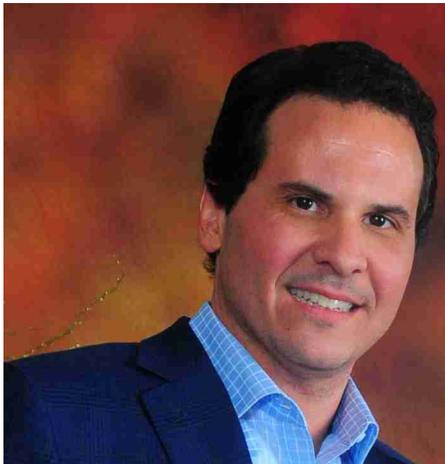


**CEO
CFO****American
Screening
Corporation**Issue:
February 11, 2013All rights reserved!
ceocfointerviews.com**CEOCFO Magazine - The Most Powerful Name In Corporate News and Information****American Screening Corporation is one of the Fastest-Growing Providers of Wholesale On-Site Drug-Testing and Medical-Screening Devices on the Internet with Government Clients, International Distributors, Retail Pharmacy Chains, Treatment Centers, Correctional Centers and End User' Parent Customers****Healthcare
Medical Device****American Screening Corporation
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www.americanscreeningcorp.com****Ron Kilgarlin
CEO****BIO:**

Ron Kilgarlin, an internationally recognized sales expert, is the founder of American Screening Corporation, a global leader in medical devices and drug-screening products. He launched ASC from his parents' sunroom in 1999, growing it to a multi-million-dollar enterprise operating in 27 countries worldwide. Under his direction, ASC has enjoyed annual double-digit growth, while helping over a million people deal with the plague of substance abuse.

He co-authored, with his wife Shawn, *Past Tense: 365 Daily Tools for Putting Stress Behind You—for Good!* (April 2013). While Ron's true passion is spending time with his wife and three children, he also enjoys smoking fine cigars and big-game hunting.

About**American Screening Corporation**

One of the fastest-growing providers of wholesale on-site drug-testing and medical-screening devices on the Internet today, American Screening Corporation is ahead of the competition in offering high quality, cutting-edge products at exceptionally low prices.

We pledge to give you the ultimate in customer service and product support to meet your drug-test, point-of-care, and medical supply needs.

We offer the convenience of top-quality point-of-care diagnostics and on-site drug-testing products—all at the lowest prices.

We provide complete drug-testing solutions for both home and industry.

**Interview conducted by:
Lynn Fosse, Senior Editor
CEOCFO Magazine**

CEOCFO: Mr. Kilgarlin, would you tell us about American Screening Corporation?

Mr. Kilgarlin: American Screening Corporation is a medical device manufacturer. We have a retail site for consumers with over four thousand products. Quality is at the heart

of all we do. We have a 60,000-square-foot warehouse in St. Louis, Missouri. That means a huge inventory to go along with quick delivery, low cost, and friendly service.

CEOCFO: Who is using your services?

Mr. Kilgarlin: We have government clients, international distributors, retail pharmacy chains, treatment centers and correctional centers. We even sell to end users' parents on our website.

CEOCFO: Do you find that drug testing has increased over time, and would you tell us about the market in general?

Mr. Kilgarlin: The medical device market is definitely growing. We have so many pillars of marketing, from our GSA number, to our retail site, to our ISO certification—which is the approval we need to sell our products internationally—CE mark, to Europe, our OFAC license to sell to Iran, and more. We are growing quickly as we sell to more markets around the globe. Yes, overall, the medical device and invitro diagnostics industries are definitely still growing. Again, competition is stiff; the Mom-and-Pop's companies likely will not last.

CEOCFO: What is the competitive landscape?

Mr. Kilgarlin: It is very competitive. We compete against billion-dollar companies, but we are proving to be a worthy adversary. If you are trying to compete in this industry, and you do not have all the different marketing pillars I mentioned earlier, you will

ultimately fail. One of the big things that set us apart from a lot of our competitors is that we manufacture our own products. Many people in this industry, the small distributors, who cannot do that, simply would not be able to compete in the future.

CEO CFO: Do the end customers care that you are manufacturing your own products, as opposed to someone who might not?

Mr. Kilgarlin: When you do your own manufacturing, you have more control over your pricing, your products, and your delivery to different markets. On the other hand, if you are a distributor for a billion-dollar manufacturer, they are going to control you, and your growth will definitely be stunted. By producing our own products, we can offer our customers better pricing, products, and selection.

CEO CFO: Are there many different types of testing? How do people decide what is appropriate for them, and do you guide them?

Mr. Kilgarlin: Our core business is drug testing. Rapid drug testing from the Onescreen & Discover brand dip cards (the lowest cost). We have various cups for those markets: we have a Discover FDA cup, a Reveal-Mini low-cost cup that we can sell to treatment centers, government accounts, and to international clients as well. Then we have a Reveal cup, which is a little bit higher cost that we sell to the physicians' hospital lab and the pain market. Of course, we have saliva testing, which is sold to correctional facilities; it is a forensic test, and we sell it internationally. We test for over twenty different drugs—marijuana, cocaine, opiates, amphetamines, meth, PCP, barbiturates, benzodiazepines, methadone, oxy, tca, mdma, tramadol, fentanyl, ketamine, K2, EDDP, alcohol, methaqualone, methylphenidate, nicotine, adulterants, and others. If we do not have them, we most likely can develop them. These panels can be made, on any of our cups, the urine dip cards, urine cups, or saliva instant test. Those are some of the things we can do that you cannot do if you are a distributor. Being a manufacturer of your own products allows

you to have flexibility with the combinations.

