

hairconfirm®

hair follicle multi-drug test kit

THIS KIT CONTAINS:

- 1 Instruction Booklet
- 1 Hair Specimen Transport Foil Piece
- 1 Specimen ID Card
- 1 Hair Specimen Envelope
- 1 Clear Pouch
- 1 Pre-paid Shipping Mailer

ADDITIONAL MATERIALS NEEDED:

- 1. Hair clip
- 2. Scissors
- 3. Ball point pen
- 4. Alcohol wipe

BEFORE YOU BEGIN:

This test will detect substance use of the five drug classes as mandated for testing by the Federal Government: Cocaine (cocaine & benzoylecgonine), Marijuana, Opiates (Codeine, Morphine & 6-monacteyl morphine), Amphetamines (Meth/Amphetamine & Ecstasy) and Phencyclidine (PCP). Make sure to collect enough hair. The strands should fill the diameter of a soda straw, which is equal to approximately 90 to 120 strands of hair. More strands are needed if the hair is extremely thin.

If the head hair is very short or shaved, collect body hair (e.g. underarm, chest, pubic hair).

Make sure to locate the longest hair possible and make multiple cuts from different locations to produce the sufficient amount of hair needed.

DO NOT MIX head hair and body hair together.
YOU MUST state on the Security Label if the sample is head or body hair.
You MUST initial the Security Label on the Hair Specimen Envelope.

DEAR PARENTS:

Drugs are not picky. They do not discriminate against any race, gender, ethnicity or social standing. Drug abuse is a problem facing all ages, but teens are particularly vulnerable to the pressure to experiment with these substances. Illicit drug use starts early and spreads quickly - nearly 1 in 25 teens aged 12 to 13 reports using an illicit drug in the past month; among 16 to 17 year olds, the rate is 1 in 5¹.

¹Study conducted by the US Department of Health and Human Services

Prolonged drug use can have a multitude of negative effects on young people both psychological and physical. To prevent drug use in your home, you will need a competent set of tools. The most powerful tool at your disposal is information. To help your teen stay away from drugs, you will need to:

- Know what signs to look for that may indicate drug abuse
- Learn how to prevent drug abuse
- Acquire knowledge about the latest in drug testing technology
- Understand the popular drug trends occurring among young people today
- Learn how to intervene should you discover your child is abusing drugs
- Find information and resources to keep you informed and ready to battle drug abuse.

YOU CAN MAKE A DIFFERENCE....

The Number #1 reason why teenagers don't use drugs is their parents. Teens who say their parents would strongly disapprove of them trying marijuana are much less likely to use an illicit drug than those who think their parents would not strongly disapprove².

A necessary part of preventing drug use in the home lies with drug testing. Sometimes verbalizing a no drug policy isn't enough. In fact, opting to perform drug testing on your child or teen can greatly reduce the likelihood of them trying drugs or succumbing to peer pressure.

However it is important to let them know your reasons and listen to their opinions and concerns, as your child may be hurt or upset by your decision, even if it is made with their best interests in mind.

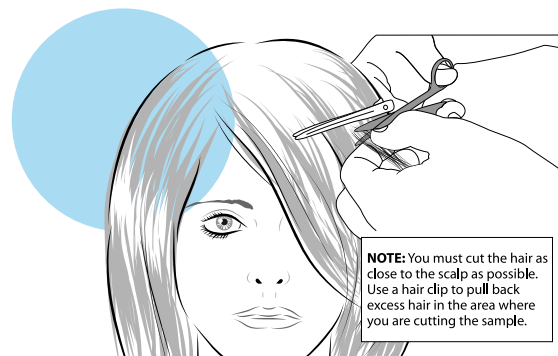
For more information on signs of drug abuse, drug types and resources, please visit our website at www.HairConfirm.com

PERFORMING THE TEST

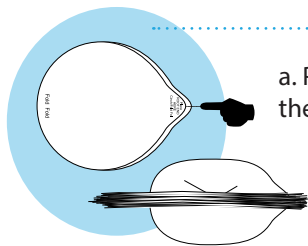
STEP 1: CUTTING OF HAIR

- a. Wipe the scissors with an alcohol wipe
- b. Select a long thin strip of hair (approximately 1/2 the diameter of a pencil) and clip the hair sample as close to the scalp as possible.

