

## Addicts Hold Full-Time Jobs

Unbeknownst to you and many employers, 70% of addicts hold full-time jobs and are in companies that do NOT have drug and alcohol abuse programs. Contrary to what you may think, you do NOT need a drug and alcohol policy to do pre-employment drug and alcohol screening.

## Repercussions of Employee Substance Abuse

Employee drug and alcohol abuse causes serious increases in employee theft, employee turnover, as well as an increase in liability-related expenses and workers' compensation claims.

## You Pay in So Many Ways

**Consider this:** If your employee has an accident or incurs liability to your company and subsequently is found to have illegal drugs or alcohol in their system, workers' compensation will NOT pay. This could leave your company liable and you may be responsible for financial damages and all related costs.

### THE SOLUTION

#### HAIR TESTING

Pre-employment hair testing will give you a three MONTH history of most illegal drug usage.

#### URINE TESTING

Pre-employment urine testing ONLY gives a two-to-five DAY history of most illegal drug usage.

Proper pre-employment drug testing (*hair testing*) can relieve you of employee substance problems now and in the future.

## Save Money, Save Lives with Drug & Alcohol Screening, Policies, Education & Training

**1. Collect:** For all of your pre-employment and post-employment drug and alcohol screening, we are certified in the collection of hair, urine and saliva. In order to ensure the utmost accuracy, all of our lab work is done in the number one, fully-certified lab utilizing FDA-cleared testing systems.

**2. Develop:** To ensure legal compliance, we will develop complete drug and alcohol policies or review and update your existing policy.

**3. Train:** We will establish D&A training and education for your supervisors and employees.

**Contact me for a FREE  
consultation today!**



**MIKE TALLEY**  
Owner

**DRUG TEST  
CONSULTANTS  
OF PA**

*Privacy and responsiveness  
guaranteed!*

**Phone: 610-449-6911  
Toll free: 888-249-6911**

**[www.drugtestofpa.com](http://www.drugtestofpa.com)  
[michael@drugtestofpa.com](mailto:michael@drugtestofpa.com)**



**Workplace Substance Abuse  
(Drugs Including Alcohol)  
Education and Testing Programs**

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**The average cost to  
recruit and fill a  
standard non-exempt  
position is \$2,456. The  
average cost of  
a pre-employment drug  
and alcohol screening  
test is approximately  
1/4 of 1% of this cost.**

**This is just the start  
of your savings when you  
work with us.**

# SUBSTANCE ABUSE

## The Corporate Raider

Employee substance abuse is costly! Lost business opportunities result from missed deadlines, diminished product quality, inferior service, and tarnished business reputation. There's more, much more...

**MORE employee absenteeism:** Problem drinkers are absent four to eight times more often than non-drinkers. Drug users are absent an average of five days per month.

**MORE fatalities and safety hazards:** Almost 50% of industrial injuries can be linked to alcohol abuse. Drug-using employees are four times more likely to be involved in workplace accidents.

**MORE workers' compensation claims:** 38% to 50% of all workers' compensation claims are related to substance abuse.

**MORE medical costs:** Substance abusers are three times more likely to use medical benefits.

**MORE violence and theft:** Substance abuse is the third leading cause of workplace violence. 80% of drug abusers steal from their workplaces to support their drug use.

**MORE delays and disruptions:** Substance abusers are 33% less productive costing employers approximately \$11,000/year per person.

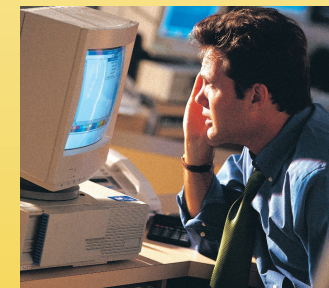
*If one of these employees was a substance abuser and had an accident while on the job, YOU could be responsible for financial damages and costs.*



## Why Worry About Substance Abuse in YOUR Workplace? The Numbers Speak for Themselves.

**According to the NCADI statistics, drug and alcohol users:**

- Use three times as many sick days.
- Costs the American economy more than \$100 billion every year.
- Cause employers to incur a 300% increase in medical costs and benefits.
- Are five times more likely to file a workers' compensation claim.



*If this employee was a substance abuser, he would likely miss deadlines, increase your medical costs and file workers' compensation claims.*

## Workplace Substance Abuse Facts

Often numbers, percentages and dollars reveal the truth. In the case of workplace substance abuse, they reveal a shocking reality – sadly, one that is not going to change anytime soon.

- 1.** Even though the U.S. has about 6% of the world's population, **Americans use 67% of the world's illegal drug supply.**
- 2.** In 2006, a major drug-testing company conducted a study of drug tests given to 7.3 million employees in 2005. The results showed that **4.1% tested positive for illegal drugs.**
- 3.** In descending order of frequency, the most often-used illegal drugs are: marijuana, cocaine, amphetamines, opiates (heroin, morphine).

## Work Environment Testing with Testing DrugWipe. Non-invasive. Non-intrusive.

**Now you can accurately determine if you have an employee drug abuse problem without testing your staff. DrugWipe, a revolutionary new testing method, can be done after hours. We'll conduct surface tests that will detect microscopic traces of marijuana, amphetamines, methamphetamines, opiates (heroin, morphine), cocaine and ecstasy. Traces possibly left behind on computers, keyboards, lockers, printers, steering wheels, door handles, etc. Any item or surface your employees touch during the course of their work day. Along with the tests, we'll provide a complete detailed report for each area tested. Positive results will indicate a crucial need for a D&A program.**

