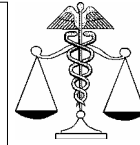


In this issue:

- Testing the Unknown or Unusual
- A message from Roslyn Paterson
- DUI Humor
- Holiday Hours
- New coverage areas
- DUI Statistics



Volume I, Issue 9

Sept/Oct/Nov

REVISED LOOK!

24 HOUR DISPATCHER 612-333-3226

ADDITIONAL TESTING, INC.™

Where the results matter most™

Testing the Unknown or Unusual

Testing for an Unknown Substance:

Ever have a client ask you how to test items for presence of drugs? Unknown Substance Testing can give you the answers you need. The testing process takes generally 2-3 weeks at the lab. The test is expensive but may give you the answers you need for that drug or paraphernalia charge.

Client thinks they've been "slipped a mickey". What do you do now?

Send the client to us for a urine toxicology screen ASAP. This screen tests for illegal drugs or controlled substances, hazardous materials and many medications, both prescription and over the counter drugs.

Did you know we offer Forensic DNA testing in addition to DNA For Paternity?

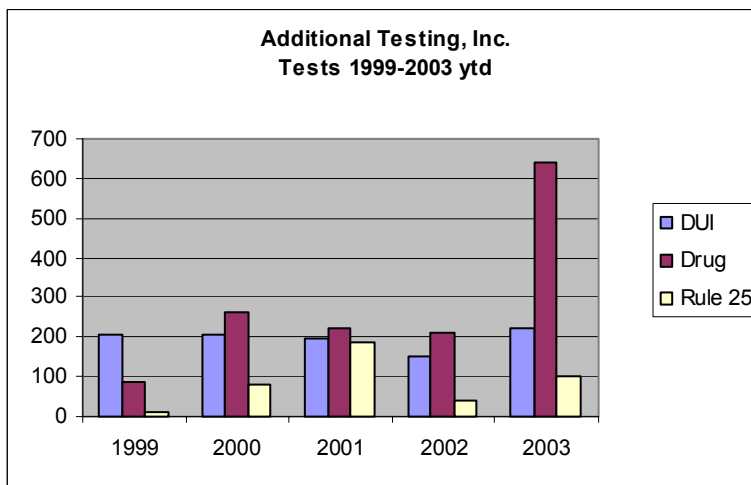
Recently a client collected their own blood evidence from a car accident/crime scene and submitted it to Additional Testing for DNA analysis. Also, in an infidelity case, a client submitted a semen stained blanket for analysis. DNA can be detected in these scenarios only if the sample was properly preserved so as to not degrade and that the semen contained sperm. In both of these scenarios, no DNA could be detected, the evidence wasn't preserved properly by the client prior to submitting it to ATI, and the male suspect in the infidelity case had had a vasectomy. Other DNA procedures can be attempted on sperm-less semen but in this case proved unsuccessful. If you think your case could be aided by DNA analysis or if you have other DNA related questions, call us and we will forward your questions to our partner DNA lab for answers.

ATI UPDATE: Next month we celebrate our 8th year Anniversary!

In December 1996, Additional Testing started as a small mobile collection service with 2 employees covering our main metro area of the Twin Cities. Now we have 35 employees covering 40 counties in Minnesota. Initially we offered 2 types of tests, urine or blood alcohol. We now offer 25 products or services ranging from urine, blood, breath, hair and DNA. Over the past year, we have implemented our strategic plan for growing the company. The results can be illustrated in gross revenues and test volume. Look at the chart below for the volume comparison by tests. We are now averaging 28 DUI collections/month and 12 Chemical Health Assessments/month. YTD gross revenues are up

125%
aver-
Roslyn

from 2002 and 71%
age the last 3 years.
E. Paterson, BSN, RN
President/CEO



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.

A Classic 'Lawyer One-Liner' from AllFunnyStuff@lycos.com

Q: How cold was it last night?

A: It was so cold in New York last night that three lawyers were seen walking through Central Park with their hands in their OWN pockets!

To Subscribe to Lawyer Laughs send a blank email to:

AllFunnyStuff-subscribe@topica.com

For a good laugh, check out this joke at this internet link:

<http://www.iondesign.net/drinkometer/>

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

Mark your calendars now for our

2nd ANNUAL ADDITIONAL TESTING, INC. GOLF TOURNAMENT

Saturday, August 7th, 2004

Mississippi National Golf Club,

Red Wing, MN

DUI HUMOR from the internet **Traffic Ticket THE COP.....THE HUSBAND, and THE WIFE.....**

A police officer pulls over a speeding car. The officer says, "I clocked you at 80 mile per hour, sir."

The driver says, "Gee, officer, I had it on cruise control at 60, perhaps your radar needs calibrating."

Not looking up from her knitting the wife says sweetly from the passenger seat, "Now don't be silly, dear, you know that this car doesn't have cruise control."

As the officer writes out the ticket, the driver looks over at his wife and growls, "Can't you keep your mouth shut for once?"

The wife smiles demurely and says, "You should be thankful your radar detector went off when it did."

