

ADDITIONAL TESTING, INC.®
MONTHLY NEWSLETTER

Volume 2, Issue 9

December 2004

24 HOUR DISPATCHER 612-333-3226



Happy Holidays To One and All
& A Happy New Year!

On December 1st, 2004, Additional Testing turned 9 years old. We want to take a moment and thank all those attorney clients, business clients, employees and associates who helped us make it to this anniversary. **THANK YOU!**

Where the results matter most®

For those of you interested in the information shared at the Lorman DUI seminar, you can order at <http://www.lorman.com/index.php> or call Lorman Education Services at 1-888-678-5565.

The HOT topic of the seminar was the ruling on the Fedzuik case. In this case, Jeff Sheridan argued that the Plaintiff was denied due process of law regarding the reinstatement of her driving privileges following revocation under the implied consent law. The case involves the constitutionality of the implied consent law.

For those of you interested, we have a copy and are willing to fax it to you. Be aware, however, that it is 15 pages long. At the conference, it was discussed and implied that it is an important case and all who work in the area of DUI should know about it.

In this issue:

- Marketing Ad
- 2004, what a year
- NEW phone numbers for Roslyn and Fax
- Fedzuik case
- Hair testing MYTHS (continued)
- Coverage Areas
- Do you have hair testing questions?
- Trademarks



Our Products & Services:

Our New program:

***THE PARENTAL EDGE*®**

Additional Testing Inc. is referred by many local high schools, both public and private.

All information is held strictly confidential with the parents unless it may be a situation warrants the information being shared.

Home Testing kits available-call now.

Do you have any pending cases where a hair test could make or break the case?

What other questions are your clients cases demanding regarding hair testing?

Please submit your questions to Roslyn Paterson at:

RoslynRN@aol.com

Hair Testing-Myths

1. In order to detect drug use in a hair test, the drug needs to have been ingested. Test results for hair tests are significantly smaller values and in order to be present or positive in a hair test, ingestion is typically required. Unless an individual inhales a significant amount of 2nd hand smoke, of any kind, it has been our experience that the test will be negative, despite exposure.
2. When collecting hair for a hair test, it **MUST** be cut from the donor directly. Submitting hair from another source does not indicate which end is from the scalp vs. the distal end of the hair.
3. Hair tests should be analyzed by **ONLY** a SAMSHA approved laboratory.
4. Hair testing is **not hair follicle testing**. The follicle is the white colored tag at the end of the hair that was in the scalp. Hair testing literally tests the hair, preferably, the 3 inches closest to the scalp-the most recent growth.

What is the cost of a hair test? \$200 *

What drugs can you test for? Amphetamines (including Methamphetamine and Ecstasy) Cocaine, Marijuana, Opiates and PCP and more.

