



**InOut Labs**

# About

**Tim Thoelecke | President**  
847-657-7900

- Founded in 2012
- Independently and locally owned.
- Drug and alcohol and wellness testing for businesses and individuals



# Our Clients

## Businesses

- Drug and alcohol testing
- Wellness - Biometric screening on site
- TruTouch - Alcohol deterrence



## Individuals

- Drug testing
- Wellness Tests - No doctor order required. Confidential. Buy online.
- DNA relationship testing



Our clients are people and businesses that take responsibility for their own health and safety.

# Wellness Screening

**Businesses**

**Corporate Wellness  
Screening**

**Individuals**

**Direct-to-consumer  
Lab Tests**





# Wellness Screening



Individuals

## Direct-to-consumer Lab Tests

**Any test your doctor might order, you can order for yourself.  
No doctor's order required.**

Private

No one knows you're even being tested, unless you tell them. Results go directly to you. No EMR. Not reported to doctor, insurance or family.

Inexpensive

Our prices are an average of 70% less than the doctor's office or hospital.

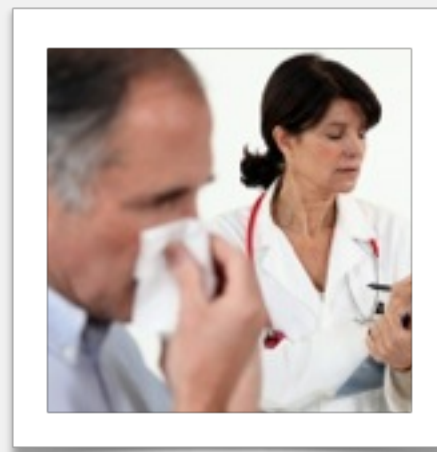
Convenient

No appointment needed at our Morton Grove clinic. OR you can order online and provide your specimen at one of 68 Patient Service Centers in IL, IN or MI.

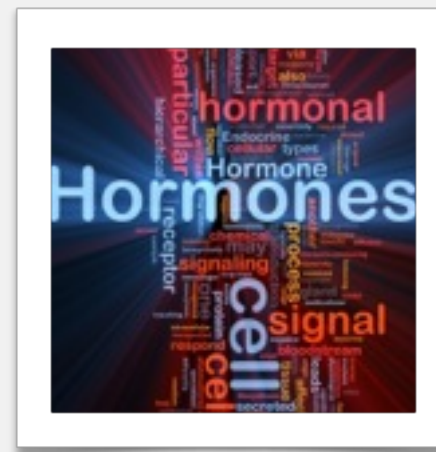
# Wellness Screening

## Any Test

More than 700 available!