As the officer makes out the second ticket for the illegal radar detector unit, the man glowers at his wife and says through clenched teeth, "Darn it, woman, can't you keep your mouth shut?!"

The officer frowns and says, "And I notice that you're not wearing your seat belt, sir. That 's an automatic \$75 fine."

The driver says, "Yeah, well, you see officer, I had it on, but took it off when you pulled me over so that I could get my license out of my back pocket."

The wife says, "Now, dear, you know very well that you didn't have your seat belt on. You never wear your seat belt when you're driving."

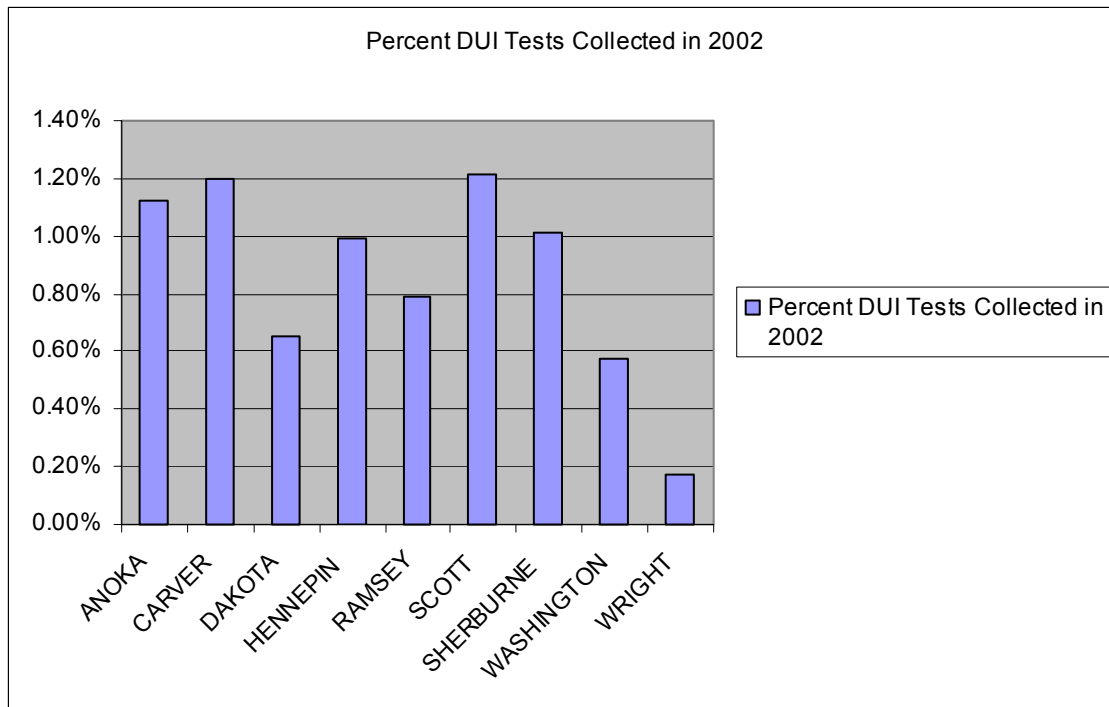
And as the police officer is writing out the third ticket the driver turns to his wife and barks, "WHY DON'T YOU SHUT THE HELL UP?!"

The officer looks over at the woman and asks, "Does your husband always talk to you this way, Ma'am?"

"Oh, heavens no, officer. Only when he's been drinking."



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



Laboratory Test Panels (confirmed by GC/MS)-Urine:

^a Does not reflect client specific pricing

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

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.

Q: Do you offer BAT & DOT testing?

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



Gearing up to serve you better.

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:
Roslyn Paterson, BSN, RN
President/CEO
Office: 651-486-9009
Fax: 651-486-8942
Email: RoslynRN@aol.com

Collection Site Office
Hours:

Roslyn Paterson &
ATI's Main Office Address:
2233 Hamline Ave N #504
Roseville, MN 55113



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:

Name: _____

Phone: _____ Fax: _____

Address: _____

Fax this form to: 651-486-8942

ATI has DUI coverage in the following MN counties: 40!

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

ATI expects to cover the following counties in late 2003/2004:
St. Louis, Ottertail, Polk, Becker, Douglas, Pine & Carlton.



DUI Alcohol Test	\$300.00
Chemical Health Assessments	\$140.00
Retesting States Evidence-Initial Retainer	\$150.00
Digital Alcohol Detector	\$100.00

Holiday Hours:

Our Collection Site of-
fices will be closed on:
November 27
November 28
December 25
December 26
January 1
January 2

By hiring on call collectors in rural Minnesota, Additional Testing, Inc. has been able to further expand our state wide coverage areas.

Coming in November: DULUTH (St. Louis County)

We plan to send this newsletter by email instead of by fax. For many of you, we do not have your email address. Please complete this information and either fax this page or email Roslyn directly with that information. Roslyn's email is RoslynRN@aol.com . Thank you.