You should have approximately 90-120 strands of hair. More strands are needed if the hair is less than 1.5 inches long.

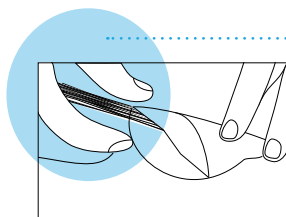
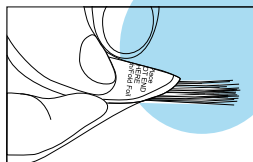


²Study conducted by the US Department of Health and Human

STEP 2: PREPARING THE HAIR SAMPLE

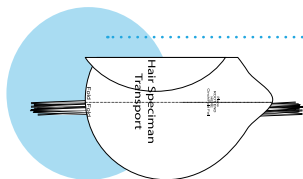
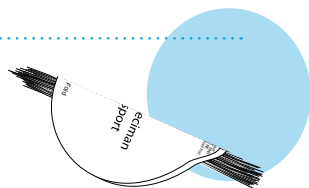
a. Place the root ends of the sample on the tab end of the Collection Foil

b. Crimp the tab end over the root ends of the sample



c. Straighten the hair lengthwise along the center of the Collection Foil

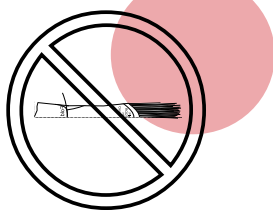
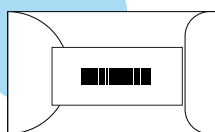
d. Fold the Collection Foil in half along the center line.



e. Fold the Collection Foil lengthwise again.

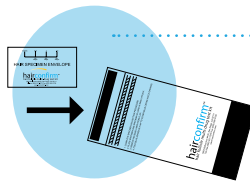
IMPORTANT:

Please do not crumble the foil!

**STEP 3: MAILING YOUR SAMPLE**

a. Place the Collection Foil in the Hair Specimen Pouch. Seal the pouch with the small security label provided in the kit. Put initials and the date on the small security label.

b. Place the rest of the Specimen ID card in a safe place, as you will need this ID number and passcode to register your test and obtain your results.



c. The parent/guardian must initial and date the Security Label, and confirm the hair sample type.

d. Place the sealed Hair Specimen Envelope in the Clear Pouch. Seal the Clear Pouch in the FedEx Clinical Pak. Affix the shipping label.

STEP 4: OBTAINING THE RESULTS

After you have mailed the hair sample, you must register your test at www.hairconfirm.com to obtain your results. You will need your Specimen ID number, passcode and email address to register.

The results will be available approximately 2 business days after the hair sample is received by the laboratory. Please note that lab processing times may vary. If you have any questions about how to read the results, please go to the Help section on our website, where you will find answers to our most

For Customer Support and referral counselling information, please call toll-free 888-5-CONFIRM. Our Customer Support Agents are available Monday - Friday 8.00 am- 5.00pm PST (excluding holidays).

FREQUENTLY ASKED QUESTIONS**WHAT IS HAIR TESTING?**

Since hair growth is fed by the bloodstream, the ingestion of drugs of abuse is revealed by analyzing a small sample of hair. Our testing method measures the drug molecules embedded inside the hairshaft, eliminating external contamination as a source of a positive test result. Hair testing results cannot be altered with shampoos or other external chemicals.

HOW ACCURATE IS HAIR TESTING?

Hair testing is the most accurate and effective method of finding users of drugs of abuse. Using a small sample of hair cut at the scalp, hair analysis evaluates the amount of drug metabolites embedded inside the hair shaft.

The testing technology is designed to show the presence of drug levels which would only be consistent with the ingestion of drugs. All samples are tested using a radioimmunoassay screen. Before any positive test result is reported, the

sample is subjected to a second, confirmatory test using gas chromatography/mass spectrometry (GC/MS), considered the gold standard for forensic drug testing.

WHAT DRUGS DOES HAIRCONFIRM™ SCREEN FOR?

HairConfirm™ screens for five different drug classes: Cocaine (cocaine & benzoylecgonine), Marijuana, Opiates (Codeine, Morphine & 6-monacteyl morphine), Amphetamine (Meth/amphetamine & Ecstasy) and Phencyclidine (PCP, angel dust).