Allergies



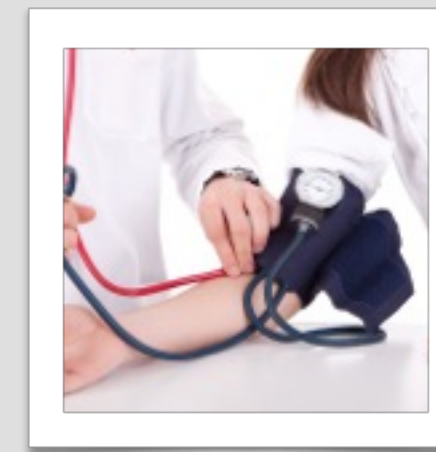
Hormones



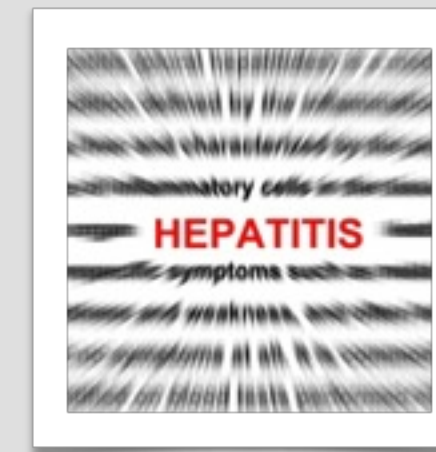
Immunity



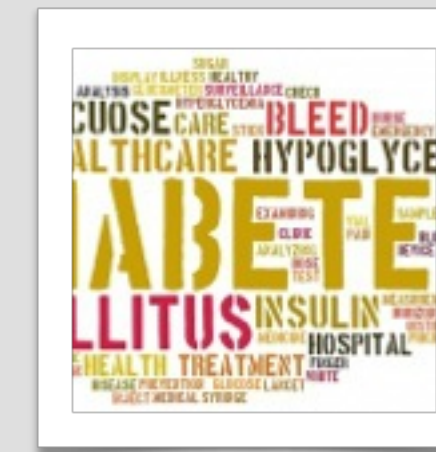
Celiac



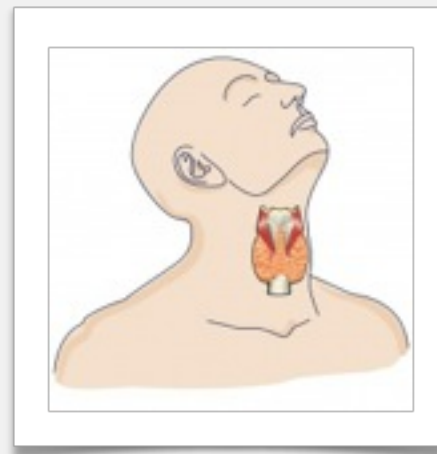
Biometrics



Hepatitis



Diabetes



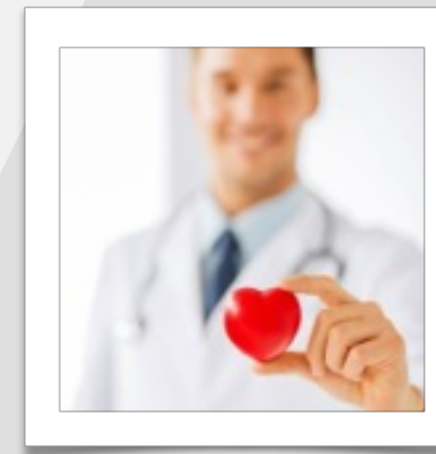
Thyroid



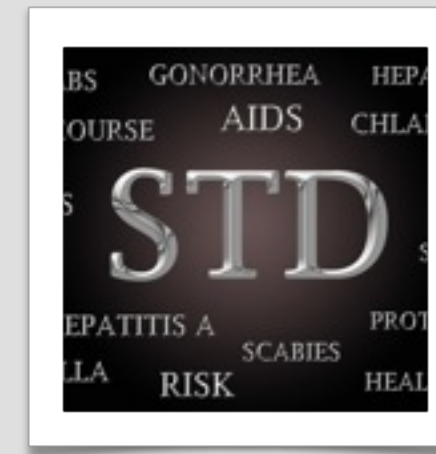
Organ function



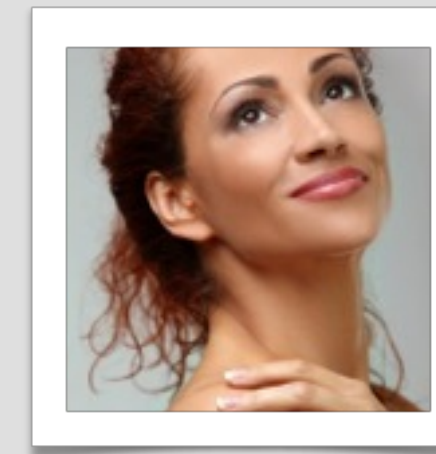
Vitamins



Heart Health



STDs



General Wellness



Cancer



# Wellness Screening



Individuals

## Direct-to-consumer Lab Tests

**Typical clients are people who take responsibility for their own health.**

- The “worried well”
- People with high deductibles
- The uninsured
- People who want privacy (STDs, life insurance, don’t trust EMR)

# Wellness Screening



Businesses

## Corporate Wellness Screening

Control healthcare costs and provide a healthier, happier, more productive work environment.

Risk

Healthier companies have lower costs for healthcare premiums and claims. If you catch just one person at risk for heart attack, stroke or diabetes, your efforts are worthwhile.

Productivity

Healthier workforces are happier, miss work less and are much more productive.

