



Rapid Analytics  
1680 Pearl Street  
Eugene, Oregon 97401  
(541) 777-8008

---

Dear Valued Hemp Industry Members,

It is our pleasure to introduce our analytical testing service, Rapid Analytics, which has been in operation as a hemp and hemp derived product testing facility since August 2019. At Rapid Analytics we are convinced that rapid, accurate testing results are fundamental to making the right business decisions.

We have worked closely with the United States Postal Service to create a mailer program for hemp and hemp derived products. Our shipping kits ensure that your product is delivered to our facility without complication. Additionally, we subcontract for the services we currently do not perform in-house and our relationship with the USPS allows us to be your one-stop shop for your testing services.

Currently we test for potency, water activity, residual solvents, and terpenes in-house with twenty-four-hour turnaround time available with our subscription services. We are acquiring the instruments needed to bring us into accreditation for full panel testing from the Oregon Environmental Laboratory Accreditation Program (ORELAP). This includes potency, residual solvents, water activity, moisture content, pesticides, and heavy metals. Additionally, we are in the process of registering as a DEA-certified hemp testing laboratory.

We are excited about the future and are striving to enter the compliance market as soon as possible. Testing with Rapid is invaluable for research and development, product identity confirmation, and providing producers with timely data needed to make informed business decisions.

Feel free to get in touch with our team to discuss our services and thank you in advance for considering using Rapid Analytics for your testing needs.

Sincerely,

Matt Hoffman  
Laboratory Director



Rapid Analytics  
 1680 Pearl Street  
 Eugene, Oregon 97401  
 (541) 777-8008

## Q3 2020 Itemized Price List

**Testing is for informational purposes only and cannot be used for compliance or labeling.**

<b>Potency Testing</b> <i>*Includes Moisture Content</i>  CBDV CBD CBG CBC Delta 9 THC  CBDA CBGA CBN THCA-A Delta 8 THC	<b>\$100</b>	<b>Terpene Profile</b>  (-)- $\alpha$ -Bisabolol $\beta$ -Caryophyllene $\alpha$ -Humulene $d$ -Limonene Nerolidol (-)- $\beta$ -Pinene Terpinolene  Camphene Geraniol $p$ -Isopropyltoluene Linalool Ocimene $\alpha$ -Terpinene Alpha terpineol  $\delta$ -3-Carene (-)-Guaiol (-)-Isopulegol $\beta$ -Myrcene $\alpha$ -Pinene $\gamma$ -Terpinene	<b>\$60</b>
<b>Residual Solvent</b>  Propane Neopentane Iso pentane Ethyl ether Acetonitrile Dichloromethane n-Hexane THF Benzene 2 Ethoxyethanol Ethylbenzene  Isobutane Methanol n-Pentane Acetone 2,3 Dimethylbutane 2 Methylpentane Ethyl acetate Cyclohexane n-Heptane Toluene Total Xylenes (m, p)	<b>\$100</b>	<b>Pesticides</b>  Abamectin Aldicarb Boscalid Chlorfenapyr Cypermethrin Dimethoate Fenoxycarb Fludioxonil Kresoxim-methyl Methomyl Naled Phosmet Propoxur Spiromesifen Thiocloprid  Acephate Azoxystrobin Carbaryl Chlorpyrifos Daminozide Ethoprophos Fenpyroximate Hexythiazox Malathion Methyl Parathion Oxamyl Piperonyl Butoxide Pyrethrins Spirotetramat Thiamethoxam  Acequinocyl Bifenazate Carbofuran Clofentezine DDVP (Dichlorvos) Etofenprox Fipronil Imazalil Metalaxyl MGK-264 Paclobutrazol Prallethrin Pyridaben Spiroxamine Trifloxystrobin  Acetamiprid Bifenthrin Chlorantraniliprole Cyfluthrin Diazinon Etoazoxole Flonicamid Imidacloprid Methiocarb Myclobutanil Permethrins Propiconazole Spinosad Tebuconazole	<b>\$135</b>
<b>Heavy Metals</b>  Arsenic Mercury  Cadmium Lead	<b>\$120</b>	<b>Microbiology/ Mycotoxins</b>  Enterobacteria Salmonella Ochratoxins  <i>E. coli</i> Aflatoxins	<b>\$95</b>
<b>Water Activity Analysis</b>	<b>\$40</b>	<b>Yeast &amp; Mold</b>	<b>\$55</b>
<b>Flower and Biomass Bundle</b>		<b>\$375</b> Include Terpenes for \$425	
Includes the following tests: Potency Testing Heavy Metals		Mycotoxin/Microbiology Water Activity	Pesticides
<b>Concentrate Bundle</b>		<b>\$475</b> Include Terpenes for \$525	
Includes the following tests: Potency Testing Pesticides		Residual Solvent Heavy Metals	Mycotoxin/Microbiology Water Activity

