, and Elko, NV. SEM is now an operating division of SSAL.

• In 2016, our Elko, NV location features a full line of Enviro-Tech equipment for sale and rent and continues as a laboratory sample drop off site as well as environmental and scientific technical service center.

• In 2016, SSAL Reno and SEM Reno merged locations and now operate together out of 1135 Financial Blvd. in Reno, NV.

• In 2016, we earned our CDC ELITE Certification for Legionella and our Nevada Total Organic Carbon (TOC) certification in the matrices of drinking water and wastewater.

• In 2016, we earned our Nevada Certification for Semi Volatile Organic Compounds (SVOC) in wastewater.

• In 2016, SSAL and Enviro-Tech form a partnership to operate a complete Service Center in Rancho Cordova, CA. In addition to offering the full line of Enviro-Tech quality environmental products, the service center also offers an all-inclusive line of analytical and microbiological testing.

SSAL takes pride in our ability to listen to our clients and to develop services and programs to meet those specific client-identified needs. Moving forward, we promise to continue to develop our capabilities and enhance our services to clients in our never-ending quest to build excellence and value.
STATEMENT OF QUALIFICATIONS

SSAL routinely completes projects in Nevada and California as well as adjacent states of Arizona, and Utah. We have long-term contracts in Washington State, and have successfully completed multiple projects in Idaho, Texas, New Mexico and Hawaii. International experience includes project work from India, Canada, and South America.

One Team Three Companies: Silver State Analytical Laboratories / Sierra Environmental Monitoring / Enviro-Tech.

SSAL offers EPA (CA and NV) certified laboratories, equipment sales and rental, and full time customer service in Las Vegas and Reno, NV. Similarly, we offer equipment sales and rental, and full time customer service in Elko, Nevada and Sacramento, CA. We continue to complete projects and expand services in Southern CA.

One Stop Shopping & One Chain of Custody

SSAL works with a partnership of network laboratories throughout the country that perform a complete complement of testing services for the most demanding projects as well as routine sampling and compliance monitoring work. Our network includes EPA certified testing for all 50 states. We offer expanded laboratory capabilities with the attention to customer service and responsiveness only a small, locally focused laboratory can provide. Our expert field services and regulatory permit compliance services are yours for the asking.

Silver State Analytical Laboratories offers:

- Local – State Certified Laboratories, Nevada-NV-00930 (Las Vegas) and NV-00015 (Reno)
- Local - State Certified Laboratories, California-CA-2885 (Las Vegas) and California-CA-2526 (Reno).
- Certification from Clark County, NV Building Department with a rare certificate in soil chemistry testing.
- Approved testing laboratory by Health Departments in Clark, Washoe, Elko and other counties.
- Service Centers in Elko and Sacramento offering enhanced support for sampling supplies, sample intake, equipment and field supplies, as well as consultations, project management and field delivery, pickup and sampling services.
- Centers for Disease Control and Prevention (CDC) ELITE certification to test for Legionella.
- Full analytical testing services – upgraded test instruments – largest commercial lab in Southern Nevada. If we don’t test it – we have strategic alliances that will-while we continue to be your trusted one point of contact.
- Customized sampling & testing programs – free consultations.
- Free pick-up and delivery services (in Las Vegas, Reno, Elko and Sacramento metro areas).
- Fast standard turnaround times – rush services available. Same day soil chemistry testing.
• Exclusive Nevada dealer of Enviro-Tech and other suppliers for scientific and environmental test equipment, field supplies and safety and health supplies.

• Project research, support and test method development services.

• Redundant test equipment and cross-trained staff offers extreme program dependability, including 7-day per week service schedules.

• Federal Registration on SAM as a small business. DUNS No. 11-799-7002.

Clients Choose SSAL, SEM and Enviro-Tech Because We Provide:

• One-stop service for field equipment, sampling, courier service and analytical testing which streamlines project coordination and makes operations more efficient.

• Service locations in Las Vegas, Reno, and Elko, NV and Sacramento, CA.

• SSAL willingly supports clients and projects anywhere in the region including rural Nevada and adjacent States.

• Robust in-house testing capabilities, combined with a thorough and reliable group of specialty partnership labs, means clients do not need to source and contract multiple labs, split samples, or worry about chasing down analytical reports from multiple labs.

• Willingness to review and consult on project analytical details and requirements. Defining project needs ahead of time helps ensure that project needs, test methods, reporting limits and other details are correct and acceptable the first time out.

• Specialized reporting formats and delivery services to provide a professional, efficient and customized program that is reliable and worry free while making clients look professional and impressive to their stakeholders.

• Standard and reliable turnaround times and a willingness to expedite services ensure that the client can reliably get data when they need it.

