



Environmental LABORATORY SERVICES

7280 Caswell Street, Hancock Air Park North Syracuse, NY 13212
(866) LAB-TIME FAX (315) 458-0526 (315) 458-8034



SPECTRUM ANALYTICAL, INC.
Featuring
HANIBAL TECHNOLOGY

EXCLUSIVE BUSINESS ALLIANCE

Environmental Laboratory Services (ELS) located in 7280 Caswell Street, North Syracuse, NY 13212 as a small and Women Owned Business Enterprise under File # 49309 NY has entered on October 28th, 2010 into a **Strategic Exclusive Business Alliance** with ***Spectrum Analytical, Inc Featuring Hanibal Technology*** at 830 Silver Street, Agawam, MA 01001 under Federal ID# 04-3093277

Spectrum Analytical, Inc Featuring Hanibal Technology is a leading environmental testing laboratory with three offices located in Agawam, MA, Tampa, FL and Warwick, RI, servicing customers throughout the US and internationally. Spectrum provides quantitative analysis of soil, water, air and other matrices and is certified in accordance with National Environmental Laboratory Accreditation Conference (NELAC), DOD and US EPA Contract Laboratory Program (CLP) with capabilities of generating EPA approved data for a number of their federal contractors.

Environmental Laboratory Services is a New York State Certified Woman-Owned Business Enterprise (WBE), a New York State Department Of Health (DOH) Certified Laboratory, and has been providing quality analytical, laboratory testing and sampling services to its customers for over 25 years. ELS works with state agencies, local municipalities, environmental companies, engineering firms, universities and industrial clients providing them timely service and quality results.

This exclusive business alliance will provide ELS the ability to work with Spectrum Analytical and produce high quality data packages that meet the requirements of both the US EPA Contract Laboratory Program and the DOD quality policies and give ELS the ability to work with engineering firms on DOD or CLP projects and secure federal contracts, while satisfying both reporting requirements and minority business utilization considerations.

ELS currently offers courier service in most upstate New York Counties from Albany to Buffalo. This service will allow Spectrum the ability to further expand its service territory to more of its New York State customers and will enhance Spectrum's already robust courier service throughout New York and New England.



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Please contact Nancy Struzenski at (315) 476-4410 ext. 248 with any questions regarding any projects related to this exclusive strategic business alliance or via email @ elssba@spectrum-analytical.com

IN WITNESS WHEREOF, this Agreement has been executed by the parties as of the date first above written.

Signed by:

Hanibal C. Tayeh, President-CEO

Nancy Struzenski, President

***Spectrum Analytical, Inc
Featuring Hanibal Technology***

***Environmental Laboratory
Services***