At Rapid Analytics, we offer the first "DIY" sampling kits to customers for informational testing. We will mail you a kit to sample your product. Simply fill the kit and send it back to us.



Rapid Analytics  
 1680 Pearl Street  
 Eugene, Oregon 97401  
 (541) 777-8008

## Subscription Plans

Rapid Analytics is offering a bundle of informational R&D tests with 24-hour or same day turnaround time. The subscription plans are listed below, minor changes and substitutions are negotiable. Please reach out to us to discuss how we can best serve your needs and save you a bundle with a subscription plan today!

Program	Budget	Grower/Extractor	Producer	Jumbo
Monthly Cost	\$1,000	\$2,000	\$5,000	\$10,000
R&D Tests <sup>1,2</sup>	20	40	100	220
Potency Tests	20	35	85	<sup>3</sup>
Solvent Tests	0	5	15	No Limit
Turnaround Time <sup>4</sup>	24 Hours	24 Hours	Same Day	Same Day
Shipping Kits	0	8	20	44
Consulting	\$0	\$500	\$500	\$2,000
Add'l Tests <sup>5</sup>	None	\$50	\$50	\$50

Package Value	\$2,000	\$4,700	\$13,000	\$30,600
Discount	50%	57%	62%	67%

<sup>1</sup>Samples for R&D Tests must be delivered to Rapid within one month of the signature date.

<sup>2</sup>R&D Tests under this arrangement cannot be combined with any bundles.

<sup>3</sup>Jumbo Potency Test Limit equals 220 minus the number of Solvent Tests.

<sup>4</sup>Same day turnaround time is for samples delivered before 10:00 am.

<sup>5</sup>Tests for Pesticides, Heavy Metals, Microbiology, and Mycotoxins must be purchased separately from this subscription.

## Sampling Guidelines

<p><b>Dried Hemp Flower –</b> 3 grams for in-house testing 7 grams for full panel</p> <ol style="list-style-type: none"> <li>1. The ODA requires hemp be batched in to lots of no more than 30 lbs</li> <li>2. For simplicity it is recommended that the entire batch be in one container</li> <li>3. Evaluate the size of the container and visualize 10 roughly equal areas, 5 sections across and 2 sections for depth</li> <li>4. Randomly select flower from each section, taking least ½ g (about ½ a stick of gum in weight)</li> <li>5. Put each selection into a Mylar bag</li> <li>6. Label the bag with permanent marker with the sample name/designation</li> </ol>	<p><b>Live Hemp –</b> <i>Be aware that it is up to the collector to determine if a field of hemp is contiguous. However, a farm may want to do more than one sample collection per contiguous field to support breeding or other phenotype selective programs.</i></p> <ol style="list-style-type: none"> <li>1. Determine how many fields</li> <li>2. Plot out a path throughout the fields to obtain a representative sample – consultation available upon request</li> <li>3. Using a paper bag as a sample container, walk the sample path cutting 8” pieces of individual plants</li> <li>4. Dry the clippings as normal and pack into the large Mylar bag provided</li> <li>5. Label the bag with permanent marker with the sample name/designation</li> </ol>
<p><b>Solid Extract –</b> 2 grams for in-house testing 5 grams for full panel</p> <ol style="list-style-type: none"> <li>1. Stir as well as possible</li> <li>2. Visualize a grid in the container with five sections across</li> <li>3. In each of the 5 sections, take an approximately 1/8 teaspoon of solid extract or concentrate from the container and place it in the tube</li> <li>4. Label the tube with permanent marker with the sample name/designation</li> </ol>	<p><b>Hemp Oil –</b> 2 grams for in-house testing 5 grams for full panel</p> <ol style="list-style-type: none"> <li>1. Stir as well as possible</li> <li>2. Dip a spoon or spatula in the oil and scrape at least 0.2 g into the tube (about the amount of a small pinch of salt)</li> <li>3. Repeat until enough sample has been collected</li> <li>4. Label the tube with permanent marker with the sample name/designation</li> </ol>

