



**In this issue:**

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24 HOUR DISPATCHER 612-333-3226

ADDITIONAL TESTING, INC.

# Where the results matter most

## Additional Testing, Inc. welcomes you to our Inaugural Newsletter!

### WE ARE GROWING TO SERVE YOU-

Additional Testing wants to thank our long standing clients, vendors and attorney clients for allowing us to provide you with complete drug and alcohol testing products and services. We are entering into our 7th year and are growing to meet your needs.

Locally, we have expanded our collection site in Roseville to include 2 suites in order to meet the needs of our clients.

We are excited to announce that we are in the beginning stages of expanding to new territories for our services to our clients in:

- Greater Minnesota
- Southern Counties
- Alexandria area
- Duluth
- More locations on the horizon in 2003

We have explored further options in drug and alcohol testing and have found new products and services to achieve our goal of providing the best access

to drug and alcohol testing that money can buy.

More than ever, our staff are eager to serve you and your drug testing needs.

Feel free to stop by and say hello!

### Our NEW address is:

### Additional Testing,



Inc.

## NEW PERSONNEL- Introducing Machelle Pearson

In October, 2002, Additional Testing, Inc., welcomed Machelle Pearson, into her new role as Director of Sales & Marketing. Machelle brings to Additional Testing a vast experience in the drug testing industry. Her focus will be to

increase awareness of our newly expanded product lines. Please welcome Machelle into the Additional Testing family!

Her Office and Fax:

O: 651-638-0915

F: 651-631-0510

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## NEW PRODUCTS TO SERVE YOU BETTER

In the past, Additional Testing offered only drug tests that were processed by a laboratory. We are excited to announce that we have expanded our drug testing product line. On the following pages we will introduce you to the following new products:

- Hair Testing
- Paternity DNA Testing
- Instant Results Drug Tests
- Tests for Adulterants
- Sweat Patch
- Alco-Screens
- Confirmation only drug tests
- Single or Multiple drug panels

### Laboratory Test Panels:

#### **5 Panel Drug Test                    \$60.00<sup>a</sup>**

Amphetamines, Cocaine, Opiates, PCP and Marijuana

#### **8 Panel Drug Test                    \$70.00<sup>a</sup>**

Alcohol, Amphetamines, Barbiturates, Benzodiazepines, Cocaine, Opiates, PCP and Marijuana

#### **10 Panel Drug Test                    \$80.00<sup>a</sup>**

Amphetamines, Barbiturates, Benzodiazepines, Cocaine, Opiates, PCP, Marijuana, Methadone, Methaqualone and Propoxyphene

<sup>a</sup> Does not reflect client specific pricing

**New Products,  
Services and Results  
faster than ever  
before**

### **Hair Testing**

**Detection period up to 90 days**

**\$150.00\* •**

This product screens the hair with a detection period of up to 90 days. We recommend this test to the client who is unable to prove sobriety in any other way. Often the solution is to have this test court ordered on a random testing basis every 90 days. Examples of current clients: custody battles, divorce, pre-employment, wrongful suspension or termination. This test also offers the ability to test for positive only, those tests that exceed the test thresholds or to the complete level of quantification (LOQ). LOQ testing involves extra fees.

### **Paternity DNA Testing**

**\$495.00\***

In this non-invasive cheek swab collection, parents can learn the answers to the true paternity of their children. This test can be used for legal and non-legal cases.

\* Trip Fees

- Trip fees apply
- \$25 outside 30 mile radius
- \$0.50 a mile each additional mile
- After Hour Fees
- After Hour Fees apply
- On collections between 8:00PM-9:00AM



Gearing up to serve you better.



## Instant Drug Testing Products - For quick results

**4 Panel Instant Device-** Results in 7 minutes **\$35.00**  
Tests for: Cocaine, Opiates, THC, Amphetamines and Ecstasy.

**7 Panel Instant Device-** Results in 7 minutes **\$40.00**  
Tests for: Cocaine, Opiates, THC, Amphetamines, PCP, Barbiturates, Benzodiazepines.

**Adulteration Strips-** Results in 3 minutes **\$3.00**  
This device is used for detecting possible tampering of a specimen.

**Sweat Patch** **\$50.00<sup>^</sup>**  
The Patch can be worn on the arm for up to 2 weeks and will detect drugs of abuse used during the time the patch was worn. The Patch is then sent to a laboratory for analysis.  
<sup>^</sup> Includes price of patch and application of the patch. Laboratory fees for testing are \$40 per positive drug confirmed

**Alco-Screens** **\$20.00 for 4**  
This instant test can be used at home on saliva or beverages to determine if alcohol has been consumed in the past 8 hours. This cost effective tool can be utilized before or after scheduled visitation or custody period

**Confirmation for Quantitative Results** **\$40.00 per drug**  
This test is used to confirm instant non-negative results when discrepancies on use are apparent.

**Digital Alcohol Detectors** **\$100.00**  
This disposable digital device offers instant breath alcohol levels for about 250 uses.

Instant Tests are available by request for single drug tests only. Please ask the office about availability and pricing when ordering this test.

## Commonly asked Questions & Answers

**Q: What type of testing should I use?**

A: That decision should be made by first determining what you want to detect and why. Urine should be used if you want to detect drugs of abuse recently used. Hair tests could be used if you want to broaden the detection period. Detection periods vary by drug. All of our tests can be ordered by individuals, companies, or even by the court.

**Q: What is adulteration or adulterants?**

A: Adulteration is the tampering of a specimen in an attempt to pass a drug test. There

are several adulteration products that are either ingested or added to the specimen. We offer test strips that detect several different parameters of adulteration.

**Q: Do you offer Random Drug Testing?**

A: YES! We are excited to announce that we offer random drug testing with all our products and services. Whether the case is court ordered, random for the workplace or in a family situation, random testing can ease your mind.

**NOW AVAILABLE**

**Instant Drug Testing  
with results in just 7  
minutes!**

**Additional Testing, Inc.**

Please feel free to visit or mail us at our Collection Site address:  
2233 Hamline Ave N. # 526  
Roseville, MN 55113

Contact us:  
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In the future would you prefer to receive this newsletter by (circle one): Fax      Email      Mail

Please give us your email address: \_\_\_\_\_

Please update your information:

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

Address: \_\_\_\_\_  
\_\_\_\_\_

Fax this form to: 651-486-8942

Product order form:

_____	_____	_____
_____	_____	_____
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_____	_____	_____



<b>DUI Alcohol Test</b>	<b>\$300.00</b>
<b>Chemical Health Assessments</b>	<b>\$140.00</b>
<b>Retesting States Evidence-Initial Retainer</b>	<b>\$150.00</b>

Roslyn Paterson's new office address:  
2233 Hamline Ave N #504  
Roseville, MN 55113

We have recruited more on call staff to collect all DUI test calls. Now more than ever, calling Additional Testing to collect an independent test for DUI helps attorneys and their clients win cases. Our on call staff report to the clients location 24 hours a day, to collect a 2nd test for alcohol when charged with DUI. Our staff will determine with the client whether it is better to collect a blood or urine specimen. Getting an additional test really does work. Please watch for our regular column in future newsletters on recent court cases that WON.

For the past 4 years, Additional Testing has been compiling data comparing the initial states test on our DUI clients and with our 2nd test result. We intend to publish our results and comparisons soon.

After a brief hiatus, Ms. Paterson has restarted offering Chemical Health Assessments. We are providing this service not only to our DUI clients, but other clients who need to represent their Chemical Health to the court or to their employer.