• Convenience of being a local field equipment, sales and rental supplier and assistance with specific project applications.

• Stock of field testing equipment and supplies, and the ability to special order items individually for each client’s project. This saves time in sourcing, costs of rentals and shipping.

• Services for field equipment calibration, repair and certification. Keeps your equipment fleet up to standards without long waits, shipping and costs and time wasted sending equipment to far away OEM service centers.

• SSAL’s registration as a small business in the Federal SAM system allows our clients to meet contracting goals and opens many more doors to projects they would not otherwise be able to pursue. Clients receive preference points and consideration on government contracts by using SSAL – for credit in using small businesses and possibly for contract set asides for only small businesses.
LABORATORY SERVICES AND CAPABILITIES

Introduction

Silver State Analytical Laboratories offers a full line of in-house testing services supporting multiple industries. While environmental, health and safety testing and compliance is SSAL’s primary focus; we provide analytical testing for QA/QC, process control and product specification to many industries using advanced testing methods and equipment.

We have EPA/NDEP/CA-ELAP assigned laboratory numbers of NV-00930, CA-2885 (Las Vegas) and NV-00015, CA-2526 (Reno) and have earned a rare certificate in soil chemistry testing from Clark County, NV Building Department. Additionally, we are CDC ELITE Certified to test for Legionella as well as an approved laboratory by many local health departments.

SSAL follows EPA, NDEP, CA-ELAP, NELAP, ASTM, AASHTO, OSHA, AWWA, WEF, AHPA, NSF, and other standards issuing association protocols.

We take pride in providing incomparable customer service as we provide a single point of contact for each client’s project. We provide clients with service and coordination for the Entire Complete Project. And we boast an impressive 97% on-time or early delivery rate. This supports the client by aiding in compiling data for complex suites of certified analytical testing involving multiple specialty labs. Using our internal and external resources, SSAL provides data in a quality, timely, and cost-effective manner.

Additionally, our line of environmental field products, field test equipment and safety gear available through our Enviro-Tech dealership allows us to provide all-inclusive service and support for your field project and laboratory testing.

Finally, SSAL employs trained field technicians versed in sampling and container protocol, test equipment calibration, and sampling methods and protocols. We offer a new fleet of field vehicles and equipment to support your project whether your needs are in the lab, on-the-road or at the point of sampling. We can customize a program to meet your needs from bottle set up, field sampling, transport, analytical testing, reporting and enhanced permit reporting and regulatory compliance services.
Value Added Services

Some of our value-added services include:

- Customized sampling, testing and reporting protocols. Electronic Data Delivery (EDD), and Level I, II, III and IV QC reporting formats available.
- Free bottle kits, Las Vegas, Reno Elko and Sacramento local pick-up or delivery or we can ship to your location.
- Method development – consultations with regulators.
- One-stop shopping for field equipment, supplies, and analytical services.
- Expert advice from analytical chemists, environmental specialists and former industry and utility executives and engineers.
- We offer proactive sampling scheduling and client notifications of test results or regulatory submittals. We pre-fill Chain of Custody documents, which expedites sampling protocols.
- Assist with Discharge Monitoring Reports.
- Rush Services available.
- Premium Services Partner - offering enhanced technical and professional services to support sampling, research, compliance or QC programs.
Industries Served

Below is a sampling of industries we serve and some typical analytical support services.

Environmental, Engineering, Geology, and Environmental Services

- Site investigations
- Water and mineral resources explorations
- Research and development
- Permit applications and monitoring tests
- Waste disposal tests
- Remediation process control, performance testing and compliance

Engineering Design and Construction

- Water quality and waste characterization studies
- Soil chemistry - sulfates, solubility, resistivity etc…
- Agronomy and soil fertility testing
- Cement, aggregate, stucco, concrete reactivity and related chemistry
- Potable water line bacteria and chlorination testing
- VOC testing – tanks, pipes, miscellaneous coatings, etc…

Municipal Water, Wastewater and Storm Water

- Public Private Partnerships – staffing, training, compliance
- Discharge permit testing and compliance
- Drinking water quality testing
- Industrial pre-treatment program testing
- Storm water monitoring programs
- Process control and improvement studies – Pilot plants
- Corrosion and odor control support testing
STATEMENT OF QUALIFICATIONS

**Minerals, Mining, Process and Energy Industries**

- Waste discharge permit testing
- Environmental permitting and compliance testing – meteoric water mobility
- Acid – Base Accounting testing and analyses
- Third-party product or process QA/QC data
- Specialized chemical analyses for process control
- Product specification testing
- Fracking and geothermal water and residue testing

**Food Processing and Manufacturing Industries**

- Microbiological prep-table sanitizing tests
- Product purity tests
- Chemical characterizations
- Industrial hygiene and safety support services

