



In this issue:

- New coverage areas
- New marketing campaign
- Announcing our 1st Annual Golf Tournament and Drinking Workshop

RESCHEDULED FOR OCTOBER

Announcing our 1st annual

“Where the results matter most– A Drinking Conference”

Friday, October 3rd, 2003, Treasure Island Resort & Casino, Red Wing.

Conference Fee \$150

Conference includes:

- Drinking in a controlled environment
- Monitor your breath tests with Rogers Police Department PBT’s
- Get updated on current “points of law” cases by Attorney speakers
- Learn more about Field Sobriety Tests by Rogers Police Department
- **Approved for 3.75 CLE’s including 30 minutes of Ethics CLE credits!**

Exhibitor space available, contact ATI to reserve your space.

A portion of the proceeds of this conference will benefit Resultz, Inc. a non-profit organization striving to improve the communities we live in by assisting teenagers to stay clean, sober and free from nicotine.

GOLF TOURNAMENT REMAINS ON AUGUST 2nd-Reduced rate as stand alone event \$60

See golf tournament updates on page 4 of this newsletter.

New coverage areas in Greater Minnesota-Owatonna, Red Wing, Cannon Falls, Northfield, Mankato, Waseca, Faribault.

Coming soon: DULUTH

ATI has coverage in the following MN counties: Anoka, Dakota, Hennepin, Ramsey, Washington, Scott, Carver, Stearns, Olmstead, Wright, Blue Earth, Rice, Goodhue, Sherburne, Chisago, Mower, Winona, Beltrami, Mille Lacs, Nicollet, Le Sueur, Benton, Kanabec, Dodge, Morrison, Aitkin, Isanti, Steele, Wabasha

ATI expects to cover the following counties in late 2003/2004: St. Louis, Ottertail, McLeod, Polk, Freeborn, Kandiyohi, Becker, Douglas,

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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.

MCLE's

The 38th Annual Criminal Justice Institute:

As one of many presentations, ATI will present research from 7 years of collecting DUI samples in comparison to the state's breath test during a break-out session on Tuesday, August 26th at 3:30pm.

August 25-27, 2003

Laboratory Test Panels-Urine:

5 Panel Drug Test \$60.00^a

Amphetamines, Cocaine, Opiates, PCP and Marijuana

8 Panel Drug Test \$70.00^a

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

10 Panel Drug Test \$80.00^a

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

Above tests confirmed by GC/MS

^a Does not reflect client specific pricing

**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*

- \$25 per collection

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[^]

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.

[^] 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

\$45.00 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 300 uses.

Nicotine Testing

\$25.00

This instant test detects for use of nicotine.

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

NOW AVAILABLE

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

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.

Q: Do you offer BAT & DOT testing?

A: YES! As of late February we provide BAT & DOT testing.

Additional Testing, Inc.

Please feel free to visit or mail us at our Collection Site address:
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Roseville, MN 55113

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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

1st ANNUAL GOLF TOURNAMENT

Mississippi National Golf Club, Red Wing, MN

18 holes Includes: cart, box lunch & prizes

\$60 per person Tee times from 9AM-12PM

This is a great way to meet other people in the industry and host vendors or other special guests to a round of golf.

See registration form following this newsletter.



Roslyn Paterson's office address:
2233 Hamline Ave N #504

If you have any "points" of law you would like featured here or would like to contribute a brief column, please email to: RoslynRN@aol.com by the 15th of every month.

"POINT OF LAW"
Will return next

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

NEW MARKETING CAMPAIGN

"Are you sure you're fine to drive?"

ATT's new marketing campaign targeting the drinking driver began May 1st using display ads in rest-rooms and print ads in the "City Pages" beginning in June.

You can see our ad in men's rest-rooms in the following locations:

- Banana Joe's Ocean Club
- Brothers
- Champ's- Minneapolis
- Champs- Woodbury
- Champs- Maplewood
- Gabe's In The Park
- Grandma's Saloon & Deli

- Hubert's
- The Loon Café
- Main Event
- Maxwell's
- Mermaid
- O'Gara's
- Old Chicago-Hennepin
- Patrick McGovern's
- Pov's Sports Bar
- Rosen's Bar & Grill
- Rudolph's

Immediate results were identified by using this advertising: 4 DUI collections in May alone.

Have you ever thought of Co-op advertising? It is relatively inex-