

A Psychemedics hair test is the most effective tool for educators to create drug free campuses by deterring usage by students or staff through certainty of detection.

*"Part of being a school leader is acknowledging the truth. Our kids are at a crossroads."
Dan Alig, Upper School Principal | The Lovett School*

WHY PSYCHEMEDICS?

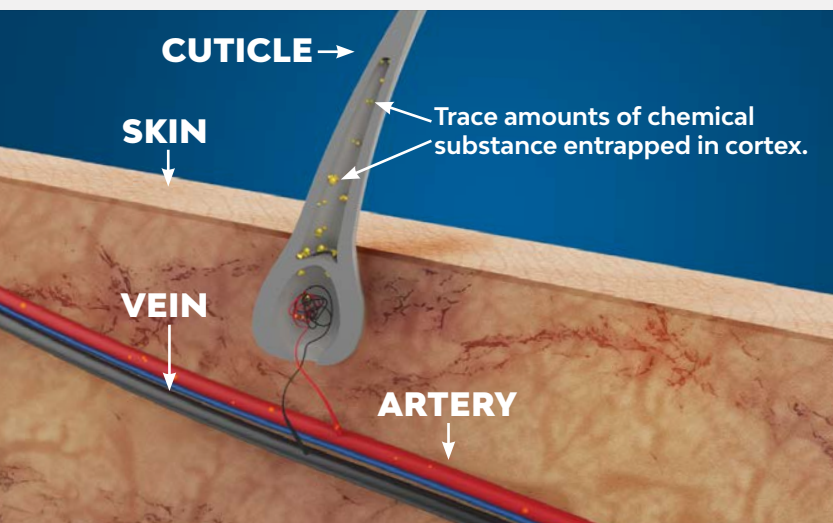
We pioneered hair testing, first publishing research in 1979 and making it commercially available in 1986. In thirty years we have detected more drugs for more companies than any other hair testing lab.

Psychemedics hair testing has been accepted by courts across the country. It incorporates the only process with safeguards validated by the FBI to protect those tested and those administering tests from false positives by differentiating between drug ingestion versus external exposure. A Psychemedics hair test is a vital tool for mitigating the risks of substance abuse. Effective detection and the resulting deterrence literally saves lives.

THE SCIENCE BEHIND IT ALL

Hair testing is based on the scientific principle that ingested drugs accumulate permanently in hair.

The ingested drugs are accumulated in proportion to their use and provide a permanent historical record of ingestion. With a patented process, Psychemedics extracts ingested drugs from a hair sample, and through the use of sophisticated screens and mass spectrometry identifies drug and quantity.



Four Hair Testing Myths... **DEBUNKED.**

1

FALSE

All Hair Testing Is The Same

Only our lab's clients benefit from the industry's unrivaled detection rate, unmatched track record for defensibility in court, technology that has been awarded nine patents, the most 510(k) cleared tests of any hair testing lab, and industry's best turnaround time. And if that is not enough, our reporting and insights help clients continuously improve protocols.

2

WRONG

Hair and Urine Tests are Equal Deterrents

Certainty of detection is the best deterrent. Psychemedics hair testing uncovers 6-10X more positives than urine testing. Data from an industry leading trucking firm shows the effects of that detection with positive rates dropping 60%.

3

NO

Hair Testing Is the same as Follicle Testing

Testing a hair follicle would require a painful collection process. Psychemedics requires the smallest sample in the industry, snipping **above** the scalp. Sample collection is a completely painless, quick procedure.

4

NOT OURS

Hair Testing may Result in False Positives due to External Exposure

Ours is the only hair test to remove or account for external contamination as published by the FBI in peer-reviewed journals.

PSYCHEMEDICS



NO TRAUMA. NO DRAMA.

We use 60% less hair than the other guys.

THE OTHER GUYS



WITHOUT THE SIX MUST-HAVES A LAB CAN'T BE A PARTNER TO YOUR BUSINESS.

Deep set of historical data to shape your insights, compare to peer groups and fuel continuous improvement.

Consistently excellent turnaround time.

100% of immunoassay drug screens 510(k)-cleared by the FDA.



A consistent track record of court-tested and proven defensibility of results.

A process proven to uncover use of targeted substances with demonstrated consistent results time after time.

3rd party validated ability to remove or account for external contaminants and avoid the risk of false positives.

WHY SAY ALL HAIR TESTING IS NOT THE SAME? BECAUSE IT'S TRUE.

UNRIVALED DETECTION.

UNMATCHED DETERRENCE.

UNBEATABLE R.O.I.

Psychemedics pioneered drug testing with hair, holds nine patents---most by a mile---and is the only lab proven in a peer-reviewed FBI study to ensure external contamination does not affect results. Our unmatched record of success in legal challenges is used by other labs as validation of the science. Why are our tests superior across the board? We don't risk results by sourcing third-party tests. Our people invented hair testing science and we are the only lab to manufacture the EIA plates in house that are so critical to a hair test. Those plates make us the only lab that can fine tune sensitivities of our tests up or down depending on need...with proven superior detection rates. **The only one.**

8 REASONS TO TRUST THE LEADER

- The pioneer. Nine patents and still innovating.
- 2-5X better detection rate than other hair test labs.
- Only process validated by the FBI.
- Best turnaround time on client results. By far.
- Unmatched legal defense record.
- Most FDA-cleared tests in the industry.
- Testing ease: smallest hair sample by 60%.
- Decades of historical data to shape client insights.

WE INVENTED
**THE SCIENCE
THAT RE-INVENTED**
AN INDUSTRY