## Shipping

- Pack samples in to the provided shipper
- Affix the prepaid label
- Put the Self-Certification Statement on top of the Sample Submission Form and fold it (so the Self-Certification Statement is visible) and put these papers into the document sheath on the underside of the box
- Drop off at USPS to return to Rapid Analytics
- Turn-around-time starts when the samples are received by the lab



Rapid Analytics  
 1680 Pearl Street  
 Eugene, Oregon 97401  
 (541) 777-8008

## Sample Submission Form

Customer Information	
Technical Contact:	
Invoicing Contact:	
Company Name:	
Phone:	
Email:	
Street Address:	City, State, Zip:
License #:	

Submitted Sample List – Check all analyses that apply to each sample

Sample Name:	Sample Type:	Rapid Lab ID:
Analysis Requested: <input type="checkbox"/> Potency <input type="checkbox"/> Terpenes <input type="checkbox"/> Residual Solvent <input type="checkbox"/> Pesticide <input type="checkbox"/> Heavy Metal <input type="checkbox"/> Yeast & Mold <input type="checkbox"/> Mycotoxin <input type="checkbox"/> Microbiology <input type="checkbox"/> Water Activity <input type="checkbox"/> Flower & Biomass Bundle <input type="checkbox"/> Concentrate Bundle		
Sample Name:	Sample Type:	Rapid Lab ID:
Analysis Requested: <input type="checkbox"/> Potency <input type="checkbox"/> Terpenes <input type="checkbox"/> Residual Solvent <input type="checkbox"/> Pesticide <input type="checkbox"/> Heavy Metal <input type="checkbox"/> Yeast & Mold <input type="checkbox"/> Mycotoxin <input type="checkbox"/> Microbiology <input type="checkbox"/> Water Activity <input type="checkbox"/> Flower & Biomass Bundle <input type="checkbox"/> Concentrate Bundle		
Sample Name:	Sample Type:	Rapid Lab ID:
Analysis Requested: <input type="checkbox"/> Potency <input type="checkbox"/> Terpenes <input type="checkbox"/> Residual Solvent <input type="checkbox"/> Pesticide <input type="checkbox"/> Heavy Metal <input type="checkbox"/> Yeast & Mold <input type="checkbox"/> Mycotoxin <input type="checkbox"/> Microbiology <input type="checkbox"/> Water Activity <input type="checkbox"/> Flower & Biomass Bundle <input type="checkbox"/> Concentrate Bundle		
Sample Name:	Sample Type:	Rapid Lab ID:
Analysis Requested: <input type="checkbox"/> Potency <input type="checkbox"/> Terpenes <input type="checkbox"/> Residual Solvent <input type="checkbox"/> Pesticide <input type="checkbox"/> Heavy Metal <input type="checkbox"/> Yeast & Mold <input type="checkbox"/> Mycotoxin <input type="checkbox"/> Microbiology <input type="checkbox"/> Water Activity <input type="checkbox"/> Flower & Biomass Bundle <input type="checkbox"/> Concentrate Bundle		
Sample Name:	Sample Type:	Rapid Lab ID:
Analysis Requested: <input type="checkbox"/> Potency <input type="checkbox"/> Terpenes <input type="checkbox"/> Residual Solvent <input type="checkbox"/> Pesticide <input type="checkbox"/> Heavy Metal <input type="checkbox"/> Yeast & Mold <input type="checkbox"/> Mycotoxin <input type="checkbox"/> Microbiology <input type="checkbox"/> Water Activity <input type="checkbox"/> Flower & Biomass Bundle <input type="checkbox"/> Concentrate Bundle		
