



**ANALYTICAL SERVICES, INC.**

---

**ENVIRONMENTAL SERVICES  
GENERAL SERVICES ADMINISTRATION  
FEDERAL SUPPLY SERVICE**

**Authorized Federal Supply Schedule Price List  
Contract No. GS-10F-0095J**

**April 30, 1999 through April 29, 2014**

**Analytical Services, Inc.  
8600 Snowden River Pkwy., Suite 300  
Columbia, MD 21045  
Toll-Free: (866) 646-3535**

** on-line shopping**  
[www.gsaAdvantage.GOV](http://www.gsaAdvantage.GOV)

## General Services Administration

### Federal Supply Service Authorized Federal Supply Schedule Price List

**Schedule Title:** Environmental Services

**Industrial Group:** 899

**Industrial Class:** 8999

**Contract No.:** GS-10F-0095J

**Contract Period:** April 30, 1999 through April 29, 2014

**Contractor:** Analytical Services, Inc.  
8600 Snowden River Pkwy., Suite 300  
Columbia, MD 21045

**Toll-Free:** (866) 646-3535

**Telephone:** (410) 312-3535

**Fax:** (410) 312-3544

**Contract POC:** Jonathan Krufft

**Telephone:** (410) 312-3535 ext. 1

**E-Mail:** jkrufft@asincorp.com

**Business Size:** Small

**DUNS No.:** 622706638

On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order are available through GSA Advantage!, a menu-driven searchable database system. The Internet address for GSA Advantage! is: <http://www.gsadvantage.gov>

# TABLE OF CONTENTS

An Introduction to Analytical Services, Inc.....	1
Customer Information .....	2
How to Hire Analytical Services .....	3
Descriptions of Environmental Services .....	4
SIN 899-1 / 899-1RC.....	4
SIN 899-5 / 899-5RC.....	5
SIN 899-8 / 899-8RC.....	6
Price List, SIN 899-1, 5, 8 and SIN 899-1RC, 5RC, 8RC.....	7
Additional Notes on Pricing .....	8
Minimum Staff Qualifications and Duties.....	8

## AN INTRODUCTION TO



**ANALYTICAL SERVICES, INC.**

---

Analytical Services, Inc. (AS) is an engineering and scientific consulting firm specializing in environmental, safety, health, and energy-related services. Since our start in 1990, AS has provided its clients with nationwide services from our headquarters in Maryland, from our nine regional and field offices, and on-site at government facilities.

Although we are considered a small business, the capabilities and expertise of AS often rival those of much larger firms. At the same time, we maintain a personal level of service and cost effectiveness more typical of a small business. Through this unique combination of the best of large and small businesses, AS succeeds in our ultimate purpose and goal: to provide our clients with high-quality services, on-time and at very competitive rates.

The federal government is our primary client and includes all services of the Department of Defense (DoD) as well as the Departments of Homeland Security, Energy, Commerce, Interior, Transportation, Justice, Agriculture, and various private sector clients. Many of these have been repeat clients over the majority of AS's history, testimony to our high quality services. In fact, during the past year, over 80% of our new orders were from repeat clients.

We offer our clients a broad range of results-oriented environmental services that include regulatory compliance; natural and cultural resources conservation; pollution prevention; sustainability; environmental characterization and restoration.

Federal agencies and other authorized entities can access AS through our GSA Schedule to provide the following environmental services:

- Environmental Consulting Services;
- Materials and Waste Recycling and Disposal Services; and
- Remediation and Reclamation Services.

All of these services are also available to state and local governments for disaster recovery (RC).

We invite you to challenge us and our capabilities. You will find that our goal is to satisfy your environmental, safety, health, and energy needs in the most efficient and cost-effective way. For more information about AS, please feel free to contact Jon Krufft at (410) 312-3535 ext. 1, via e-mail at [jkrufft@asincorp.com](mailto:jkrufft@asincorp.com), or through our website at [www.asincorp.com](http://www.asincorp.com). We look forward to assisting with all your service needs.

## CUSTOMER INFORMATION

1. **Table of Awarded Special Item Numbers (SINs):**

SIN 899-1 Environmental Consulting Services  
SIN 899-5 Materials and Waste Recycling and Disposal Services  
SIN 899-8 Remediation and Reclamation Services

SIN 899-1RC Disaster Recovery Environmental Consulting Services  
SIN 899-5RC Disaster Recovery Materials and Waste Recycling and Disposal Services  
SIN 899-8RC Disaster Recovery Remediation and Reclamation Services

