

September 27, 1999

**GEOTECHNICAL  
LABORATORY SERVICES  
CONTRACT OPPORTUNITIES  
SOUTHERN DIVISION  
NAVAL FACILITIES ENGINEERING COMMAND**

Rarely does the Southern Division have a stand alone laboratory service contract. Most lab work is done as a subcontract to a prime engineering contract for environmental investigations, site investigation in support of a facility design, or in support of a construction contract.

Almost without exception, Architect/Engineer investigation/design teams select their lab subcontractors up front and submit their credentials with their applications for a particular solicitation.

The best strategy for laboratory services type firms is to market themselves to potential prime contractors, monitor the Commerce Business Daily to identify those contractors that are winning contracts and ask them to consider you on the next project. They may even need some backup capacity for an existing contract.

The Southern Division has several major environmental investigative and remediation contracts. There that may be limited lab services required for these contracts over the next several years from Small Disadvantaged Businesses. Please refer to our Construction Subcontracting Opportunities List for prime contractor names and addresses of these contracts.

For general contract administrative questions, call the Small Business Office at (843) 820-5935. For technical questions, call Mr. Will Beverly at (843) 820-7352.

G:/LABSERV\_C.DOC