**Commercial, Healthcare Facilities, Resort and Residential**

- Legionella testing for health/infection control – cooling towers, internal plumbing.
- Pool water chemistry, purity - including advanced microbiological testing
- Well-water quality test suites – health department submittals
- Waste discharge permits
- Solid waste disposal support services
- Internal plumbing and process line quality testing
- Lake water quality tests for golf course and resort lakes and ponds
Analytical Capabilities

Silver State Analytical Laboratories offers a full array of in-house testing capabilities following industry protocols and certified test methods. We are continuously adding to our capabilities with new methods, certifications, and equipment to meet the needs of our clients. Our current list of certifications includes over 500 specific compounds in multiple regulatory programs and states.

In addition to the specific test groups listed below, which are performed in-house, SSAL maintains a network of national partner laboratories for specialized testing in a wide variety of analytical testing fields. For these partnerships, SSAL has negotiated favorable pricing and turnaround times for: radiochemistry, dioxin, specialty pesticides/herbicides, algae speciation, insect identification, virus density counts, pharmaceuticals & personal care products – PPCP’s, x-ray fluorescence, mineral fire assays, asbestos, air toxics using summa canisters, and other specialized testing needs.

Environmental – Water, Wastewater, Soil and Air
SSAL is equipped and proficient in conducting analytical chemistry tests for chemical constituents in water, soil, sludge, products and air. This typically is for compliance with regulations related to the Clean Water Act – CWA, Safe Drinking Water Act – SDWA, Resource Conservation and Recovery Act – RCRA, Leaking Underground Storage Tanks – (LUST) and related environmental programs. We also support construction, manufacturing, industrial, food, and mining businesses. While most of our test methods reference EPA test methods and protocols, we also are proficient in test methods adopted by ASTM, AASHTO, DOT, Caltrans, Standard Methods, IAS, and others. Typical analyses performed in-house include:

- Biological Oxygen Demand
- Chemical Oxygen Demand
- Coliform and other bacteria
- Nitrogen – all forms
- Phosphorous
- Total Organic Carbon
- General minerals
- General physical
- Solids – Total, Suspended, Dissolved
- Anions and Cations
- Metals - by ICP
- Volatile Organic Compounds
- Semi Volatile Organic Compounds
- Total Petroleum Hydrocarbons (GRO, DRO, ORO)
STATEMENT OF QUALIFICATIONS

- BTEX/MTBE
- Chrome 6 – colorimetric or low level on our new DIONEX - ICS 5000
- Perchlorate – low level on our new DIONEX - ICS 5000
- Mercury
- Cyanide
- Flash Point
- Phenols
- Oil and Grease including SGT process
- Dissolved Sulfides
- Sulphur speciation using Leco Furnace and advanced Acid-Base accounting.
- Other tests

Microbiological
Additionally, SSAL has dedicated Microbiological labs and can perform a host of microbiological tests in support of health, environmental, food safety or product quality requirements.

- Legionella – CDC ELITE & Rapid methods
- Total and e. Coli Coliform Bacteria
- HPC
- Listeria
- Pseudomonas
- Staphylococcus aureus
- Iron and sulfide reducing bacteria
- Chlorophyll content
- Yeast and mold
- Other

Soil Chemistry, Materials and Agronomy Tests
We have dedicated labs for soil and material (concrete, aggregate, other) chemical tests with fast turnaround times for maximum support of time critical projects. Our Las Vegas soil laboratory is also certified by the Clark County Building Department. Capabilities include:

- Water soluble sodium, sulfate and sodium sulfate salts.
- Total solubility
- Chlorides
- pH
- Reduction – Oxidation Potential
- Resistivity tests following NDOT, AASHTO and Caltrans
- Corrosivity test suites
- Concrete reactivity tests
- Cement content tests
- Gypsum test suites
- Meteoric water mobility procedure tests
- Trace metal content – by ICP
- Agronomy and soil fertility test suites with recommendation reports

Process Industries, Energy and Manufacturing Support
Our capabilities include analytical support and third-party QA/QC for a variety of process, mineral, energy and manufacturing industries. We typically use ASTM or industry specific test methods specific to our analytical instruments to provide customized testing and reporting services.
Some typical test applications include:

- Gold, silver, lithium, copper, barite and related minerals of value.
- Trace metal content for product specification
- Available chemical compositions.
- Microbiological and related purity tests
- Meteoric water mobility procedures
- Acid base accounting and advanced sulfur testing methods
- Flashpoint
- VOC content
- Other proprietary tests

**Major Equipment**

Specific Laboratory Instruments include:

- Gas Chromatograph Ovens – HP 5890 II (5)
- Mass Spectrometers – HP 5971/5972 (4)
- Auto Samplers – HP and Orion Archon (6)
- Concentrators – Tekmar 2000 (2)
- SRI 8610C GC System complete (1) for TPH.
- Flame Ionization Detection System (1)
- ICP’s (OES) – Perkin Elmer/Varian (2)
- ICP’s (MS) – Perkin Elmer/Varian (2)
- Leeman – Mercury Analyzer – CVAA (2)
- Flame AA unit (1)
- Flame Photometer (1)
- Flash Point tester (2)
- Horizon 7000/7050 Extractors (8)
- Ion Chromatograph – Dionex DX 120 or equal (3)
- Ion Chromatograph – Dionex ICS 5000 – NEW (1)
- Spectrometer – Genesys 20 (3)
- Total Organic Carbon Analyzer - Shimadzu
- TKN testing equipment
- Cyanide test equipment
- Titration equipment, reagents etc…
- Latchet auto titration system (1)
- Fume hoods (8)
- Scales and balances (12)
- Drying ovens (8)
- High temperature muffle furnaces (2)
- Leco Furnace – advanced sulfur analysis (1)
- Incubators and BOD systems (6)
- pH and ion specific electrodes and meters (10)
- Miller Box resistivity meters and boxes (4)
- State of Art – Dell Master Computer Server with 24/7 monitoring.
- Computer hardware and software
- Air compressors
- Vacuum pumps
- Field composite samplers (6)
- Field sampling and test equipment
- Miscellaneous field and lab equipment
- Service Trucks – 4 total
Facilities

Silver State Analytical Laboratories operates from four professional laboratories and service centers. All facilities are staffed full time during working hours and have 24/7 on-call support. Certified testing laboratories with service centers are maintained in Las Vegas and Reno, NV. Additional fully staffed service centers operate in Sacramento, CA and Elko NV. All service centers offer full sampling and sample intake/testing services seamless to clients as well as full stocking of scientific/environmental test equipment, field supplies, safety and health supplies, field technician services and full client and project management services. From these facilities, our fleet of vehicles, and other strategic business partners; we can provide excellent service throughout the entire states of Nevada and California as well as project execution in adjacent states.

3626 E. Sunset Road, Suite 100, Las Vegas, NV 89120
Conveniently located just east of McCarran International Airport, this location is approximately 6,000 square feet of office and laboratory space and boasts an additional 3,000 square feet available for expansion. This facility is specifically designed for commercial laboratory work with power and ventilation equipment that provides a reliable and safe environment for quality and efficient processing of samples. Custom built-out separate lab spaces for microbiology, metals, VOC's, SVOC's, TPH, soil chemistry, wet chemistry, Enviro-Tech product storage, and general office space creates efficient work flow and minimizes any chances of cross contamination.

1135 Financial Blvd., Reno, NV 89502
This facility, referenced as Silver State Labs-Reno, is 8,000 square feet of space specifically set up for environmental laboratory services. It also serves as our local sales and customer service office and the service location for the Enviro-Tech Services Company product line. Silver State Analytical Laboratories moved into this space from a smaller Reno location in 2016 when the Reno office of Silver State Analytical Laboratories and, recently acquired, Sierra Environmental Monitoring merged. This facility includes full field services, field technicians and vehicle fleets for servicing projects and Clients in the Reno, NV area including Lake Tahoe, Susanville & the Eastern Sierra Nevadas.

1250 Lamoille Hwy., Suite 629, Elko, NV 89801
This facility is 1,000 square feet and is set up specifically as an all-inclusive Service Center. We offer sample pick-up, drop off, intake services, field technician services, courier services, as well as a stocking location for Enviro-Tech equipment, field supplies for rent or for sale, calibration and service. This facility also serves as our local sales and customer service office in Elko.
11275 Sunrise Gold Circle, Rancho Cordova, CA 95742
This facility is 3,000 square feet and is set up specifically as a full-service Service Center. We offer sample pick-up, drop off, intake services, field technician services, courier services, as well as a stocking location for Enviro-Tech equipment, field supplies for rent and for sale, calibration and service. This facility also serves as our local sales and customer service office in the Sacramento, CA area.

ENVIRO-TECH EQUIPMENT AND SUPPLIES

Introduction

Beginning in 2012, SSAL began to offer quality environmental products from Enviro-Tech Services Company in our Las Vegas and Reno facilities. We now have service centers with full support of field equipment, test instruments and supplies in Las Vegas, Reno, Elko and Sacramento. We are the exclusive Nevada dealer for the full line of Enviro-Tech products including groundwater sampling pumps, water quality test instruments, water level meters, interface meters, air monitoring equipment, PID’s, soil and sediment sampling tools, and geological equipment. We also offer a full line of industry leading health and safety supplies including respirator protection.