The fact that HairConfirm screens for the five most popular drug classes is a major advantage to parents. Many parents use this test to detect possible marijuana use but some do not believe that marijuana is 'that' harmful. However parents should be aware that teens who start out as casual marijuana users are more likely to use harder drugs such as ecstasy, meth and cocaine than teens who do not. So it is important to test your child at the first signs of suspicious behavior that could be the result of drug use and even if there are no signs. HairConfirm is a very effective drug-prevention tool and will help in aiding parents to enforce a drug-free policy in their home.

In some cases, when the donor has used marijuana, a hair drug test, including HairConfirm, may be unable to detect the THC metabolite due to the fact that the metabolite was unable to bind with the hair shaft. This can be caused by the type/quality of the marijuana smoked/ingested, or by what it has been mixed with, e.g. tobacco. As a result, the result for marijuana may be negative.

WHAT TIME PERIOD DOES THE HAIRCONFIRM™ TEST COVER?

HairConfirm™ will detect drugs for a period of 90 days. The test requires a hair sample of 1.5 inches in length. Each 0.5 inch represents 30 days. The hair sample must be cut as close to the scalp as possible and the most recent 1.5 inches are tested.

HOW DOES HAIR TESTING COMPARE TO URINALYSIS?

When compared to the more traditional forms of testing, i.e. urine testing, hair samples can detect a longer period of drug use. With urine, most drugs are undetectable if urinalysis is done more than 2-3 days after use, with the exception of marijuana, which may be detected for a slightly longer period of time. After the 2-3 day period, a urine donor will test negative and slip through the urine screening process. With hair samples, the only time limitation for detecting drug usage is imposed by the length of the donor's hair. Each ½ inch of head hair provides a 30-day history of drug use. The standard for the industry is to test 1.5 inches, which provides a 90-day history of the donor's drug use.

HOW EFFECTIVE IS HAIR TESTING IN DETECTING DRUG USERS?

In side-by-side comparison studies with urinalysis, hair drug testing has uncovered significantly more drug use. In two independent studies, hair drug testing uncovered 4 to 8 times as many drug users as urinalysis for evidence of drug use.

CAN HAIR BE AFFECTED BY CROSS-REACTING SUBSTANCES SUCH AS OVER-THE-COUNTER MEDICATIONS?

Enzyme-immunoassay antibodies (EIA), similar to those used to test urine, are used for the initial drug screening in hair; therefore the potential for substances such as over-the-counter medications to cause a false positive screening result does exist. To eliminate the possibility of reporting a false-positive result due to cross-reactivity, our laboratory performs Gas Chromatography Mass Spectrometry (GC/MS) for all specimens that screen positive.

HOW FAST DOES HEAD HAIR GROW?

Studies indicate that head hair grows on average of 0.5 inches (1.3cm) per month. This growth rate varies slightly (estimated at ± 0.2 cm per month), consequently there is some (± 1 week) time variation possible. Head and body hair do not grow at the same rate; body hair grows at a slower rate.

HOW SOON AFTER USE CAN A DRUG BE DETECTED IN HAIR?

It takes approximately 4-5 days from the time of drug use for the affected hair to grow above the scalp. Body hair growth rates are generally slower and cannot be utilized to determine a timeframe of drug use.

CAN TESTS BE RUN ON PEOPLE WITH LITTLE OR NO HAIR?

Hair can be collected from several head locations and combined to obtain the required amount of hair. If the head hair is too short, body hair can be used as a substitute. If body hair is used the timeframe represented by the test is approximately one year due to the different growth pattern in hair below the neck. NOTE: DO NOT mix head and body hair.

WHAT IS THE SHORTEST TIME PERIOD THAT CAN BE ACCURATELY EVALUATED?

The minimum time period is approximately one month (0.5 inch).

CAN HAIR COLLECTED FROM A HAIRBRUSH BE USED?

No, we do not recommend taking a hair sample from a brush or any other source (e.g. pillow, clothing) as the sample may be contaminated and there is no guarantee that the hair is from your child. The laboratory will reject a hair sample if it is not collected and prepared as per the instructions.

HOW DOES THE TEST WORK?