2. **Maximum Order:** There is no maximum dollar value on task orders and no dollar ceiling for this contract
3. **Minimum Order:** \$100
4. **Geographic Coverage:** Worldwide
5. **Production Point:** Analytical Services and agency locations worldwide
6. **Discount From List Price:** Prices shown herein are net prices
7. **Quantity Discounts:** Negotiable
8. **Prompt Payment Terms:** Net 30 days
- 9a. **Government Credit Card (below the micropurchase threshold):** Accepted
- 9b. **Government credit (above the micropurchase threshold):** Accepted
10. **Foreign Items:** None
11. **Time of Delivery:** To be negotiated with ordering agency on each task order
12. **F.O.B. Point(s):** To be negotiated with ordering agency on each task order

## CUSTOMER INFORMATION (continued)

13. **Ordering Address:** Analytical Services, Inc.  
8600 Snowden River Parkway, Suite 300  
Columbia, MD 21045
- Toll-Free: (866) 646-3535  
Phone: (410) 312-3535  
Fax: (410) 312-3544  
E-Mail: jkruft@asincorp.com
14. **Payment Address:** Analytical Services, Inc.  
**(if payment via mail):** 8600 Snowden River Parkway, Suite 300  
Columbia, MD 21045
15. **Warranty Provisions:** We guarantee all work
16. **Export Packing Charges:** N/A
17. **Terms and Conditions of Government Credit Card Acceptance:** See # 9 above

## HOW TO HIRE ANALYTICAL SERVICES

1. For orders up to \$2,500: Develop a Scope of Work (SOW) and have your procurement office place the order directly with *AS*.
2. For orders over \$2,500 but less than \$1,000,000: Develop a performance-based SOW, send a Request for Quote to at least three GSA contractors, evaluate quotes based on your best value criteria, and place the order with the selected contractor.
3. For orders over \$1,000,000: Follow the procedures as per #2 above but seek additional quotes and price reductions.
4. In order to further decrease costs, reduce paperwork, and save time, access *AS* directly by establishing a Blanket Purchase Agreement. Contact *AS* for details on this procedure.

# ***SIN 899-1 / 899-1RC***

## ***Environmental Consulting Services***

AS and its staff provide a broad range of services applicable to this SIN. Examples of these services include:

**Environmental Management System (EMS) Development and Implementation.** AS is the sole contractor responsible for developing and implementing an EMS at all appropriate organizational levels within the Drug Enforcement Administration (DEA), consistent with the requirements of ISO 14001. We are currently training DEA staff and implementing EMS at over twenty locations, including DEA Headquarters, nine laboratories, the Office of Aviation Operations, the El Paso Intelligence Center, the Quantico Training Academy, and various field divisions and offices. At each site, working with a DEA cross functional team, AS staff conducts orientation training; performs initial environmental reviews; identifies environmental aspects of site activities; determines significant aspects; develops objectives and targets; and develops environmental management programs to achieve objectives and targets. We also developed all DEA EMS policies, procedures and a document control system. Other critical activities conducted for the DEA have included National Environmental Policy Act (NEPA) analyses; implementation of green (affirmative) procurement; recycling program development and implementation; and EMS, EO 13423, Resource Conservation and Recovery Act (RCRA), Federal Electronics Challenge and energy use annual reporting.



### **Compliance Audits and Inspections**

### **NEPA Environmental Impact Analyses and Documentation**

### **Spill Prevention and Contingency Planning**

### **Permitting and Regulatory Reporting**

### **Natural Resources Management Planning**

### **RCRA / CERCLA Site Investigations**

### **Waste Minimization / Pollution Prevention Initiatives**

Specific examples of our Environmental Consulting Services include:

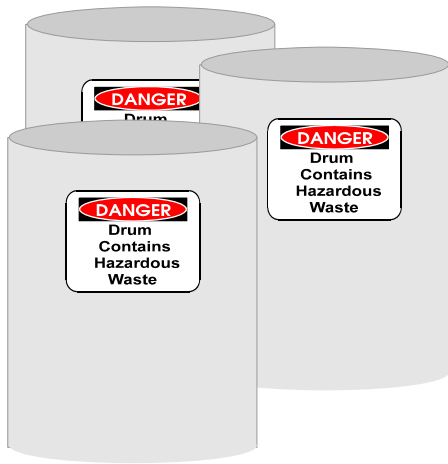
- Safety and Environmental Compliance Audits, Army Research Laboratory, MD
- NEPA Document Preparation and Review, Department of Energy (DOE), Nationwide
- Pollution Prevention Planning and Implementation, Naval Research Laboratory, DC
- Sustainability Strategic Planning, Fort Detrick, MD
- Conservation Law Enforcement Services, U.S. Army, Alaska

# *SIN 899-5 / 899-5RC*

## *Materials & Waste Recycling & Disposal Services*

AS' services applicable to this SIN encompass hazardous (both chemical and biological), solid, and nuclear waste issues. Examples of these services include:

**Hazardous Material Tracking, Management, and Control.** AS' ongoing work at the U.S. Naval Academy and Naval Station Annapolis are good examples of our hazardous material tracking, management, and control services. We manage, operate, and maintain the Consolidated Hazardous Materials Reutilization and Inventory Management Program (CHRIMP) facilities at these two installations. Through the use of a web-based database management system, AS is actively managing, tracking, controlling, reporting, and minimizing the use of hazardous materials and the subsequent generation of waste at these facilities. Through these efforts, the Naval Academy and Naval Station Annapolis were two of the first Navy facilities to be fully "CHRIMPed."