Convenient

We come to you to deliver our Healthier! Wellness Screening.



# Healthier! Wellness Screening

Preventable illnesses make up 70% of total healthcare expenses.

On-site clinic that uncovers risk for the big 4:

- Heart attack
- Stroke
- Diabetes
- Smoking

Target companies

- Smaller self-funded groups
- Uninsured groups
- Companies that do wellness in house

Quickly and effectively, get



Healthier!  
WELLNESS SCREENING

1. Learn how healthy your group is. Take the pulse of your organization's wellness program with our **Healthier! wellness screening program.**

2. Everybody gets a report card. In **less than 15 minutes**, each participant walks away with a printed report card that provides a snapshot of his/her health, with suggestions for improvement.

3. Measure progress! The employer receives an **aggregate report** which provides a snapshot of the health of the organization – after each screening. Compare them to measure the success of your wellness efforts!

Healthier! REPORT CARD				
JOHN DOE		JAN 12, 2012		CUMULATIVE GRADE
Overall Grades	NORMAL	BORDERLINE	HIGH RISK	C 2.06 GPA on a 4.0 Scale
	BLOOD PRESSURE		D (1.24)	
	CHOLESTEROL	C (2.10)		
	DIABETES	D+ (1.67)		
		WEIGHT MANAGEMENT	C (2.22)	
HEALTH RANGES				
TEST	NORMAL	BORDERLINE	HIGH	
SYSTOLIC	<120 mmHg	120-139 mmHg	140 mmHg +	
DIASTOLIC	<80 mmHg	80-89 mmHg	90 mmHg +	
TOTAL	<200 mg/dL	200-239 mg/dL	240 mg/dL +	
LDL	<129 mg/dL	130-159 mg/dL	160 mg/dL +	
HDL	60 mg/dL +	40-59 mg/dL	<40 mg/dL	
TRIGLYCERIDES	<150 mg/dL	150-199 mg/dL	200 mg/dL +	
FASTING	<100 mg/dL	100-125 mg/dL	125 mg/dL +	
NON-FASTING	<140 mg/dL	140-199 mg/dL	200 mg/dL +	
BMI	18.5-24.9	25.0-29.9	30.0 +	
♀ WAIST CIRCUMFERENCE	32-35 in.	>35 in.		
♂ WAIST CIRCUMFERENCE	38-40 in.	>40 in.		
Understanding Your Blood Pressure Risk				
It is important to get your blood pressure checked regularly because high blood pressure often has no warning signs or symptoms. High blood pressure increases your risk for heart disease and stroke. People of all ages can take steps to keep blood pressure levels normal.			Take Action	
			-- Eat a healthy diet	
			-- Maintain a healthy weight	
			-- Be physically active	
			-- Do not smoke	
			-- Limit alcohol use	
			-- Treat high blood pressure	
Results	NORMAL	BORDERLINE	HIGH RISK	Grade D 1.24 GPA
	SYSTOLIC	134 mmHg		
	DIASTOLIC	98 mmHg		
	DO YOU SMOKE?	Yes		

Understanding Your Cholesterol Levels				Take Action
High cholesterol levels can put you at risk for heart disease. High cholesterol has no symptoms, so it is important to get your blood cholesterol levels checked regularly. Take steps to keep your cholesterol levels in check.				-- Eat a healthy diet
				-- Avoid saturated fat
				-- Get plenty of fiber
				-- Maintain a healthy weight
				-- Exercise regularly
				-- Don't smoke
				-- Treat high cholesterol
Results	NORMAL	BORDERLINE	HIGH RISK	Grade C 2.10 GPA
	CHOLESTEROL	198 mg/dL		
	LDL	123 mg/dL		
	HDL	78 mg/dL		
	TRIGLYCERIDES	100 mg/dL		
	DO YOU SMOKE?	Yes		
Understanding Your Diabetes Risk				
Diabetes is a disease in which the body's blood glucose (blood sugar) level is too high. Diabetes can cause numerous health problems including heart disease, kidney failure, and blindness. Key risk factors for developing type 2 diabetes includes increasing age, obesity, and physical inactivity. In addition to blood glucose levels, a measure of ketones can also be helpful in diabetes diagnosis.				Take Action
				-- Get more physical activity
				-- Lose extra weight
				-- Get plenty of fiber in your diet
Results	NORMAL	BORDERLINE	HIGH RISK	Grade D+ 1.67 GPA
	GLUCOSE	120 mg/dL		
Understanding Weight Management				
Maintaining a healthy body weight is important. Being overweight or obese increases the risk of developing heart disease, diabetes, high blood pressure, and many other diseases and conditions. Body mass index (BMI) is a common standard used to determine health risks based on height and weight. Another way to identify health risks associated with obesity is measuring waist circumference.				Take Action
				-- Get regular physical exercise
				-- Eat a well balanced diet
				-- If needed, lose weight slowly through lifestyle changes
				-- Seek professional help for a healthy weight management
Results	NORMAL	BORDERLINE	HIGH RISK	Grade C 2.22 GPA
	BODY MASS INDEX	28.11		
	WAIST CIRCUMFERENCE	32 inches		