Our equipment manufacturers include leading brands such as Solinst, Heron, Grundfos, Proactive Pumps, In-Situ, QED Pumps, GeoTech, Rae Systems, Sensidyne air monitors, GasTech, LandTech, Oakton, Hanna Instruments, Myron Meters, La Motte, Horiba, YSI, AMS, Honeywell, Ryan Herco, and many others.

SSAL continues to expand our product offerings based on customer requests. With our exclusive manufacturer and reseller agreements, you are assured our prices are at or below manufacturer direct prices. We maintain stocking, sales, rental, calibration, and service locations with trained representatives in Reno, Las Vegas, and Elko, Nevada as well as Sacramento, CA. We also provide service throughout the entire states of Nevada and California.
Environmental, Geotechnical, and Geological Equipment

Water Sampling Equipment
SSAL / Enviro-Tech maintains a large inventory and selection of bailers, filters, pumps, surface water samplers, and accessories for groundwater and surface water sampling applications. We stock bladders and grab plates for bladder type pumps and all required hoses, tubing and fittings. 12 Volt battery packs, adapters or generators as needed.

Water Quality Instruments
We have a full line and large selection of water quality test instruments including single and multiple parameter meters with or without flow through cells by industry leading manufacturers. Test field samples in the field for pH, temp, DO, TDS, ORP, chlorine, turbidity, salinity, and many other parameters. Our rental fleet and exclusive suppliers include advance rugged water quality sonde devices from In-Situ and others.

Soil Sampling Equipment
Our stock soil of sampling equipment includes Mini, Basic, and Environmental Soil Sampling Kits; Mini Core Sampling Kits and Stainless Steel Core Sampling Mini Kits; Flighted Augur Kits and Hollow Stem Auger Kits; Gas Vapor Probe Systems and Retract-A-Tip Gas Vapor Probes; Soil Augers and Soil Probes; Standard, Split and Multi-Stage Core Samplers; Sludge and Discrete Sludge Samplers; Cross Handles and Extensions; Plastic and Stainless Steel Scoops; Soil Sample Liners; and Soil Sampling Accessories.

Air Monitoring Equipment
PID’s – photo ionization detectors for VOC’s, photoionization w/multi-gas, single and dual gas monitors. Multi-gas monitors for confined space safety and other monitoring needs. Gas detection pumps and tubes, particulate monitors, landfill gas monitors, anemometers, calibration gases, regulators, tedlar sampling bags, and instrument carrying cases. Popular models include QRae, MultiRae, MiniRae and others. Our rental fleet includes specialized indoor air monitoring and sample collection air pumps.

Remediation Products
Supplies for remediation work in wells: product skimmers, passive hydrogen recovery, and purging and sampling pumps. Other remediation products.

Geology Field Equipment
We support the geology profession with specialized products: hand lenses, specialized compasses, sample bags, colored flagging tape, rock and soil charts, log books, field desks, acid bottles, picks, rock hammers and other accessories.

General Field and Safety Supplies
Accessories for a complete and successful field operation: tyvek coveralls, respirators, hard hats, earplugs, safety monitors, confined space entry equipment, safety glasses, traffic safety, gloves of all types and sizes, PVC well casings and screens, PVC fittings, surge blocks, well plugs, locks, monitoring well caps and collars, drums, soil sample liners, generators and miscellaneous tools.

Rentals
We maintain extensive rental fleets in Las Vegas, Reno, Elko and Sacramento for local delivery or out of area shipment. Each rental includes fresh batteries, calibration, carrying cases, and pre-rental checkout.
QUALITY MANAGEMENT SYSTEM

Overview

Silver State Analytical Laboratories has implemented a Laboratory Information Management System (LIMS) and has developed an effective Quality Management System (QMS) that exceeds the requirements of the Nevada Division of Environmental Protection (NDEP) and California Environmental Laboratory Accreditation Program (CA-ELAP) requirements promulgated from the USEPA. Our QMS also exceeds the Clark County (NV) Building Department and other agency and industry standards. Our QMS is a systematic approach combining rigid written procedures, staff training, a proactive testing and audit program and a closed loop corrective action program geared towards continuous improvement.

Our QMS and QAP are designed to meet the needs of our clients while fulfilling accreditation agencies and licensing requirements. Our policy is to implement practices and procedures that lead to the generation of high quality data, on-time, with maximum customer responsiveness while meeting all regulatory requirements.

It is SSAL's policy to:

- Generate data that are scientifically sound and legally defensible
- Comply with National Environmental Laboratory Accreditation Conference (NELAC) standards, and specific State standards as required
- Provide high quality testing services in compliance with federal, state, local agency and industry regulatory requirements

Some specific elements of SSAL’s quality program include:

- Method validations – Each new method is tested and validated for proper implementation, quality, use, and repeatability.
- Standard Operating Procedures (SOP’s) - Are developed for each test method and updated at least annually.

