

Psychemedics is the preferred hair test across the entire oil & gas industry.

WHY PSYCHEMEDICS?

We pioneered hair testing in 1986 and have conducted millions of tests to reliably identify substance abusers and deter usage.

Psychemedics hair testing has been accepted by courts across the country. It is the only hair test validated by the FBI as protecting those tested from false positive results by differentiating between drug ingestion versus external exposure to a drug.

A Psychemedics hair test is a vital tool for mitigating the risks associated with substance abuse. Superior detection and the resulting deterrence saves lives and reduces operational risks in a trucking business.

THE SCIENCE BEHIND IT ALL

Hair testing is based on a simple 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 abuse. Through a patented process, Psychemedics extracts ingested drugs from a hair sample, and through the use of sophisticated screens and mass spectrometry identifies drug type and quantity.

4,000 FIRMS CAN'T BE WRONG

Psychemedics is often mandated by majors as the only hair test they will accept for contractors. In other cases it is the only one used by companies for employee testing. In both cases, 4,000 companies in the oil and gas industry rely on us to reduce risks in their businesses by detecting 2X the drug usage of any other hair lab. And up to 10X more than urine testing.

No other hair test comes close in detection rates. And no other lab has become the de-facto standard for the oil industry. You are in good company as a Psychemedics client.

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, we deliver robust reporting to help clients continuously improve protocols.

2

WRONG

Hair and Urine Tests are Equal Deterrents

Certainty of detection is the best deterrent. A Psychemedics hair test uncovers 6-10X more positives than a urine test. Data from J.B. Hunt Transportation Services, Inc. illustrates the deterrent effect that certainty of detection brings.

DETECT MORE

	PSY	URINE
+ NUM	5,712	809
+ RATE	5.3%	0.75%

DETER MORE

	2006	2017
POSITIVE RATE	15%	5.3%

Courtesy of J.B. Hunt Transportation Services, Inc.

3

FALSE

Oil Companies Do Not Have a Preference

Many medical directors and coordinators mandate a Psychemedics test. They have concluded that we detect more users. 2-3X more than other hair testing labs.

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.

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