HealthierWellness.com

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# DNA Relationship Testing

## Reasons people want DNA relationship testing

- **Change father's name on a birth certificate**
  - Social security or military benefits
  - Child support or custody situations
  - Adoption
  - Inheritance
  - Probate
- **Paternity**
- **Grandparentage**
- **Siblingship**
- **Avuncular**
- **Child Safety Identification**





# Drug Testing



**Urine**



**Hair Follicles**



**Oral Fluid**

# Why do companies drug test?

## Mandated

DOT

HHS

Government contracts

Military

## Non-Mandated

Any employer can test under company authority.





# Companies call us when ...

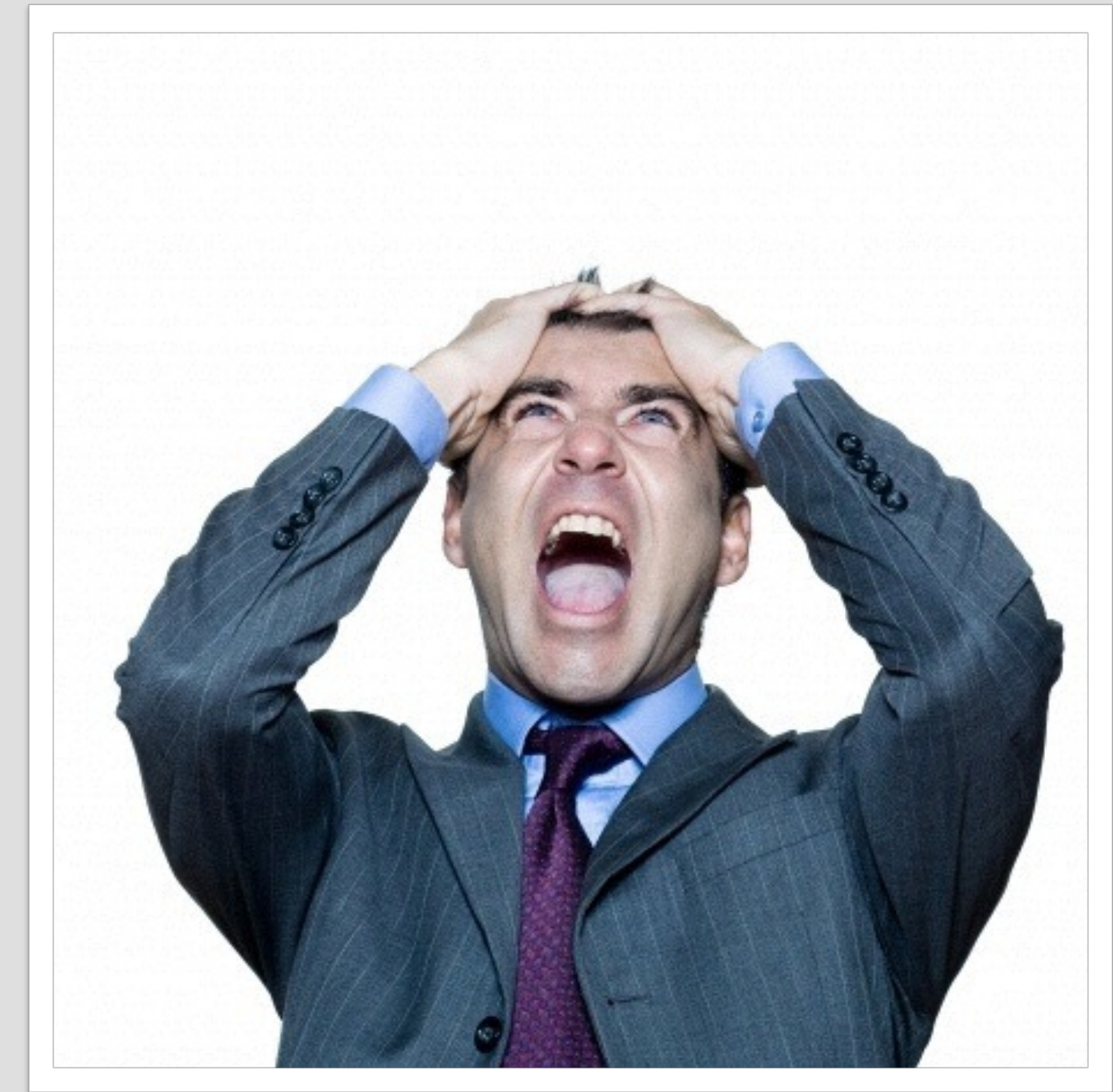
## ... they are ...