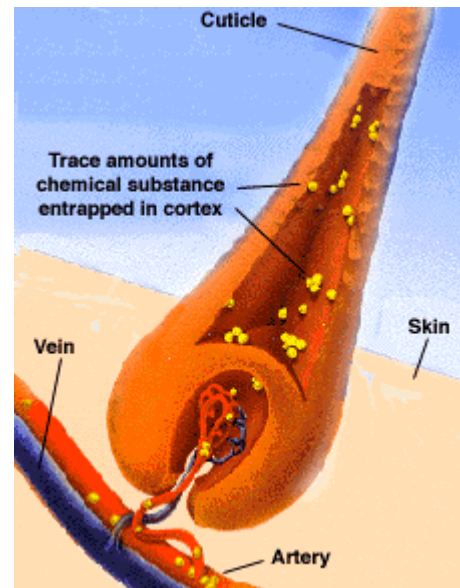


Illustration of Human Hair

Illustration of human hair found at:
www.psychemedics.com



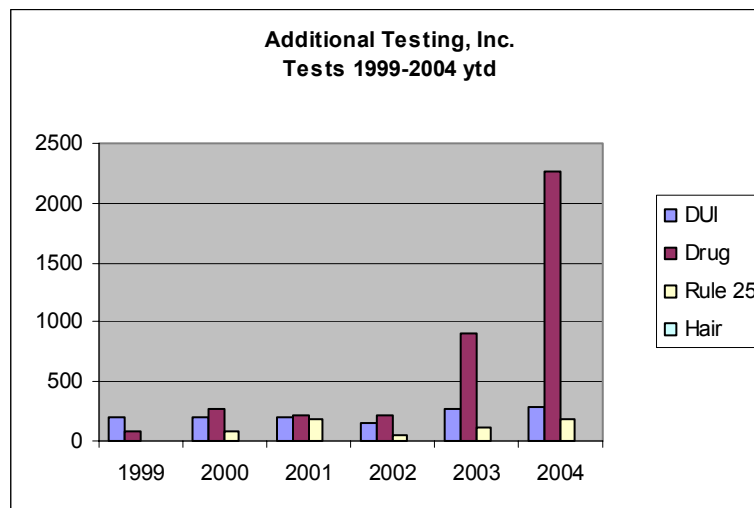
For a complete listing, including photographs of our products & services, please point your browser to the following address: <http://www.additionaltesting.com/serv.html>

In 2004, we achieved many milestones. For our year to date statistics, please refer to the chart below. This year, we surpassed prior years in our top 5 products. Our drug test collections are more than doubled last years collections alone. In fact, our drug test collections grew so much in 2004, that we collected more tests from 1997-2003 combined.

Our DUI count is also on the rise. Year to date, we have collected 285 DUI tests. That number does not reflect the total number of calls received, attempted collections, cancellations and non-payments. We passed 2003's DUI collection count in November 2004. Our on call collectors, now numbering 19, have made all the difference. We are still recruiting more collectors and have interviews ready for the new year in preparation for .08 come August 2005.

In 2004, we completed 181(ytd) Chemical Health Assessments. Not all of these assessments were for DUI related cases. This year we saw a growth in the number of minor consumption, drug charges, possession charges and family court matters.

Our number of Retesting states evidence and hair tests also passed the number completed in 2003. We have been testing more alleged drugs and paraphernalia this year than in the past, as well as, human specimens of blood or urine for alcohol. As for hair tests, this year we tested more couples in litigation for divorce or custody, and used hair tests to determine placement or visitation rights.



**Additional Testing, Inc.®
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Collection Site Office Hours:
M-F 9:00PM-5:00PM

Contact information:
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www.additionaltesting.com

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Roseville, MN 55113

ATI has DUI coverage in the following MN counties: 43!

Aitkin	Anoka	Beltrami	Benton	Blue Earth
Brown	Carlton	Carver	Chisago	Crow Wing
Dakota	Dodge	Faribault	Freeborn	Goodhue
Hennepin	Isanti	Kanabec	Kandiyohi	Le Sueur
McLeod	Meeker	Mille Lacs	Morrison	Mower
Nicollet	Olmsted	Pine	Ramsey	Renville
Rice	Scott	Sherburne	Sibley	St. Louis
Stearns	Steele	Wabasha	Waseca	Washington
Watonwan	Winona	Wright		

ATI expects to cover the following counties in 2004:
Ottertail, Polk, Becker, and Douglas.

In 2004, Additional Testing became a legal trademark, along with our tag lines, “Where the results matter most” and our program for parents, the “Parental Edge”.



DUI Alcohol Test	\$300.00
Chemical Health Assessments	\$140.00
Retesting States Evidence-Initial Retainer (new pricing)	\$200.00
Digital Alcohol Detector	\$100.00

**Dude, you driving?
DWI?**

**Get a 2nd opinion, call Additional Testing, Inc. for your
2nd test.**

612-333-3226 or 866-333-3226

Take the test that stands up in court– BLOOD

Double-checking never hurts