We have developed and published a Quality Assurance Program (QAP) manual that has been reviewed and approved by accreditation agencies. By providing staff with extensive training in the QAP’s application, and utilizing a proactive approach to self-audits and improvements, we feel we offer high quality data that meets or exceeds industry quality standards.
• Initial demonstrations of competency – Each analyst is trained and required to pass competency tests on each test method. This process is documented and reviewed.

• Self-audits – Periodic self-audits are conducted by chemists to check and validate data quality. Internal corrective actions are taken to address any system weaknesses.

• Method detection level studies – Chemists complete MDL studies that are reviewed and adopted for use by the Laboratory Director and QA officer.

• Periodic ethics training – Each analyst and chemist is required to take initial and refresher training on environmental laboratory ethics. SSAL is superior in its implementation of this ethics program, as suggested by NDEP.

• Continued training and education – Analysts receive periodic training on analytical methods and techniques.

• Performance Testing Programs – Each analyst participates directly in the Performance Testing program.

• Automated corrective action reports including root cause analyses are initiated, measured and resolved with thorough documentation using our LIMS system.

Performance Testing Programs

SSAL utilizes performance testing samples to ensure that analyses meet industry standards. Each analyst performing compliance tests in the laboratory participates in the Performance Testing (PT) program. SSAL uses an independent third-party PT program supply firm, as approved by NDEP and CA-ELAP, to administer the testing program.

Test results from each round of blind testing are reviewed by the Laboratory Director and QA Officer, submitted to accreditation agencies in electronic format and monitored for ongoing compliance. Performance testing protocols and programs follow requirements of NELAC and NDEP, and CA-ELAP.

Independent reviews of SSAL's performance rate on blind PT testing indicate excellent passing rates. Such performance testing success can be verified with State Agency Contacts.

Quality Commitment

It cannot be overstated how committed SSAL is to producing high quality data that meets or exceeds all regulatory requirements. We are members of The NELAC Institute (TNI) and follow NELAC standards and guidelines. We practice continual monitoring, proactive corrective action, and improvements in our methods and processes. We take seriously our role and responsibility of providing quality data that is legally defensible. We know our clients depend on us to get it right.

SSAL has committed resources to designate two professionals to fill the role of Quality Assurance (QA) Officer. These professionals have advanced degrees, training and experience. They are expected to lead and maintain our QC program.
Silver State’s management regularly participates in the Quality Management System process. Managers may directly review data for quality and consistency and follow up directly with staff and clients to ensure quality and reliable data. Additionally, managers at SSAL will conduct self-audits of our internal processes by checking analyst performance, LIMS system, log books and calculation sheets. Such self-audits are documented with action items for implementation by the staff. Managers are in regular contact with clients and seek feedback from them on the quality of data and quality reporting requirements.

As appropriate, managers at SSAL will direct process and method changes to be made in the approach, method or reporting format to ensure a high level of quality data reporting. Managers will also recommend and implement, as needed, additional training for staff, equipment procurement or other steps to ensure all data quality requirements are being met. SSAL is committed to generating quality data and our employees and managers are empowered to make it happen.

**CERTIFICATIONS AND ASSOCIATIONS**

**Certifications**

Silver State Analytical Laboratories is certified by the State of Nevada Division of Environmental Protection (NDEP) and CA-ELAP as a testing laboratory. Details of our certifications are available upon request.

SSAL is also certified by the Clark County Department of Development Services - Building Division for soil chemistry quality assurance testing. Through partnership laboratories with certifications in all 50 States, SSAL will manage projects and provide full compliance reporting for just about any project location.

Additionally, SSAL is on the list of approved laboratories by the following local agencies:

- City of Henderson, NV
- Southern Nevada Health District, NV
- Washoe County Health District, NV
- Clark County, NV

SSAL has its corporate domicile in the State of Nevada as a C-corporation and maintains full State and local business licenses for its operations. We maintain full coverage for general, automobile, and professional liability insurance and have full worker’s compensation insurance coverage. We are certified in the Federal System of Acquisition Management (SAM) as a small business. SSAL maintains status as an “Accredited Business” by the Better Business Bureau.
Professional Associations

SSAL and Enviro-Tech, Nevada are proud members or sponsorship supporters of the following organizations:

