



“Committed to Exceeding the Expectations of Our Clients”

History:

MEDTOX Laboratories was founded in 1984 as a toxicology laboratory. In 1988, MEDTOX became one of the first 10 SAMHSA (Substance Abuse Mental Health Services Association) certified laboratories. MEDTOX currently processes over 7,000 forensic specimens and over 1,500 clinical specimens a night.

In 1987, MEDTOX Diagnostics brought the first FDA cleared instant drug testing device to the drug testing market. Since then MEDTOX has had over 50 instant drug testing devices cleared by the FDA. In 1998, MEDTOX introduced the PROFILE-II Test System[®] to the drug testing market. The Profile-II Test System[®] offers our clients an integrated drug testing system that includes a network of trained and certified collection sites, diagnostic screening of all specimens for drugs and adulterants, GC/MS confirmation of non-negative screens and electronic reporting of all results

In January of 2004, MEDTOX began offering oral fluid testing to the drug testing industry. MEDTOX has partnered with Immunalysis Corporation to provide oral fluid testing to our clients. The Immunalysis Quantisal collection device, coupled with ELISA screening and LC/MS/MS confirmatory analysis is fast becoming the gold standard in this emerging industry.

Lab Testing:

As one of the largest single-site laboratories in the United States, MEDTOX performs over 7,000 drug screens per day at our 60,000 sq ft facility in Saint Paul, Minnesota. Approximately 30% of this volume is for our federally mandated (Department of Transportation) clients. The remaining 70% are tested on behalf of non-regulated (Non-DOT) clients. All samples are handled with the same integrity and attention demanded by both the federal government and private industry.

The Fastest Turn Around Time In The Industry

MEDTOX has the industry's fastest laboratory turnaround time for both negative and positive samples.

- ✓ **Average turnaround time for negative drug screens:** Approximately 4 - 6 hours from time of sample receipt by the laboratory.
- ✓ **Average turnaround time for positive drug screens:** Normally 36 - 48 hours from the time of sample receipt.

In addition, MEDTOX proves our commitment to quality testing by offering automatic testing for 6-MAM, d & l isomer separation and validity adulterant testing at no additional cost. These expanded tests help to insure that a MEDTOX client has the most effective, most legally defensible testing program available in the industry. MEDTOX can also offer our clients expanded amphetamine and opiate testing at an additional charge.

State of the Art Laboratory-Based Drug Testing

- ✓ **Automation and robotics:** MEDTOX has invested over \$10 million in the past 5 years on equipment and systems.
- ✓ **LEAN Manufacturing Processes:** MEDTOX has implemented new laboratory processing procedures that enable us to deliver quality test results in the fastest time possible.

✓ **Six Sigma™**: MEDTOX has employees that are certified in the Six Sigma™ Black Belt process. The Six Sigma™ process enables us to identify and reduce defects in our laboratory processes.

Instant Drug Testing:

MEDTOX has a state-of-the-art; ISO-certified manufacturing plant located in Burlington, N.C. MEDTOX has led the industry into the era of instant drug testing in the following ways:

- ✓ Developed industry's first instant drug screening device in 1987
- ✓ MEDTOX has had over 50 instant screening devices FDA cleared
- ✓ Negative test results within 3-5 minutes
- ✓ Devices that minimize false negatives, dilute or adulterated specimens
- ✓ Patented our PROFILE-II Test System® in 1999
- ✓ Patented our PROFILE®-II A LatFlo device in 2003

Our most successful products are our patented PROFILE®-II A line of products, which test for drugs, dilution and common adulterants all on a single device! Currently 3-4% of all specimens tested at our SAMHSA-certified laboratory is either diluted or have been adulterated by a foreign substance. MEDTOX has revolutionized the point-of-collection testing business by creating a five-pad lateral flow adulteration screen!

PROFILE®-II A devices test for the following adulterants:

pH – Hydrogen Ion Concentration

GL – Glutaraldehyde

SG – Specific Gravity (sample dilution)

NI – Nitrites

OX – Oxidants (bleach, chromates)

Ease of use: Apply sample as follows:

- Hold the sample pipette by the upper bulb
- Lower the pipette stem into the urine sample
- Squeeze the upper bulb then release it slowly. The urine sample should reach the top of the stem and overflow slightly into the middle bulb, if not, repeat the process.
- Dispense the 100 uL sample into the sample well by squeezing the upper bulb. This will empty the stem delivering 100 uL of sample.
- Apply 100 uL of sample ONE time into each sample well
- The adulterant strip pads should be compared to the corresponding colorimetric chart within a 30 - 60 second timeframe. The drug strip is then read within the 5 - 15 minute window. Please keep in mind that negative lines can show up earlier than 5 minutes. If the adulterant strip reads "abnormal" and/or the drug strip "non-negative", the specimen can be sent to MEDTOX for re-screening and GC/MS confirmation.