Sample Name:	Sample Type:	Rapid Lab ID:
Analysis Requested: <input type="checkbox"/> Potency <input type="checkbox"/> Terpenes <input type="checkbox"/> Residual Solvent <input type="checkbox"/> Pesticide <input type="checkbox"/> Heavy Metal <input type="checkbox"/> Yeast & Mold <input type="checkbox"/> Mycotoxin <input type="checkbox"/> Microbiology <input type="checkbox"/> Water Activity <input type="checkbox"/> Flower & Biomass Bundle <input type="checkbox"/> Concentrate Bundle		
Sample Name:	Sample Type:	Rapid Lab ID:
Analysis Requested: <input type="checkbox"/> Potency <input type="checkbox"/> Terpenes <input type="checkbox"/> Residual Solvent <input type="checkbox"/> Pesticide <input type="checkbox"/> Heavy Metal <input type="checkbox"/> Yeast & Mold <input type="checkbox"/> Mycotoxin <input type="checkbox"/> Microbiology <input type="checkbox"/> Water Activity <input type="checkbox"/> Flower & Biomass Bundle <input type="checkbox"/> Concentrate Bundle		
Sample Name:	Sample Type:	Rapid Lab ID:
Analysis Requested: <input type="checkbox"/> Potency <input type="checkbox"/> Terpenes <input type="checkbox"/> Residual Solvent <input type="checkbox"/> Pesticide <input type="checkbox"/> Heavy Metal <input type="checkbox"/> Yeast & Mold <input type="checkbox"/> Mycotoxin <input type="checkbox"/> Microbiology <input type="checkbox"/> Water Activity <input type="checkbox"/> Flower & Biomass Bundle <input type="checkbox"/> Concentrate Bundle		
Sample Name:	Sample Type:	Rapid Lab ID:
Analysis Requested: <input type="checkbox"/> Potency <input type="checkbox"/> Terpenes <input type="checkbox"/> Residual Solvent <input type="checkbox"/> Pesticide <input type="checkbox"/> Heavy Metal <input type="checkbox"/> Yeast & Mold <input type="checkbox"/> Mycotoxin <input type="checkbox"/> Microbiology <input type="checkbox"/> Water Activity <input type="checkbox"/> Flower & Biomass Bundle <input type="checkbox"/> Concentrate Bundle		
Sample Name:	Sample Type:	Rapid Lab ID:
Analysis Requested: <input type="checkbox"/> Potency <input type="checkbox"/> Terpenes <input type="checkbox"/> Residual Solvent <input type="checkbox"/> Pesticide <input type="checkbox"/> Heavy Metal <input type="checkbox"/> Yeast & Mold <input type="checkbox"/> Mycotoxin <input type="checkbox"/> Microbiology <input type="checkbox"/> Water Activity <input type="checkbox"/> Flower & Biomass Bundle <input type="checkbox"/> Concentrate Bundle		

**By signing below, I am requesting the selected analysis of Hemp for informational purposes only. The data cannot be used for compliance or labeling purposes.**

Signature:	Date:
<b>Rapid Analytics Use Only</b>	
Received By (Print):	
Received By (Sign):	
Received Date:	



Rapid Analytics  
1680 Pearl Street  
Eugene, Oregon 97401  
(541) 777-8008

---

## Self-Certification Statement

I certify that all information furnished in this letter and supporting documents are accurate, truthful, and complete. I understand that anyone who furnishes false or misleading information or omits information relating to this certification may be subject to criminal and/or civil penalties, including fines and imprisonment.

Printed Name

---

Signature

---

Date

---