- Air & Waste Management Association
- American Chemical Society
- American Council of Engineering Companies
- American Exploration & Mining Association
- American Public Works Association
- American Society of Civil Engineers
- American Water Works Association
- Association of Environmental and Engineering Geologists
- Better Business Bureau
- Building Jobs Coalition of Nevada
- Geological Society of Nevada
- Groundwater Resources Association of California
- Nevada Mining Association
- Nevada Professional Facilities Management Association
- Nevada Rural Water Association
- Nevada Water and Environment Association
- Nevada Water Resources Association
- Northern California Professional Environmental Marketing Association
- Retail Association of Nevada – RAN
- Sacramento Area Water Works Association
- The NELAC Institute
- Western Petroleum Marketers Association
- Water Environment Federation

CORPORATE RESPONSIBILITY

Silver State Analytical Laboratories is committed to our responsibilities as a trusted service provider and complying with all legal and ethical requirements in support of our Clients, our regulatory agencies, our employees and our world. We are committed to providing high quality services and products at fair prices in an ethical and sustainable manner. Our core values are “Service,” “Integrity,” “Growth,” and “Reward.”

Compliance

It is our Company policy to comply with all applicable laws as they apply to our business, our employees, our clients, our regulatory agencies, our projects, our subcontractors, and our business practices. Each employee of SSAL receives compliance training and is expected to comply with requirements and report any deviations to senior management at the company.
Health and Safety & Environment

It is our Company policy to carry out our business mission in a safe and effective manner that protects employees and Clients from any health or safety hazards and to comply with applicable health, safety and environmental compliance requirements. We strive to carry out our daily work in a safe manner that minimizes impacts to the environment and promotes a safe and sustainable environment for prosperity for future generations.

Workplace and Safety Policies

It is the policy of Silver State Analytical Laboratories, Inc. to foster, promote and encourage a safe, productive and sustainable work environment. It is our policy and we strive to provide:
- A safe and sustainable workplace
- An environment where all team members, clients and the public are treated equally with respect and dignity
- Equal opportunities for all team members
- Atmosphere free of illegal drug use or misuse of alcohol
- Safe driving environments and safe driving training
- An environment free from harassment
- An environment free from discrimination
- Full compliance with wage and labor laws.

Confidentiality and Ethics

We take seriously our obligations to our clients and regulatory agencies. This includes maintaining confidentiality of identity, projects, site locations, and specific data as required by project specifications and legal parameters. We do not disclose proprietary information or data without our client’s approval in advance which may include other legal requirements.

Our Company requires all staff to complete an Environmental Laboratory Ethics Training Course, pass a test and take annual refreshers. These topics include data integrity, project and client confidentiality, conflicts of interest, quality control issues, chain of custody matters and other aspects to make sure that the data and services we provide are legitimate, high quality and legally defensible.

PROFESSIONAL STAFF

SSAL and Enviro-Tech believe that quality analytical and environmental service begins with quality professional management, effective professional staff, and a well managed plan. Value is enhanced by deploying and managing properly trained staff to complete project assignments in a focused, efficient, repeatable, and high quality manner. We work hard every day to plan our work and work our plan to meet our clients’ needs.

Our management personnel have worked in a variety of settings ranging from world class service providers to large and small companies. They have worked on multiple sides of the analytical, environmental, regulatory and health businesses and hold degrees in technical fields as well as business management.

We believe in recruiting properly educated staff. We also believe in training and developing our staff to be the best in the industry, and practicing true continuous improvement in our processes and life-long learning for our professionals. We use a combination of full and part-time professionals, on-call experts, and service partners to provide superior testing and support services in an efficient and effective manner.
Professional staff and analysts hold Bachelor’s degrees as a minimum and many hold advanced degrees with real world application experience. Our technical staff has combinations of Associate Degrees or advanced specialized training. Additionally, we maintain access to experts in analytical chemistry, environmental, and geosciences through on-call contracts with multiple Ph.D. level consultants.

We strive to implement the “best-of-the-best” practices from this real-world experience into SSAL and we seek ongoing customer feedback to modify and improve our systems. We have instilled a unique culture of client service and excellence through our professional management and professional staff.

Some of our key personnel include:

**MANAGEMENT**

**Las Vegas**

David Frohnen, PE  
President  
dfrohnen@ssalabs.com

Mr. Frohnen serves as the Chief Operating Officer and Chief Executive Officer for the corporation. His focus is as the principal technical consultant, client solution maker, leader for client services, and oversees work orders for customers in laboratory testing and equipment / field support. Frohnen has over 25 years of experience in environmental and industrial testing, regulation and engineering. Dave is a former water utility executive with laboratory, operations, engineering, and compliance responsibilities. Mr. Frohnen served as an environmental Program Manager in heavy industry and as the Managing Principal for an international consulting engineering firm. He holds degrees in civil / environmental engineering and an MBA with specialized training in quality, business operations, and customer service systems. Dave is a licensed professional engineer in 5 western states, former licensed water operator and is a Past President of the American Council of Engineering Companies of Nevada. He has spent his entire life in the western United States where he enjoys hiking, skiing, and various outdoor adventures.

