

# Warning: Don't Send Another Specimen To Your Drug Testing Service Until You Read This!

**<treatment center name>  
may be at legal risk!**

Dear <first name> <last name>,

A few months ago, a local drug/alcohol treatment center was slapped with a \$250,000 judgment because of a problem in its drug testing.

Unfortunately, your center may be doing the *same exact thing* that got this one in trouble.

Some drug testing laboratories, in an effort to reduce costs, are now using testing or reporting techniques that are *not industry standard*. If you're using one of these laboratories, you might be leaving yourself **wide open** to lawsuits, court judgments, and other disasters. For example:

## **You might be receiving false-negative results**

At least one national lab is using a cut-off percentage for their screenings that's higher than the cut-off for their confirmations. This prevents some **positive** specimens from reaching the confirmation process.

If you're using this lab, you're probably getting *negative* results for specimens that actually contain detectable drugs of abuse.

Also, some labs are not performing robust adulterant tests. One lab only tests for creatinine, and is neglecting to test nitrates, specific gravity, and pH. These tests will fail to detect commercially available adulterants (such as "Whizzie" or "Klear") – products designed to disrupt drug detection tests.

If you're using this lab, some of your patients might be *cheating the test* – right now, as you read this – and you'll never know about it.

## **You might be receiving false-positive results**

Some labs are using cheap confirmation methods like TLC (thin-layer chromatography), instead of the more accurate GC/MS (gas chromatography/mass spectroscopy). This can cause serious problems: for example, an inexperienced technician using TLC can easily mistake ephedrine and pseudoephedrine (found in common diet products and cold medications) as amphetamines.

All these problems could be avoided if they'd just use GC/MS, which the U.S. Department of Health and Human Services has called "the ultimate standard for identifying drugs...its sensitivity, accuracy, and versatility are unequalled by any other technique." But these labs have decided to cut corners instead.

If your lab isn't using GC/MS – have they explained why not?

## You might be receiving legally indefensible results

Some labs have obtained the licenses needed to be in business, but have avoided getting accredited by industry programs such as the College of American Pathologists (CAP). Why are these labs so reluctant to submit themselves to this scrutiny? And what do you think an attorney would do with this information, if a test result from one of these labs is ever used in court? Is *your* lab fully accredited?

Legal defensibility might not be a concern for you – perhaps you rarely see test results challenged. However, I've also found that lack of accreditation *can* be an issue for treatment centers who use these labs and receive state or federal funding – or have contracts with other clients who expect the drug testing to be beyond reproach.

## Worst of all – your lab might be cheating you!

At least one lab is advertising an inexpensive panel of 7 drugs, with “Confirmations included.” Only in the fine print do they tell you that only 5 of the 7 are actually confirmed – the other 2 are merely re-screened, which is *not* a valid confirmation. I've found that many of this lab's clients aren't aware of this – and these centers may be taking punitive action against patients *without confirmed results*.

Too many treatment centers are shopping for lab services based only on the price – but you need a lab that can produce results that are *as accurate as possible*, while still being cost-effective.

## So why am I telling you this?

I'm [REDACTED], the President of [REDACTED]. I've found that many rehabilitation centers don't know what they're really getting from their testing laboratory.

However, I also understand that people like you are very busy... and don't have the time to investigate their current testing lab, or to look into getting a better one. So I'm writing to help.

As you can see, I've sent you an “internal account” check for \$168. It's waiting to be deposited into your account here at [REDACTED] – all you have to do is call and give us the account number, and we'll credit it over the phone. (It expires at 5 P.M. PST at the end of this month.)

## You can try out [REDACTED] for your drug detection needs – with no hassle and no cost!

You can use this money to buy up to 24 of our “TBA1” 7-drug plus adulterant test panels – or you can choose from among our forensic or multi-screen panels, our optional additional substance tests, or any other services we offer. (There's only one catch – your patients can't be charged for these free tests.)

Why should you try [REDACTED]? Because you'll get:

- Testing done to the *top* standards of the industry...
- By a lab with the highest accreditations possible (we have CAP-FUDT, CLIA, and other licenses and certifications, including California's Methadone Drug Analysis Laboratory License – only **3 other labs in the entire country** have this!)...
- GC/MS confirmation, the “gold standard” among confirmation methods...
- Robust adulterant testing, to catch cheating donors...
- Fast turnaround (our goal is 24 hours for negatives and 48 hours for confirmed positives)...
- FREE air service (for 3 specimens or more)...
- FREE postage paid mailers...

- FREE collection supplies...
- FREE chain of custody and security seals...
- And all at a very affordable price (we're smaller than the "mega-labs," so we have less overhead).

We aren't the least expensive lab – you can save a few pennies elsewhere. But I'm confident that we're the lowest-cost choice for accurate, reliable, legally defensible testing.

See for yourself – call my new-account specialist D [REDACTED] at 1-800-[REDACTED]. He'll deposit your check into your account over the phone, and you can take your pick of the services you'd like to buy. Also, you don't have to spend the money all at once, or all on the same thing – D [REDACTED] can answer your questions and help you decide what's best for your situation.

Don't settle for questionable or legally-risky drug testing for your treatment center – get peace of mind *today*. Give D [REDACTED] a call to get started.

Best regards,

[REDACTED]  
President, [REDACTED]

**P.S.** Remember, your check expires at the end of the month, so call today! Also, once you get D [REDACTED] on the phone, tell him I said you could have the three-page report on "beating the test." Cheating on drug tests is a growing problem today, and we've put together this special report on how patients try to beat the drug tests – and how you can catch them doing it. You'll learn about:

- The 2 kinds of products on the market designed to beat the tests...
- The most effective way a donor can cheat a drug test – and what you can do to stop it...
- How to recognize when a donor has attempted to dilute the specimen (it's not as easy as you might think)...
- The "new breed" of drug test disruption products – good enough to fool creatinine-only adulterant tests (they even contain B vitamins to make the specimen yellow – so you won't realize it's been diluted!)...
- How to detect that the donor has used these products...
- Some health problems that can cause anomalous results in a test – you need to know about these so you don't falsely accuse a donor of cheating!...
- What you *must* do in your collection rooms...
- And much more.

The report is yours free, when you call. Why not call right now? **1-800-**[REDACTED]