

RONALD VARCAK, D.O.

FAMILY PRACTICE / OCCUPATIONAL MEDICINE

Cumberland Physician Group, 133 Hayes Street, Crossville TN, 38555

Phone: (931) 456-9434
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May 15, 2013

Ms. Sandra Gruber
City of Crossville
392 North Main Street
Crossville, Tennessee 38555

Re: Request for Proposal to Provide Drug Screening and Physical Exam Services

Dear Ms. Gruber,

Thank you for the opportunity to bid for providing drug screen and physical exam services for the City of Crossville.

To clarify, the following details our bid and pricing:

- For actual CDL license holders, I would recommend a DOT split specimen 5 (7) Panel per DOT protocol at \$37.50.
- For other split specimen (CDL), I would recommend that you consider a 9 Panel, which would include expanded opiates including hydrocodone and oxycodone. Although we would follow DOT collection and verification protocols, this would be non-regulated. The price would be \$33.00.

If you desire DOT look-alike (but not actual DOT), a 5 (7) Panel would be priced the same at \$33.00.

- For non-CDL (non-DOT, non-regulated) collection, I would recommend a 9 Panel Rapid Test, which would permit same-day reporting (usually within hours) of negative results. The price would be \$25.00.

If a non-negative result is obtained, a split-specimen send-out for confirmation (GCMS by lab) would be required. For such cases, we would discount the fee to \$10.00.

- I would recommend that all suspicion testing be performed as a 9 or 10 Panel split-specimen due to legal considerations without rapid testing. The price would be \$33.00.
- For post-employment offers, our pricing is as follows:

▪Physical:	\$53.00
▪TB Skin Test:	\$15.00
▪Blood Type if needed:	\$15.00 (Negotiable)
▪Rapid 9 Panel:	\$25.00
▪Urine Drug Test (Includes Confirmation if Required):	\$10.00
▪DOT Drug Screen (Includes Confirmation if Required):	\$37.50

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Turnaround time is the same day (one business day) for negative rapid tests. Send-out, split-specimen tests which are negative will be resulted in one to three (usually two) business days.

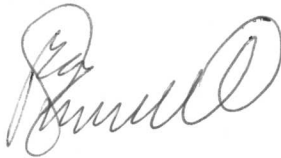
Positive results (which may be reported to you as verified negative following the MRO interview) will generally be reported to us in two to five business days, but will then require an MRO interview with the donor before reporting takes place, usually leading to one to two additional days. If contact with the donor is delayed for reasons including unavailability of donor, disconnected phone service, etc, the MRO will call to inform the designated employer representative of the delay. The donor should call within seventy-two hours. If no call is received from the donor after ten days, it becomes a non-contact positive. However, once the donor is successfully contacted, reporting will be within one to two days.

All of the above mentioned pricing include in-house MRO oversight and MRO consultation if required.

As the CMC Occupational Medicine Medical Director, I am available at any time for questions or concerns.

Thank you for your consideration.

Sincerely,

A handwritten signature in black ink, appearing to read 'Ronald J. Varcak', written in a cursive style.

Ronald J. Varcak, D.O.
Certified MRO
Certified Occupational Medicine
Certified Family Practice

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Drug Screen Panels

Rapid 9 Panel

Cocaine
Marijuana/THC
Amphetamine/Methamphetamine
Opiates
+Methadone
+Propoxyphene
Phencyclidine
Benzodiazepines
Barbiturates
Ecstasy
Tricyclic Antidepressants

Standard 9 Panel

Amphetamines
Barbiturates
Benzodiazepines
Benzoyllecgonine-Cocaine
Marijuana Metabolite
Methadone
Opiates
Phencyclidine
Propoxyphene

DOT 5/7

6-Mono-acetylmorphine
Amphetamines Extended
Benzoyllecgonine-Cocaine Metabolite
Marijuana
Ecstasy-Methylenedioxymethamphetamine
Opiates
Phencyclidine