



PRESS RELEASE

Xenco purchases Columbia Analytical Services (CAS) Arizona

May 1, 2010

We are very pleased to inform you that Trans West Analytical Services, LLC DBA XENCO Laboratories has acquired the Arizona Environmental Laboratory operations of Columbia Analytical Services. This unprecedented effort results in the union of what was one of the strongest laboratories in the southwest (Transwest Geochem) with one of the top Laboratory networks in the country. This union (XENCO-Trans West Analytical Services) will maintain and enhance the existing operations in the Phoenix laboratory (including mobile laboratory operations). XENCO-Trans West brings the following to our Arizona operations:

MINIMUM CHANGES - MAXIMUM PERFORMANCE

- No price increases and faster service
We will honor your current contracts with CAS
Advanced accreditations (Including DOD ELAP and NELAC – 43 States)
Increased local analytical instrumentation and capabilities
Minimum personnel changes and unprecedented new level of service
Same phone numbers, new e-mail addresses with forwarding for a short time
Make payments for NEW invoices effective May 1, 2010 to Trans West Analytical and mail them to the Phoenix laboratory address
Invoices dated prior to May 1, 2010 are payable to CAS as previously done
Trans West is not buying previous Payables and Receivables
New insurance certificates and W-9s will be forwarded and other transition details will be coordinated with your contracting personnel

BETTER VALUE AND SPECIALTY TESTING SERVICES

- The Support of the XENCO Network
o 9 Labs across the USA (increased instrument redundancy)

Table with 4 columns: Location, Address, Phone, Fax. Locations include Phoenix, Tucson, Atlanta, Houston, Miami. Includes website xenco.com and tagline 'Committed to Excellence in Quality, Service and Value since 1989'.



Trans West Analytical Services

- 6 Service Centers (California and Washington DC Service Centers coming soon)
  - 4 mobile laboratories and field sampling services
  - SBE/MBE Minority Small Business Certifications, soon AZ SDBE
  - Stable operations with over 20 years in business, family owned
  - Vast Latin American expertise
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- More certifications (43 states) and analytical capabilities
  - Full in-house Drinking Water analytical capabilities
  - In-house IT department with complete report and EDD customization capabilities
  - **On-Line analytical reports with full access to historical data, reports and invoices through a secure web-based interface**
  - Same or faster guaranteed TAT of analytical results.

Our dedicated sales and project management team will soon contact you to share the good news and explain in more detail our new capabilities, extended hours of operation, faster TATs and coverage area. Until then, please visit our web site at [www.xenco.com](http://www.xenco.com) or feel free to contact your project manager or sales associate.

We thank you for your continued support and we pledge to continue improving our systems, capabilities, TATs and client communication. We have a simple vision to be ***The Very Best Lab in Arizona!***

Should you need further information please contact Beth Proffitt at 602-437-0330 or [beth.proffitt@xenco.com](mailto:beth.proffitt@xenco.com).

Best Regards,

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