P-II A Device and Test System Cut-off Levels:

AMP – 1000 ng/ml	MDMA – 1500 ng/ml
BAR – 200 ng/ml	OPI – 2000 ng/ml
BZO – 300 ng/ml	PCP – 25 ng/ml
COC – 300 ng/ml	PPX – 300 ng/ml
MAMP – 1000 ng/ml	THC – 50 ng/ml

P-II A Device or Test System Panel Configurations:

PROFILE®-II A 5 Panel (AMP/COC/OPI/PCP/THC)

PROFILE®-II A 6-Panel (AMP/COC/MAMP/OPI/PCP/THC)

PROFILE®-II 7-Panel (AMP/BAR/BZO/COC/OPI/PCP/THC)

PROFILE®-II A 7-Panel (AMP/BAR/BZO/COC/OPI/PCP/THC)

PROFILE®-II A 9-Panel (AMP/BAR/BZO/COC/MAMP/OPI/PCP/PPX/THC)

Features of the PROFILE®-II A Test Systems:

- ✓ Sends a hard copy result for negative specimens to the company or MRO within 1-2 hours from the time a collection was performed.
- ✓ Follows chain-of-custody procedures on non-negative screens, and produces a GC/MS confirmation on all positives.
- ✓ Offers the same legal defensibility and program integrity that you currently receive from any SAMHSA-certified laboratory.
- ✓ Utilizes a national network of trained and certified collectors/testers to perform the specimen collection and initial diagnostic screen.
- ✓ Costs the same or less than what you are currently paying for your company's drug testing program.
- ✓ Such programs exist today – The PROFILE®-II A Test Systems!

Components of the Test System include:

- ✓ An on-line (or hard copy) Training & Certification Program
- ✓ Chain-of-Custody forms customized for each client
- ✓ Supplies for split specimen collections
- ✓ One of the PROFILE®-II A devices
- ✓ Overnight transportation of non-negative specimens to MEDTOX
- ✓ Re-screening and GC/MS confirmation of non-negative specimens

- ✓ Electronic reporting of ALL test results (negative and positive)

So whether your company is looking for the best laboratory-based testing service in the United States, or wants to take advantage of the growing interest in diagnostic screening through the PROFILE®-II A Test Systems. MEDTOX has an excellent program for you. Call us at 1-800-832-3244 and ask for the Sales Department, or visit us at www.medtox.com.

Oral Fluid Testing:

Though different in nature from other specimen types, there are advantages to oral fluid testing such as:

- ✓ Ease of collection
- ✓ Ability to perform observed collections
- ✓ Cost savings for performing your own collections

In terms of oral fluid collection, the Quantisal device has clear advantages over competitor products:

- ✓ The Quantisal is the ONLY saliva sampler with a volume adequacy indicator, insuring sufficient sample quantity.
- ✓ MEDTOX offers a 5-panel tests based on SAMHSA guidelines.
- ✓ The buffer used on the Quantisal device is formulated to release THC from the cellulose ester pad, to assist in the breakdown of saliva proteins and to stabilize drugs at low concentrations.

Furthermore, the collection process is simple with the Quantisal device – simply position it under the donor’s tongue until the device indicator turns blue, insert the device into the accompanying tube, seal it and send it off to MEDTOX! We would be happy to provide your company with training materials that details the collection and handling of oral fluid specimens.

MEDTOX Custom Service Plus!

Since 1984, MEDTOX has developed a reputation for delivering superior service to our clients, and we have formalized the list of “value added” service options into a program called *MEDTOX Custom Service Plus*:

The first component to *MEDTOX Custom Service Plus* is the Account Transition Team Meeting. Prior to the transfer of a clients business to MEDTOX, we hold an Account Transition Team meeting. Via conference call, all MEDTOX department heads meet with the key representatives of the client company and discuss every aspect of the transition process. This disciplined approach to account set-up makes the start-up phase of a new account fast and error-free!

Other features of *MEDTOX Custom Service Plus* are as follows:

- ✓ Live 24 Hour/7 Day Customer Service Coverage
- ✓ Collection site management featuring our Preferred Provider Network of occupational health clinics
- ✓ 24 Hour Post Accident/Reasonable Cause Collection Coverage
- ✓ Results Reporting Via:

- Automated Fax
 - Interactive Voice Response (IVR) System
 - *WebTox*[®]: Internet-based Reporting
- ✓ Consolidated Billing: Drug Testing, Collections & MRO Services
 - ✓ Random Selection Program Management
 - ✓ Litigation Support & Policy Review
 - ✓ Supervisory Training sessions

MEDTOX *Custom Service Plus* offers prospective clients a *free* Drug Testing Program Audit, which will help your company, determine if your testing program is current and compliant. It will also tell MEDTOX if we can be of help to your company. It is truly a “win-win” process.

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