James Altobell  
Director of Client Services  
jaltobell@ssalabs.com

Mr. Altobell oversees Business Development, Sales, Marketing and Advertising for all four company locations. He holds a Bachelor’s Degree in Mass Communications and a Master’s Degree in Criminal Justice. Altobell has over 25 years of experience in business including 15 years experience as a business owner of a digital imaging, marketing and advertising company. Jim has worked in a forensic laboratory in Baghdad, Iraq as part of Task Force Troy and spent six years training Soldiers, Sailors, Airmen and Marines in Battlefield Forensics and Weapons Intelligence. Jim lives with his wife Jamie and sons Joseph and Peter in the Summerlin area of Las Vegas.
Ms. Vega is your key point of contact for client account management, customer service, order processing, project status, reporting requests and basic report interpretations. Similarly, her responsibilities include guiding the customer service functions for the laboratory, coordinating and scheduling sampling events, pick-ups and deliveries and supervising the field service operations. Vega has over 30 years experience in office management, project management, customer service, inside sales, order processing and accounting. Melissa has lived in Las Vegas for over 25 years, has served in the U.S. Army Reserves and is an avid football fan.

Mr. Sloan is responsible for ensuring that testing systems in the laboratory provide quality data and services that ensure positive test performance. Similarly, he is responsible for the overall operation and administration of the laboratory, including the employment of competent and qualified laboratory personnel and new method development. Sloan has over 15 years of experience in analytical chemistry with a focus on EPA and ASTM methods. John has earned a Bachelor of Science in Biochemistry from the University of Nevada and has completed Masters’ level course work. Mr. Sloan has worked at Silver State for eleven years and has since developed a wide scope of industry knowledge including advanced training in support of Enviro-Tech products including pumps,samplers, test equipment, PID’s and related products. West has attended Salt Lake Community college and Snow College. Steve is an avid car fan and in his spare time loves working on cars. In fact, Steve has owned over 18 cars and trucks throughout his life. Mr. West is your key point of contact for Enviro-Tech services in Las Vegas area.
Ms. Wood is the senior site manager for Reno laboratory operations and provides leadership, and supervision and manages daily operations. She has earned a Bachelor’s Degree in Chemistry, cum laude and has over 5 years environmental laboratory experience. Wood also has microbiology and wet chemistry experience and has worked as a technical specialist and a technical director. In her spare time, Carly enjoys cats and reading.

Mr. Faulstich serves as the principal technical resource for the Reno Laboratory, which includes providing advanced analyses, new method development, instrument set up, maintenance and repair. He also serves as the principal QC officer and quality program director. Faulstich received his Bachelor of Science degree in General Studies from the University of Nevada, Reno. John has over 25 year’s environmental laboratory experience at many levels and with different Labs, including work as an Inorganic Chemistry Supervisor, Chemist, QA Officer, Project Manager and Operations Manager. In 2007, Mr. Faulstich joined the staff of Sierra Environmental Monitoring. In his spare time, John enjoys construction, clay sports, kayaking, and hunting.

Ms. Platfoot is the Accounting Manager for SEM Reno. Her responsibilities include managing and processing accounts payable and accounts receivable. Platfoot also processes expense reports and reimbursements and maintains many schedules that track administrative and financial data. Sabrina holds an Associate’s Degree in Science and has worked in the accounting field for the last 12 years. Her favorite holiday is Halloween which she enthusiastically enjoys spending with her children.
Elko

Rena Jerome  
Client Services Representative  
rjerome@ssalabs.com

Since 2012, Mrs. Jerome has been responsible for the operation of our Elko Service Center. This includes Enviro-Tech sales and rental, client services, sample pick up, shipping and receiving. She was previously a business owner and worked as a bookkeeper and customer service representative. Jerome is a 1994 graduate of Kootenai, (ID) High School. Rena moved to Nevada in 1996 with her husband who has been a long-time mining industry professional.

Sacramento

Joseph Trapasso III  
Client Services Representative  
jtrapasso@ssalabs.com

Mr. Trapasso’s responsibilities include business development for the Northern, California market, client services and quotation preparation. He also manages an Enviro-Tech Services Company branch in the Sacramento, CA area. Trapasso is an Army Veteran and while he was stationed in Washington D.C. and Germany gained experience in G.I.S and Logistics. Joe then discovered a keen interest in the Environmental Industry, where he’s worked now for over 10 years. He performed field related activities for his first 5 years before joining Enviro-Tech in 2010. Mr. Trapasso is an avid sports fan who loves to spend free time golfing, traveling, and learning photography.
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