Introduction to Proficiency Testing Program and Quality Control Materials.
Mission

Analytical Products Group, Inc. will provide quality assurance products and services to analytical laboratories worldwide that assist them in monitoring and improving their quality environmental data.
Vision

• Analytical Products Group, Inc. will accomplish its Mission by providing technically excellent, customer support, products and services which are executed with professionalism, integrity, and timeliness.

• As a company, APG will succeed by understanding the quality assurance needs of our customers and continuously developing innovative solutions to meet those needs.
Background

- Formed in 1982 to develop first commercial Performance Evaluation Program for environmental laboratories.

- Tom Coyner is the founder of APG and has over 40 years experience in the laboratory business. Currently he serves as the Director of Business Development at APG. Tom also serves on the ISO CASCO WG 28 converting Guide 43 to ISO 17043. He is also member of the ILAC PT consultant group.
History

• Currently the longest operating environmental PT program in U.S.
  - Includes more than 3,000 laboratories throughout the world.
  - APG has evaluated over 2,000,000 million data points
    – 95% of our data points are received online

• Current products include:
  – Proficiency Testing Programs
  – Quality Control Standards
  – Laboratory Reagents
Facilities

- **Belpre Location**
  - Southeastern Ohio
  - Manufacturing
  - Operations
  - Information Technology
  - Technical Support

- **Cleveland Location**
  - Northern Ohio
  - Accounting
  - Sales
  - Marketing

Offices are about 3 hours in distance
Our Technical Team

- Technical Team
  - Chemists and microbiologists

- IT
  - 3 degreed developers with over 46 years experience
Full Analytical Laboratory
The Market

• APG has been operating PT Schemes for the past 26 years
• APG currently provides products and services to the analytical testing market including:
  – Commercial testing laboratories
  – Governmental Water and Wastewater laboratories
  – Industrial laboratories
  – Corporate Environmental Data users
  – Accrediting Authorities
Our Experience give you confidence

• APG has worked with several Multi-national firms including:
  – ALOCA
  – General Motors
  – United Nations Gems water program

• Accrediting Authorities
  – State of West Virginia
  – State of Ohio
  – ROC of Taiwan

• Laboratory Networks
  – Domestically
  – Internationally recognized
APG Products & Services

- Proficiency Testing Services
- Quality Control Standards
- Calibration Standards
- Laboratory Reagents and Solutions
Accreditation

• APG is **accredited** by the American Association for Laboratory Accreditation (A2LA) as a Proficiency Testing Provider.

• ISO 9001-2000 Registered by DNV as a Proficiency Testing Program Provider and as a Manufacturer of Certified Reference Materials.
APG Accreditation

• APG is accredited to ISO Guide 43 and to ILAC G-13 by the American Association for Laboratory Accreditation who is a member for APLAC and of ILAC and has a supporting MRA with EA. In order to meet U.S. requirements we are also evaluated against relevant sections of ISO Guide 34 and ISO 17025 for our testing processes.

• As an ISO accredited PT provider, APG PT programs are accepted by most accreditation bodies worldwide.
Customer Service

- Excellent customer service means meeting the customer’s expectations without exception.
  - The ability to do that consistently depends upon understanding what can be expected and then ensuring that it will happen.
Technical Excellence

• After 26 years operating PT Scheme APG has the experience to understand the data our clients generate.

• APG will be available to discuss your reports directly with you if you have technical questions.
Quality Assurance Products

- Proficiency Testing Schemes &
- Quality Control Standards
  - Wastewater
  - Drinking Water
  - Soil and Hazardous
  - Microbiological
- Certified Reference Materials
- Calibration Materials
- Immediate PT Stats
APG PT Process

- How do PT studies work?
- Lab receives samples
- Study runs for 45 days
- On-line data reporting – 24 hours /7 days a week
- Study closes at 11:59 pm eastern standard time
- Preliminary results available once the study closes
- Electronic reporting by PDF

Study Availability
- Waste Water (WP) 356 analytes
- Drinking Water (WS) 236 analytes
- Soils 280 analytes
- Microbiology
The APG Difference

APG Services

• Online Advantage Reporting
• Data Upload System
• Training Management System (ISO17025)
• Immediate ‘PT Stat’ Remediation Tool
• Sales and Technical Support
• Global Lab Evaluation & Management Program - GLEMP
The APG Advantage

• Meet all accreditation requirements with ease and efficiency
• Help you make proactive decisions to enhance the quality and reliability of your lab
• Report your PT data online in less time and without data entry errors
• Effortlessly manage 17025 training requirements
• Differentiate your lab based on quality and not just accreditation
International Recognition

- Operated United Nations / GEMS 5 and 6
- Benchmark blind study program that included over 80 laboratories in 59 countries
- APG is the only commercial PT provider currently used by the UN
- APG recognized by CNAS (China), Taiwan, Australia and most other APLAC countries
The APG Online Advantage

• Inside the numbers…
  – Over 3,000 Participating Labs Per Year
  – Over 1,000,000 data points entered from 59 different countries online
  – 98% of data reported online
  – Over 18,000 Newsletter recipients
  – Over 500,000 website hits per month
  – Over 1,500 training certificates generated
  – Nearly 4,000 orders placed online
The APG Online Advantage

- Product Information
- Online Help & Tutorials
- Study Schedules
- Online Data Entry
- Preliminary Results
- Email Confirmation
- Analyst 17025 DOCs

APGQA.com
Partnership

• APG is looking for international partners that would be an extension of our company.
• We are looking for:
  – Technical experts who understood the importance of this type of service
  – Excellent Customer Service
  – Professionalism
  – Integrity
Contact Us

Please contact your International Sales Representative for additional information:

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