

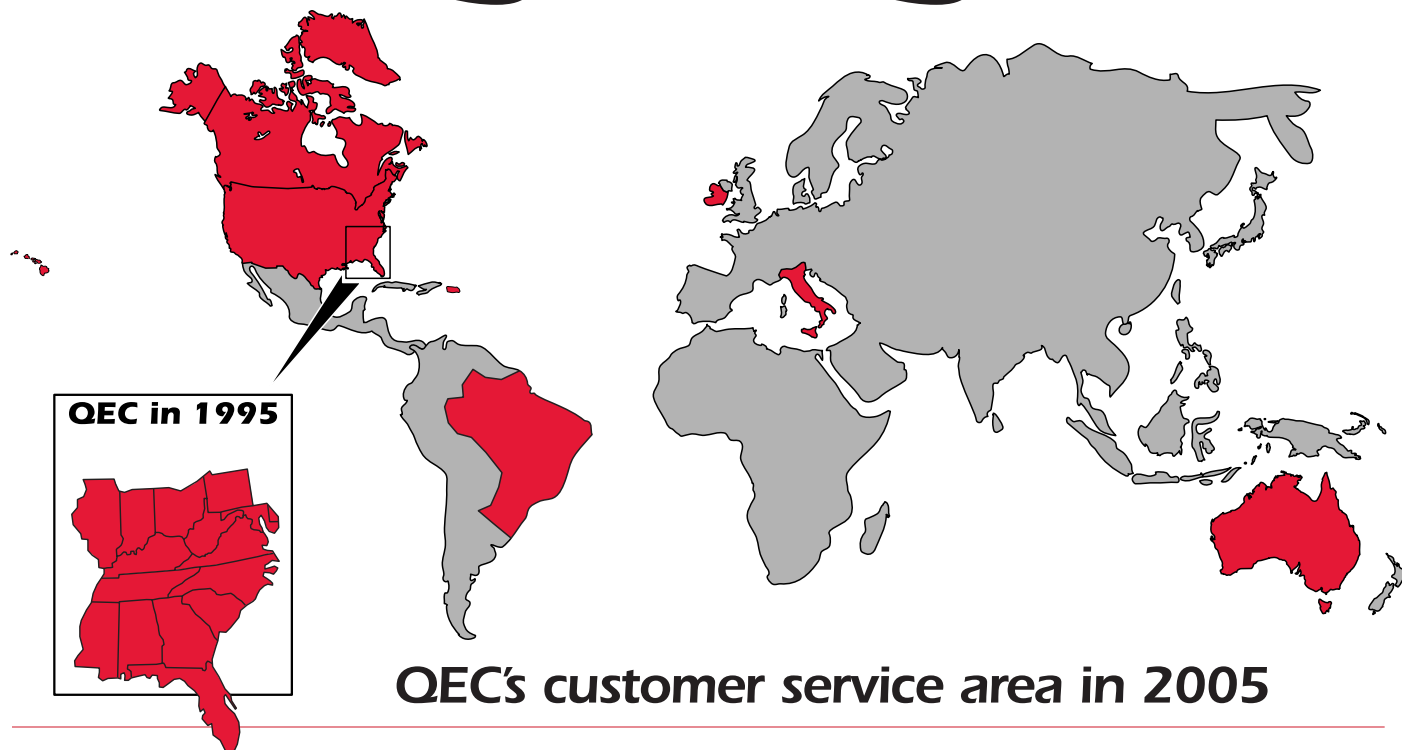
UNDERtheCAP

A Newsletter on issues and products for environmental analysis professionals, courtesy of



Quality Environmental Consulting

QEC goes global



QEC's customer service area in 2005

A word from the president...



James L. Hern, PhD.

A world of achievements

In barely ten years, QEC's reach has grown from a handful of states to all 50 states, plus the Territory of Puerto Rico, plus Canada, Brazil, Ireland, Italy, and Australia. We are just at the beginning of our international operations, and already we have a presence on four continents with new opportunities arising every day.

I take this as a validation of the philosophies and concepts that QEC's founders originally envisioned to be the bedrock of our company: an emphasis on exceptional product quality and superior service, and making sure that our direction is molded by customer needs.

I could not be more proud of this organization and its leadership; and I couldn't be more grateful to our customers-- the long-time stalwarts as well as the new arrivals. QEC's concept of creating and maintaining a consistent dialogue of listening to the customer's needs and responding to those needs is proving itself every day, now on a global scale.

Call toll free 1-800-255-3950 or visit www.qecusa.com

QEC on the road in '05...

Pittcon 2005: Orlando, Florida

QEC has exhibited at world-famous Pittcon each of the past eleven years. We regard it as an integral part of our marketing program.

This year's show was by far one of QEC's most successful. Meeting new contacts from Europe, Africa, South America and the Far East, has gone a long way toward helping QEC establish itself as a solid presence in the international market.

Pittcon is also an excellent venue to debut additions and improvements to our product line. This year we featured our expanded and upgraded line of **Custom Preserved™** products (see next page).

Hospitality and professionalism are essential to our Pittcon presence. From our Jelly Belly® Vials to our product displays to our cordial booth staff, QEC always makes an impression at this most important event for the analytical industry.