### **Hazardous and Solid Waste Management**

### **Recycling Program Development and Implementation**

### **Landfill Monitoring and Permitting**

### **Hazardous Material/Waste Tracking Software Development**

### **Green Procurement Program Development**

### **Scrap Yard Management and Operation**

### **EO 13423 Electronic Stewardship Initiatives**

Specific examples of AS' Materials and Waste Recycling and Disposal Services include:

- USDA Hazardous Waste Management Services, Multiple Sites, Nationwide
- Landfill Monitoring and Operation Record Review, Fort Detrick, MD
- Recycling Program Implementation, DEA, Multiple Sites, Nationwide
- Hazardous Material and Waste Management Services, U.S. Air Force, DE & CA
- Recycling and Solid Waste Management Plan Development, Letterkenny Army Depot, PA
- Green Procurement Program Development, Fort Detrick, MD
- Hazardous Material Tracking and Control Services, Dept. of Homeland Security, MD & GA
- Federal Electronics Challenge Initiatives and Awards, DEA, Multiple Sites, Nationwide

# ***SIN 899-8 / 899-8RC***

## ***Remediation and Reclamation Services***

*AS* is among a select group of contractors approved to perform remediation and reclamation services under a GSA Schedule. In addition, *AS* was the first Schedule contractor to include Service Contract Act rates applicable to remediation and reclamation services nationwide. Other contractors without this distinction may have difficulty working in your part of the country. Examples of our remediation and reclamation services include:

### **Quick Response Soil Remediation**

After characterizing the extent of soil contamination at a site for the Bureau of Land Management (BLM) using real-time field analyses, *AS* removed all impacted soil and arranged for its bioremediation. All work was done on a quick-turnaround basis, resulting in the Virginia Department of Environmental Quality closing the case in a short time. As a result of these quick actions, BLM was able to acquire and open their new facility on time and within budget.

### **Interim Corrective Measures and Removal Actions**

### **RCRA/CERCLA Site Characterizations and Restorations**

### **Remedial Actions Including In-situ and Ex-situ Treatment, Containment, and Removal**

### **Underground (UST) and Above Ground Storage Tank Removals, Closures, Installations, and Upgrades**

### **Long-term Monitoring, Operation, and Maintenance**



Specific examples of *AS*' Remediation and Reclamation Services include:

- Skeet Range, UST, and Groundwater Remediations, Fort Detrick, MD
- UST Closures and Hazardous Waste Disposal, U.S. Department of Agriculture, TX
- Installation Restoration Program Support, Aberdeen Proving Ground, MD
- Emergency Hazardous Material Removal & Disposal, U.S. Army Corps of Engineers, DC
- Groundwater Monitoring and Remediation Services, Walter Reed Army Medical Center, MD
- Radioactive Source Recovery, Bureau of Reclamation, AZ
- Firing Range Lead Abatement, Department of Homeland Security, MD
- Laboratory Dismantlement and Remediation, Federal Bureau of Investigation, DC
- UST Removals, Installations, and Upgrades, Andrews Air Force Base, MD

