



American Drug Testing

Drug-Free Workplace Programs

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DRUG-FREE WORKPLACE ADVISOR

AN ONGOING SERIES TO PROTECT YOUR COMPANY BY HELPING TO KEEP DRUGS OUT OF YOUR WORKPLACE.

Random Testing Can Uncover More Drug Abuse in Your Workplace

American Drug Testing offers unparalleled support for random drug testing programs. When comparing positivity rates by testing reason for the general U.S. workforce during 2004, random testing resulted in 7.1% positivity, while pre-employment testing resulted in just 4.1%. American Drug Testing support tools and services are designed to help our clients maximize their program diligence efforts.

- Configure and manage random pool groups;
- Email upload pool members;
- Choose from monthly or quarterly random selections

American Drug Testing will design and support random programs for your specific requirements.

The Drug-Free Workplace Advisor



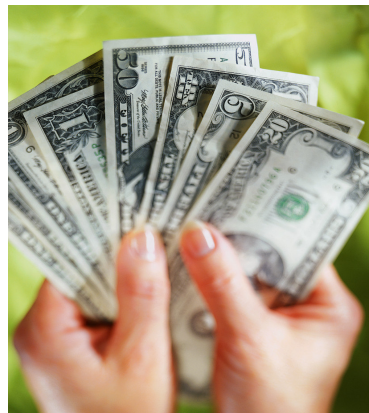
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President

is a resource of American Drug Testing, the Lowcountry's premier drug-free workplace administrator, and testing company.

Let us help you maintain a drug-free workplace. Contact us at (843)747-4111.

Is Drug Testing a Good Investment?

Companies considering whether to implement a pre-employment drug testing program, as well as those that already have a program in place, need to see measurable value in the investment they



are making. Well-designed and well-administered drug testing programs are not a cost of doing business. Rather, these programs generate substantial savings in time, money and productivity for smart employers.

Approximately 13% of respondents in the 2002-2003 National Survey on Drug Use in the Household reported using illicit drugs in the previous month. The vast majority of these respondents were employed. The survey further indicated that approximately 4% of the employed respondents who worked for employers with a drug testing program had used illicit drugs within the previous month. In

contrast, approximately 10% of the employed respondents who worked for employers with no drug-testing program reported using illicit drugs within the previous month! Having an effective drug-testing program is a proven deterrent to drug use in the workplace.

Why is this important? The average cost to recruit and fill a standard non-exempt position is \$2,456. Administering a standard laboratory-based

tion claims for drug users can add up to thousands of dollars in increased expense annually. That's why thousands of employers, including two-thirds of Fortune 500 companies, have drug testing programs.

Even accepting the wide variability in employment and lost productivity costs by business, it's easy to see that the investment in a well-administered drug testing program pays off in avoiding poor hiring decisions and detecting drug users in your workplace. You can do the ROI calculation for yourself to determine whether drug testing makes sense for your workplace. Companies considering whether to implement a pre-employment drug testing program, as well as those that already have a program in place, need to see measurable value in the investment they are making. Well-designed and well-administered drug testing programs are not a cost of doing business. Rather, these programs generate substantial savings in time, money and productivity for smart employers.

Source: Quest Diagnostics

"...these programs generate substantial savings in time, money and productivity."

drug test, with a cost for test, collection and medical review of adds a very small fraction to a company's cost per hire. Yet the savings are significant. Studies show that drug users are 2.5 times more likely to miss significant time on the job and 3.5 times more likely to injure themselves or others on the job. The cost of lost workdays or workers' compensa-