... **frustrated** with the time it takes to have employees tested, or how long it takes to get results.

... **worried** there won't be anyone available for an emergency, after hours post-accident test

... **afraid** of they are one accident away from a serious workers comp claim.

... **concerned** about medical marijuana in the workplace.





# Safety

- **One in six on-the-job fatalities is caused by drugs or alcohol. Injury rates dropped 51%** after implementing drug testing compared with 14% decline in the industry as a whole.
- Workers' compensation **mod rates dropped 11.41%** percent after implementing drug testing.
- **80 percent** of those injured in "serious" drug-related accidents at work are not the drug abusing employees but **innocent co-workers** and others.

Sources: Bureau of Labor Statistics. 1994. As reported by The National Report on Substance Abuse; Myers, Linda. "Construction Company Drug Testing Reduces Work Injuries, Study Finds." Cornell Chronicle. June 29, 2000; National Safety Council





# Cost to society

**Illicit drug use on a par with other serious chronic health problems in the United States.**

- **Obesity: \$147 billion**
- **Smoking: \$157 billion**
- **Diabetes: \$174 billion**
- **Illicit drug use \$193 billion**
- **Heart disease: \$316 billion**

Source: U.S. Dept. of Justice. "The Economic Impact of Illicit Drug Use on American Society" April 2011



# Productivity

**Lost productivity makes up two-thirds of the costs of substance abuse.**

- Higher absenteeism
- Presenteeism
- Errors and mistakes resulting in poor results or re-work by another employee
- Unhappy coworkers who must cover for others' mistakes.
- Higher health care costs for illness and injuries





# Pilferage

## *Drug habits are expensive.*

*For many substance abusers every waking moment is focused on where to get the next high.*

*Drug users steal from family, trusted friends and employers.*

*Every employer is vulnerable, especially those with one or more of the following:*

- Low(er) wages
- Cash as part of the business
- Loose inventory controls
- High turnover