Texas Commission on Environmental Quality 13th Annual Environmental Trade Fair, Austin, Texas

This TCEQ-sponsored event enjoys the reputation of being one of the best state-sponsored environmental conferences in the nation. QEC is pleased to be a regular exhibitor at this Texas-sized trade fair of more than 3,000 participants and more than 300 exhibitors.

In the last 24 months QEC's western territory has grown by leaps and bounds. Needless to say, QEC's successful western trek leads through Texas, and the TCEQ Trade Fair is an important stop along the trail.

QEC is drawn to this event by the large number of environmental laboratories attending or exhibiting. Our attendance gives us a chance to demonstrate QEC's quality to prospective customers, as well as network with the dozens of exhibitors and attendees who are already QEC customers.

Staffing QEC's booth this year was Darrell Fuller, western marketing manager. "TCEQ will continue to be a top-priority destination for our 2006 marketing program, and probably for the years to come, as well," said Fuller.



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In the QEC product spotlight

QEC Custom Preserved™

Expanded and improved for 2005

QEC now offers your choice of eight different preservatives in amounts and concentrations for almost any application (see chart below). Our 4ml and 7ml vials come assembled with screw-top closures, available in a 24-pack box (shown at right) and a 144-pack carton.

Q•Drop Field Preservative Dropper Bottle

Also new is our handy **Q•Drop** 15ml dropper bottle. Dispensing 0.5 ml per drop, it's perfect for use in the field. Our **Q•Drop** bottles use only analytical grade chemicals, and are color-coded for clear identification.

Improved Seals and Labels

QEC's improved line of color coded labels, container labels and custody seals make preservative identification easier, more efficient and safer.



Q•Drop



24-pack 7ml



24-pack 4ml

SULFURIC ACID - H_2SO_4 (Nitrate/Nitrite • Chemical Oxygen Demand Oil & Grease/TPH • Phenols/Ammonia • Nitrogen/TOC/TOX • Phosphorus)

VIAL	RATIO	CONCENTRATION	AMOUNT
4ml	conc.	96%	0.5ml
4ml	conc.	96%	1ml
4ml	1:1	48%	1ml
4ml	1:3	24%	1ml
4ml	conc.	96%	2ml
7ml	1:1	48%	4ml
7ml	conc.	96%	5ml
7ml	1:1	48%	5ml

NITRIC ACID - HNO_3 (Metals)

VIAL	RATIO	CONCENTRATION	AMOUNT
4ml	conc.	70%	0.5ml
4ml	1:1	35%	0.5ml
4ml	conc.	70%	1ml
4ml	conc.	70%	2ml
4ml	1:1	35%	2ml
7ml	conc.	70%	5ml
7ml	1:1	35%	5ml

HYDROCHLORIC ACID - HCl (Volatile Organics)

VIAL	RATIO	CONCENTRATION	AMOUNT
4ml	1:1	18%	0.5ml
4ml	conc.	37%	1ml
4ml	1:1	18%	1ml
4ml	conc.	37%	2ml
4ml	1:1	18%	2ml
7ml	conc.	37%	5ml
7ml	1:1	18%	5ml

SODIUM THIOSULFATE - $Na_2S_2O_3$ (Removes residual chlorine from samples)

VIAL	CONCENTRATION	AMOUNT
4ml	0.008%	1ml
4ml	0.008%	2ml
7ml	0.008%	5ml

ZINC ACETATE - $NaOH-ZN (C_2H_3O_2)_2$ (Sulfide)

VIAL	AMOUNT
4ml	2 parts 10N NaOH/1 part 2N Zinc Acetate
4ml	2ml
7ml	5ml

SODIUM HYDROXIDE - $NaOH$ (Cyanide)

VIAL	AMOUNT
4ml	10 Normal
4ml	1ml
4ml	2ml
7ml	5ml

NITRIC ACID/POTASSIUM DICHROMATE $HNO_3 K_2Cr_2O_7$ (Mercury)

VIAL	AMOUNT
4ml	10g/L HNO_3
4ml	1ml
4ml	2ml
7ml	5ml

MONOCHLORACETIC ACID POTASSIUM ACID BUFFER CH_2ClCO_2H/CH_3CO_2K (N-Methylcarbamates)

VIAL	AMOUNT
4ml	65%
4ml	1ml
4ml	2ml
7ml	5ml



Seals & labels

Call toll free **1-800-255-3950** or visit **www.qecusa.com**

Meet QEC's national sales team

These are the hard-working QEC pros who cover America from the Florida Keys to the Hawaiian Islands. You may know your regional rep already; now meet the whole team:

Mike McCune, Southeast: Mike is QEC's vice president for sales and marketing, heads our busy Atlanta sales office, and still manages to grow business in his Old South territory.

Phillip Lilly, Mid-Atlantic and Midwest: Phil's territory stretches from Atlantic Ocean to the Canadian border. This area accounts for some of our heaviest concentrations of business in the country, and has been an



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Phillip Lilly
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Leland Price
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Darrell Fuller
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important growth factor for QEC in recent years.

Leland Price, Northeast: A veteran sales professional, Leland services the compact but active New York/ New Jersey/New England territory.

Darrell Fuller, West: Darrell is responsible for our recent breakthrough successes in Texas and southern California. Access to these areas is a major factor in giving QEC a truly national scope of business.

McCune heads international sales effort

Mike McCune can now add International Sales to his list of responsibilities.

Mike's experience and his Atlanta location make him the natural choice to carry QEC's message of **Quality for Every Customer** to a global audience.

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