Using the detailed instructions as a guide, collect a hair sample of approximately 90-120 hairs. Mail the hair sample to our laboratory, using the pre-addressed envelope provided. The laboratory will analyze the hair sample for evidence of drug use. Using your HairConfirm™ Specimen ID number, passcode and email address, you must register your test once you have mailed the samples to the laboratory. Go to the results section to obtain the results.

HOW LONG WILL IT TAKE TO RECEIVE THE RESULTS?

We know it is important that you receive results as quickly as possible. HairConfirm™ has the fastest turnaround time for hair testing.

Using the shipping label included in this kit, the laboratory will receive the sample the next business day. Tests results are available 2 business days after the sample has been received by the laboratory.

IS YOUR LABORATORY ACCREDITED?

Our lab is accredited by the Clinical Laboratory Improvement Amendments (CLIA) and all tests are supervised, reviewed and approved by Ph.D. staff scientists. We have performed over 1.5 million hair tests.

DOES THE LAB PROVIDE GAS CHROMATOGRAPHY MASS SPECTROMETRY (GC/MS) CONFIRMATION FOR ALL POSITIVE RESULTS?

Yes GC/MS confirmation is performed on all positive results to avoid any false positives

HOW WILL I OBTAIN THE RESULTS?

After you have mailed the hair sample, you must register your test at <https://www.hairconfirm.com/register.asp> to obtain your results. You will need your Specimen ID number, passcode and email address to register.

The results will be available approximately 2-3 business days after the hair sample is received by the laboratory. Please note that lab processing times may vary. If you have any questions about how to read the results, please go to the Help section on our website, where you will find answers to our most frequently asked questions.

HOW WILL I READ THE RESULTS?

The results will indicate a positive or negative result for each drug class. In addition, when a donor tests positive, the result will provide an assessment of hair dose response to identify whether the donor is a low (occasional), medium (weekend, daily) or high (constant) user (not including Marijuana).

WILL THE TEST RESULT REMAIN CONFIDENTIAL?

Yes, the results are kept completely confidential and are for your use only. No names or social security numbers are used in the testing process. The only identification is the specimen ID number provided with the kit.

DOES EXTERNAL EXPOSURE TO CERTAIN DRUGS, LIKE MARIJUANA OR CRACK SMOKE, AFFECT THE HAIR TEST RESULTS?

To rule out the possibility of external contamination, HairConfirm™ testing (where appropriate) looks for both parent & metabolite (bi-product) of drug usage. For Marijuana analysis, our laboratory detects only the metabolite (THC-COOH). This metabolite is only produced by the body and cannot be an environmental contaminant.

DOES HAIR COLOR AFFECT RESULTS?

Hair color is determined by the amount of melanin in the hair. It has been shown experimentally, through actual hair samples, as well as determined in court, that hair color has NO basis in fact.

WHY DID MARIJUANA (THC) SHOW UP NEGATIVE?

In some cases, when the donor has used marijuana, a hair drug test, including HairConfirm, may be unable to detect the THC metabolite due to the fact that the metabolite was unable to bind with the hair shaft. This can be caused by the type/quality of the marijuana smoked/ingested, or by what it has been mixed with, e.g. tobacco. As a result, the result for marijuana may be negative. This is only the case with THC and not with the other illicit drugs (COC, Heroin..etc). In most cases with adults it takes smoking 5-6 full joints in order for enough of the drug to "stick" to the hair to show a positive- this is an average number. If the amount consumed by the individual was less than that it might not show up in a drug test.

In the case where a long term THC use is present (like medical marijuana) sometimes the individual's body can create a masking agent that would hinder the marijuana in a drug test.

Statistics have shown that teenagers who have used marijuana are more likely to use other potentially more dangerous drugs, than those who have never used marijuana. So if you suspect the individual may be using marijuana it is important to remember that you are also testing for those illicit drugs.

DO YOU HAVE ANY SUPPORT SERVICES AFTER THE RESULTS?

Below is a number that you can contact in case you'd like to talk to a counselor:

The Boys Town National Hotline
1-800-448-3000

The Boys Town National Hotline is a 24-hour crisis, resource and referral line especially for kids and parents. Trained counselors can respond to your questions every day of the week, 365 days a year. The National Hotline can help teens and parents with suicide prevention, depression, school issues, parenting troubles, runaways, relationship problems, physical abuse, sexual abuse, emotional abuse, chemical dependency, anger and much more