

Trucking firms want to detect long term patterns of drug usage in applicants and drivers.

A hair test is the only way to do that.

WHY PSYCHEMEDICS?

We pioneered hair testing in 1986 and have conducted millions of tests to reliably identify substance users and deter drug abuse.

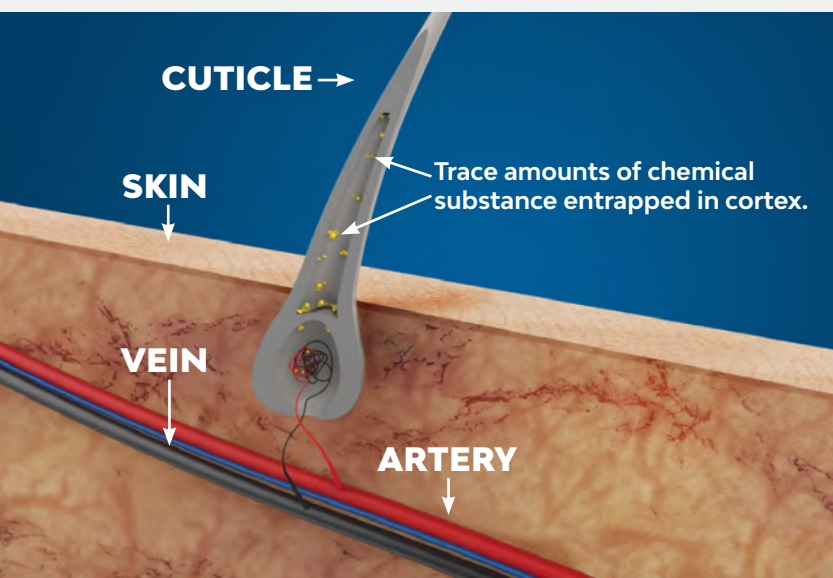
Psychemedics hair testing has been accepted by courts across the country. It is the only hair test validated by the FBI as protecting those tested from false positive results by differentiating between drug ingestion versus external exposure to a drug.

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 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 abuse. Through a patented process, Psychemedics extracts ingested drugs from a hair sample, and through the use of sophisticated screens and mass spectrometry identifies and quantitates the drug.



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

1

All Hair Testing Is The Same

FALSE

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 in addition to reports on your test results, we provide industry data for your benchmarking and continuous improvement efforts.

2

Hair and Urine Tests are Equal Deterrents

WRONG

Certainty of detection is the best deterrent. A Psychemedics hair test uncovers 6-10X more positives than a urine test. And data collected by a large trucking firm illustrates the deterrent effect that certainty of detection brings.

DETECT MORE

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

DETER MORE



Paired Psychemedics Hair and Urine test. 112,775 Drivers.

3

Hair Testing Is the same as Follicle Testing

NO

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

Hair Testing may Result in False Positives due to External Exposure

NOT OURS

Ours is the only hair test to remove or account for external contamination as reviewed and published by the FBI in the Journal of Analytical Toxicology.

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.
- 2X better detection than other hair test labs.
- Only process validated by the FBI.
- Best turnaround time on client results.
- Unmatched legal defense record.
- Most FDA-cleared tests in the industry.
- Testing ease: smallest hair sample--up to 2/3 less.
- Decades of data insights to shape client programs.

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