# Industries

## InOut Labs Target Industries

Moving companies

Non-union contractors

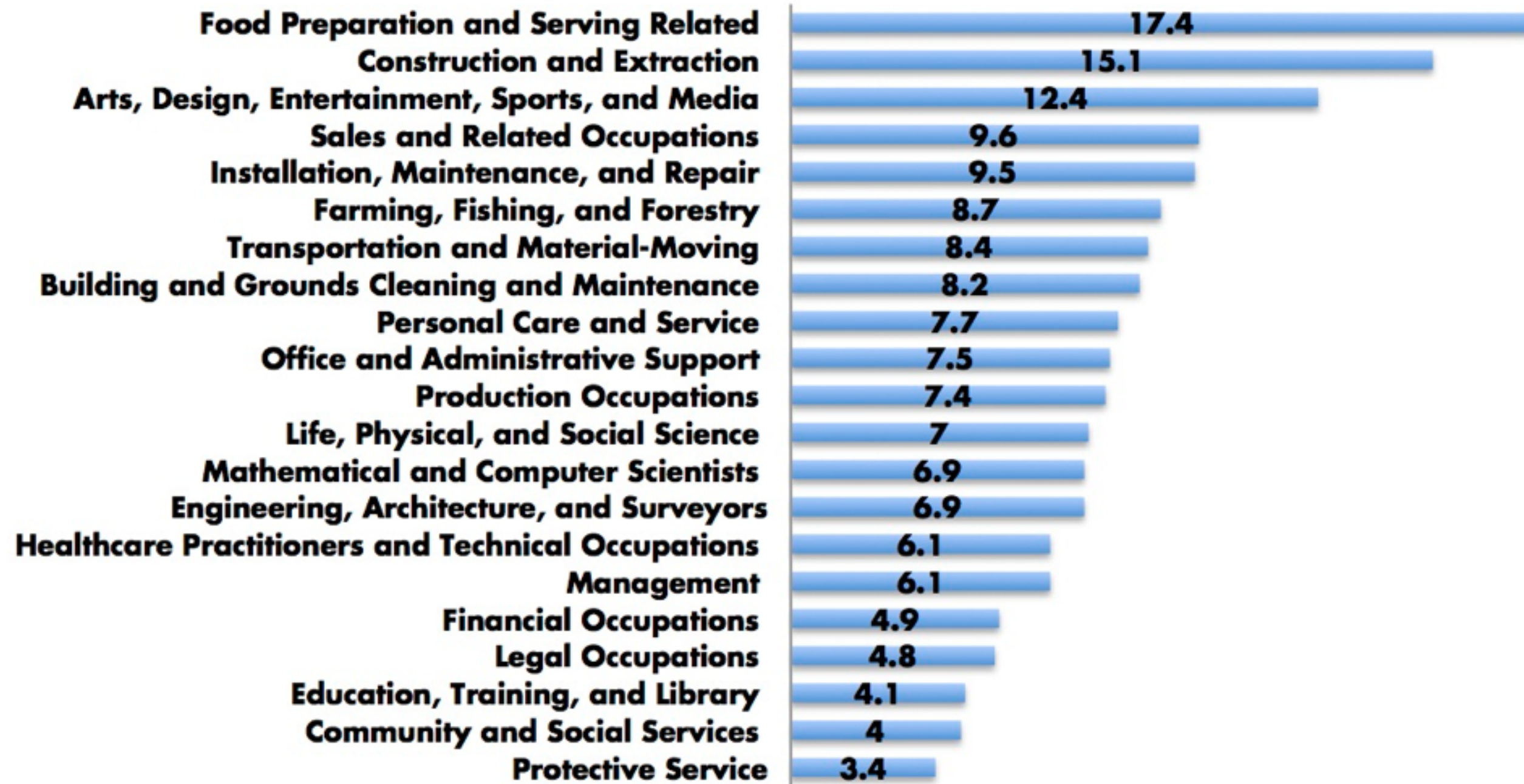
Auto dealers and mechanics

Manufacturers

Food processors

Distributors / Trucking

### Illicit drug use by industry (%)





# When do companies drug test?

- Pre-employment -post offer
- Post-accident - to manage workers comp claims
- Return to duty - after a test failure (DOT)
- Follow up - after a test failure (DOT)
- Random - deterrence





InOut Labs is a master distributor for the  
TruTouch TT2500

[www.tttinc.com](http://www.tttinc.com)

**Case Study:** [Coca-Cola Bottling Plant](#)



# Cost-effective sobriety assurance for the workplace



## Highlights

- Revolutionary technology uses light through the skin of the finger.
- Self-administered
- No consumables
- No breath or body fluids
- Results in seconds
- Networkable with time and attendance systems

# Contact

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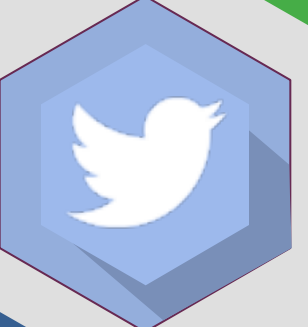
Your time matters.



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