**PRICE LIST**  
**SIN 899-1, 5, 8 AND 899-1RC, 5RC, 8RC**

**NOTE: All rates are negotiable and quantity discounts are available.**

**April 30, 2009 through April 29, 2014**

<b>Labor Category</b>	<b>4/30/2009</b>	<b>4/30/2010</b>	<b>4/30/2011</b>	<b>4/30/2012</b>	<b>4/30/2013</b>
	– <b>4/29/2010</b>	– <b>4/29/2011</b>	– <b>4/29/2012</b>	– <b>4/29/2013</b>	– <b>4/29/2014</b>
Director	\$143.34	\$148.07	\$152.96	\$158.00	\$163.22
Environmental Program Mgr.	\$120.66	\$124.64	\$128.75	\$133.00	\$137.39
Sr. Environmental Associate	\$84.66	\$87.45	\$90.34	\$93.32	\$96.40
Environmental Associate	\$58.28	\$60.20	\$62.19	\$64.24	\$66.36
Environmental Specialist	\$57.61	\$59.51	\$61.47	\$63.50	\$65.60
Clerical	\$37.10	\$38.32	\$39.59	\$40.90	\$42.24
Project Superintendent	\$72.50	\$74.89	\$77.36	\$79.92	\$82.55
Heavy Equipment Operator	\$81.12	\$83.80	\$86.56	\$89.42	\$92.37
Environmental Technician	\$71.94	\$74.31	\$76.77	\$79.30	\$81.92
Laborer	\$48.31	\$49.90	\$51.55	\$53.25	\$55.01
Supply Technician	\$58.71	\$60.65	\$62.65	\$64.72	\$66.85
Material Expediter	\$62.40	\$64.46	\$66.59	\$68.78	\$71.05
Warehouse Specialist	\$53.70	\$55.47	\$57.30	\$59.19	\$61.15
Truck Driver – Medium	\$55.86	\$57.70	\$59.61	\$61.57	\$63.61

## **ADDITIONAL NOTES ON PRICING**

1. The above labor rates are fully burdened and include a 0.75% funding fee payable directly to GSA by AS.
2. Any travel and other direct costs may be additional to the labor rates and, if so, will be burdened with a pre-approved handling fee. Travel will be in accordance with the Joint Travel Regulations.
3. All of the above labor categories may be subject to the Service Contract Act.
4. See below for minimum staff qualifications and duties.

## **MINIMUM STAFF QUALIFICATIONS AND DUTIES**

**DIRECTOR:** Master's degree from an accredited college/university in Science, Engineering, or Business and a minimum of ten years of relevant experience. Directs program and corporate staff in the execution of all government contracts from initial proposal through contract completion.

**ENVIRONMENTAL PROGRAM MANAGER:** Master's degree from an accredited college/university in Science, Engineering, or Business and a minimum of eight years of relevant experience. Manages environmental programs involving multiple projects to include complying with all contractual, work assignment, and reporting requirements; staffing and managing all program staff; preparing, negotiating, and signing related proposals; and managing subcontractors.

**SENIOR ENVIRONMENTAL ASSOCIATE:** Bachelor's degree from an accredited college/university in Science or Engineering and a minimum of five years of relevant experience. Provides technical support on environmental projects that require a higher level of technical expertise and experience.

**ENVIRONMENTAL ASSOCIATE:** Bachelor's degree from an accredited college/university in Science or Engineering and a minimum of two years of relevant experience. Provides technical support on environmental projects requiring a mid-level of technical expertise and experience.

**ENVIRONMENTAL SPECIALIST:** Bachelor's degree from an accredited college/university in Science or Engineering. Provides technical support on environmental projects requiring an entry-level of technical expertise.

**CLERICAL:** High school diploma or equivalent from an accredited high school. Provides administrative and clerical support on projects such as coding and filing documents; calculating and posting charges to project accounts; and operating basic office equipment.

**PROJECT SUPERINTENDENT:** Associate's degree from an accredited college/university and a minimum of five years of relevant experience. Oversees the execution of project field tasks such as sampling, monitoring, and restoration activities.

**HEAVY EQUIPMENT OPERATOR:** Minimum of two years of relevant experience. Operates heavy equipment such as cranes, clamshells, power shovels, motor graders, heavy loaders, bulldozers, rollers, scrapers, and large industrial tractors.

**ENVIRONMENTAL TECHNICIAN:** Minimum of two years of relevant experience. Conducts tests and field investigations to obtain data for use in determining sources and methods to contain pollutants.

**LABORER:** Performs tasks that require mainly physical abilities and effort involving little or no specialized skills or prior work experience such as loading trucks, moving supplies by hand truck, and shovel excavations.

**SUPPLY TECHNICIAN:** Minimum of two years of relevant experience. Provides supply management services such as inventory management, storage management, cataloging, and property utilization.

**MATERIAL EXPEDITER:** Minimum of two years of relevant experience. Locates and moves materials between locations to facilitate processing of goods.

**WAREHOUSE SPECIALIST:** Minimum of two years of relevant experience. Performs a variety of warehousing duties such as verifying materials against receiving documents; routing materials to prescribed storage locations; storing, stacking, and palletizing materials in accordance with prescribed storage methods; taking inventory of stored materials; and preparing materials for shipment.

**TRUCK DRIVER – MEDIUM:** Minimum of two years of relevant experience. Drives trucks to transport materials between locations. May also load or unload trucks, make minor mechanical repairs, and keep trucks in good working order. Limited to straight trucks, 1.5 to 4 tons, usually six wheels.

**NOTE:** For the above positions having educational requirements, relevant experience may be substituted for education beyond a High School diploma on the basis of two years of additional experience for one year of education.