CEO CFO: How do you keep up with all of the new drugs that come out, and know which ones you need to?

Mr. Kilgarlin: We get feedback from our customers, as part of our ISO marketing surveillance. Our sales reps communicate with our customers, and it all comes back to us.

CEO CFO: Aside from the fact that you manufacture them, are the tests pretty much a commodity item, or are there other differences? Can you tell me what the differences are when a company sends a test into American Screening?

Mr. Kilgarlin: Companies do the testing on-site in their own offices because it is an instant test. The only time they send it to us if they want confirmation, which we offer, and we contract with three different labs to do that. We also have a retail product available in pharmacies that also offers the option of confirmation. We have the single-panel marijuana test, the two-panel marijuana/cocaine test, and the five- and twelve-panel RevealHomechek. Those come with or without confirmation. The confirmation kit is in the box; they do the rapid test at home, and then if they want confirmation, they send it in to the lab.

CEO CFO: You said business is good and business is growing. Are there geographic parts of the world where you would like to have more inroads?

Mr. Kilgarlin: Yes, the Middle East is picking up. Medical Devices is doing well in Europe, Africa, Mexico, and Australia, so yes, it is growing globally.

CEO CFO: What is ahead for the company?

Mr. Kilgarlin: A lot of things! We are getting our ISO certification, which will allow us to sell internationally. We just launched our retail product line six months ago. My wife and I co-wrote a book—*Past Tense: 365 Daily Tools for Putting Stress Behind You—For Good!* We will be launching the book in April. In addition, we have

over twenty subject-specific mini-books that were part of *Past Tense* that we broke off from the main book. We had the guy who designed the *Chicken Soup for the Soul* book cover to design ours, and act as a consultant for us. We are excited about that. In addition, we will probably be adding more salespeople as we get into new markets. We will also probably hire a med tech to do the validations in-house. We will get our 13485 ISO certification next year, so we just continue to grow.

CEO CFO: Will the book be available through American Screening?

Mr. Kilgarlin: Yes. Because we have a separate publishing company, we will probably end up publishing more

“We have a Discover FDA cup, a Reveal-Mini low-cost cup that we can sell to treatment centers, government accounts, and to international clients as well. Then we have a Reveal cup, which is a little bit higher cost that we sell to the physicians' hospital lab and the pain market. These panels can be made, on any of our cups, the urine dip cards, urine cups, or saliva instant test.”

- Ron Kilgarlin

books, in addition to the fifty we have already done! We have *Drugs-Free Workplace, Safety*, and many others. If you go on our website, www.americanscreeningcorp.com and look under books, we have over fifty different books on a variety of subjects.

CEO CFO: Is that a big profit center for you or just a sideline?

Mr. Kilgarlin: My wife & I love to develop new products whether books, medical devices, or new systems for our company. She is very creative, and I am creative & very detailed, I am good with money and finance. She sees the big picture. We sell a lot of the drug-free workplace books. I think the *Past Tense* book is going to be huge, will bring us a lot of attention and it will be a big source of revenue for the next few years.

CEOCFO: You mentioned working with government agencies. Is that a growth area? There are always challenges with the government. How do you address those?

Mr. Kilgarlin: We have a consultant for GSA, and we just listen to them and follow the rules. Thanks to that approach, we have had a successful audit, and got a great report card from GSA. Whatever your contract is with them, you just make sure to follow it! We have had really good sales last year, and we expect to improve on that this year. We have added all of the Discover product lines, dips cards, cups, saliva cassette, and one-step saliva test, so we expect to have a good year with those products for GSA.

CEOCFO: What surprised you most as the business developed?

Mr. Kilgarlin: Whenever you are growing rapidly, the challenge is sur-

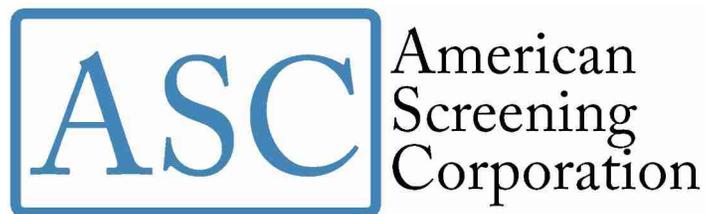
rounding yourself with the right executive team to strategize. You need really good people who know their job better than you do, so they can give you accurate, intelligent reports and come up with good ideas. That is something I am really seeing lately.

CEOCFO: Why should investors and people in the business community be paying attention to American Screening?

Mr. Kilgarlin: Because we are a leader in the industry. We are a huge success story: from zero in 2003 to where we are at now, a multimillion-dollar company. We have had to work for everything we have now. We offer high quality products. We have great service. We are constantly on the cutting edge. Whatever the new product is, we usually have it. If we do say so ourselves, we are just a great organization!

CEOCFO: Do you have any final thoughts for our readers?

Mr. Kilgarlin: I invite readers to visit americanscreeningcorp.com to get a sense of who we are. Also, our book, *Past Tense*, is coming out in April. Of course, new developments include our Discover single and multidrug test card and cups, our RevealHomechek retail drug test line, our international presence that we are gaining with our ISO certification. We have certificates of free sale for twenty-seven foreign countries. We are also strong with government bids. It is that multiple-pillars-of-revenue concept again. If one goes out, we have all of these other ones to keep us up. We are a very stable company, with good management and a bright future!



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