

PES COMMUNICATION STANDARDS



As the Environmental business continues to grow and evolve, it's a best practice to have some structure around how we communicate what we do. It not only helps those of us who sell and market our solutions to deliver a clear and consistent message, but our customers and prospects will notice it too. It builds a sense of credibility.

The following categories have been approved as "standards" for communicating Environmental services and capabilities. Please use this as your guide when creating and delivering communications to prospects and customers.

SECTION 1: LAB CAPABILITIES

PACE ENVIRONMENTAL TESTING AND ANALYSIS CAPABILITIES

(Categorized as "full-service")

- Testing for compounds and minerals in:
 - Air
 - Water
 - Soil
 - Waste
- Volatile and Semi-volatile organic compounds
- Metals
- Microbiology
- General chemistry

PACE ENERGY SERVICE CAPABILITIES

- Compound Specific Isotope Analysis
- Petroleum Forensics

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PACE ENVIRONMENTAL SPECIALIZED TESTING AND ANALYSIS CAPABILITIES

(Areas in which we have unique lab capabilities)

- 1,4 Dioxane
- Air and Vapor Intrusion
- Biota/Sediment
- Brominated Flame Retardants
- Carbonyls/Formaldehyde
- Dioxin/Furans/PCB Congeners
- Dissolved Gases
- Drinking Water/UCMR
- Explosives
- Hazardous Waste Delisting
- Hydraulic Fracturing
- Low-level Mercury
- Molecular Genetics
- Oily Waste Extraction
- PFAS and Emerging Contaminants
- Pharmaceutically Active Compounds
- Radiochemistry
- Stack Emissions/Ambient Air

SECTION 2: SERVICES

PACE STANDARD SERVICES

(Part of any/all engagements)

- Dedicated Project Management
- Container and Sample Courier Service
- Customized Bottles
- Pre-printed Labels
- Chain of Custody Documentation
- PacePort® Online Data Management Software

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PACE LAB SERVICES OPTIONS

- Pace Fixed-Base Lab (term used to designate a physical lab location)
- Pace Mobile Lab Service
- On-Site Project Management Service
- Pace Rapid Response Service

PACE VALUE-ADDED SERVICES

(Available for added cost)

- Air Quality, Groundwater, Landfill and Wastewater Monitoring
- Environmental Forensics and Ecological Risk Assessments
- In Situ Remediation
- Lab Staffing Services
- Lab Instrumentation Repair and Maintenance
- Lab Relocation Service
- Regulatory Compliance Support
- Toxicity Reduction Evaluation Studies
- Treatment System Evaluation and Optimization

SECTION 2: RECOGNITION

PACE CERTIFICATIONS/ACCREDITATIONS

- State Certifications
- National Accreditations
- A2LA
- DoD and DOE
- ISO
- NELAP (Note: NELAC is the regulatory body; NELAP is the accreditation)
- EPA
- USDA

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Pace Analytical® has worked on projects for various government agencies, including the DoD, DOE, DOT, USDA, and EPA.

SECTION 4: INDUSTRY FOCUS

PACE AREAS OF EXPERTISE

(Industries we serve)

- Brownfield and Site Redevelopment
- Energy and Utilities
- Manufacturing
- Mining
- Oil and Gas
- Pharmaceuticals
- Transportation
- Water Treatment
- Waste Management