



***SPECTRUM ANALYTICAL, INC.***  
*Featuring*  
***HANIBAL TECHNOLOGY***

## **IMPORTANT ANNOUNCEMENT**

Dear Valued Customer:

Thank you for your patience over the past several weeks while Environmental Laboratory Services (ELS) had been working toward reorganizing the business. While it was a difficult decision to make, we recently determined it necessary to cease operations as ELS effective July 29, 2011. The good news is, in conjunction with the business alliance with Spectrum Analytical initiated in October 2010, Spectrum will continue to provide analytical services to all ELS clients. I am pleased to tell you I will be continuing on as the Executive Manager of the Alliance with Spectrum Analytical and will be handling your accounts directly. Several former ELS employees will be joining me in servicing your account, as we had in the past, assisting you with all of your analytical needs.

Additionally, I am excited to announce that ***Spectrum Analytical, Inc Featuring Hanibal Technology***, while it continues to support our business alliance for your convenience, has decided to open a **NY Satellite office in Cicero-North Syracuse.**

Effective Monday, August 15, 2011, **the new Spectrum office is located at 6263 East Taft Road, Cicero, NY**, just one ½ mile from Hancock Airpark. The NY Satellite office of Spectrum Analytical has a full courier service department along with customer service to handle client requests. Samples can be dropped off at the new Spectrum location as in the past.

As a leader in environmental testing, Spectrum has laboratories in MA, RI and FL and is certified in New England, NY, NJ, FL, TX, CA, PA and many other States along with NELAC, DOD and EPA-CLP programs. Spectrum made significant investment to support our stated alliance and is committed to quality and responsiveness to your needs, such as customized data reporting.

Please visit Spectrum's website, [www.spectrum-analytical.com](http://www.spectrum-analytical.com), which is designed to be a helpful guide in addressing your needs.

We look forward to continuing to service your account and to working closely with you in the future. Should you have any questions, feel free to contact me at (315) 415-7267 or the Spectrum Team at (800) 789-9115. My email is [nstruzenski@spectrum-analytical.com](mailto:nstruzenski@spectrum-analytical.com).

Sincerely,  
Nancy Struzenski