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The 2025 Drug Testing Industry Survey

The Current Consulting Group's 27th Annual Drug Testing Industry Survey polled 450 employee screening experts on current trends and their predictions for the future of the industry. Hot topics covered in the survey include emerging technologies, oral fluid testing, proctored/virtual testing, rapid-result testing, and testing price trends.

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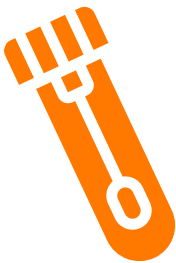
What can we learn from this year's survey?



Drug testing sales are holding steady in 2025.



The legalization of marijuana continues to have an impact on drug testing as employers grapple with whether or not to continue to test for the drug.



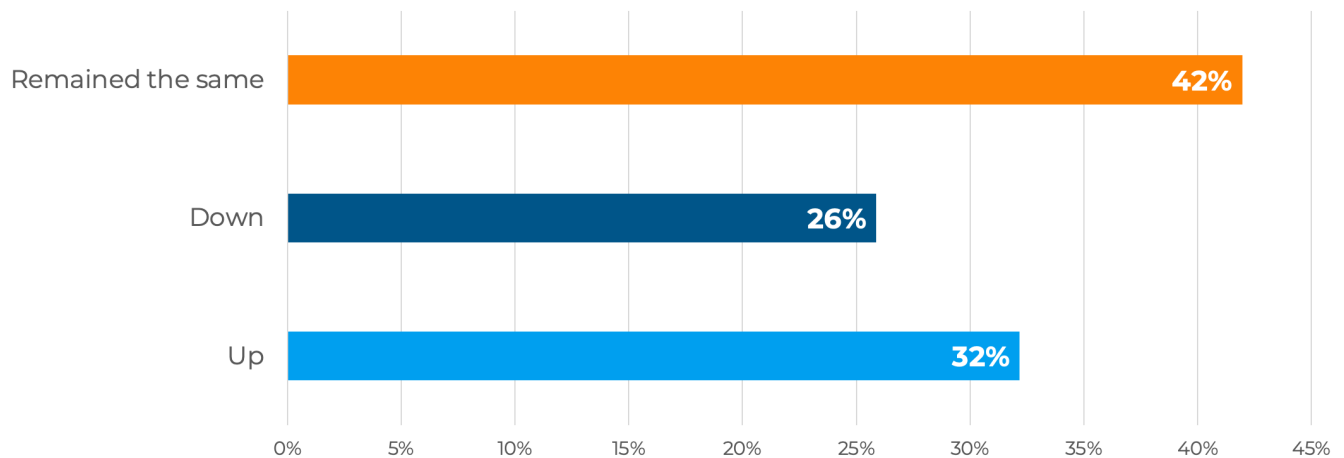
It appears that oral fluid testing is gaining momentum as providers and employers continue to wait for the DOT-regulations to go into full effect.



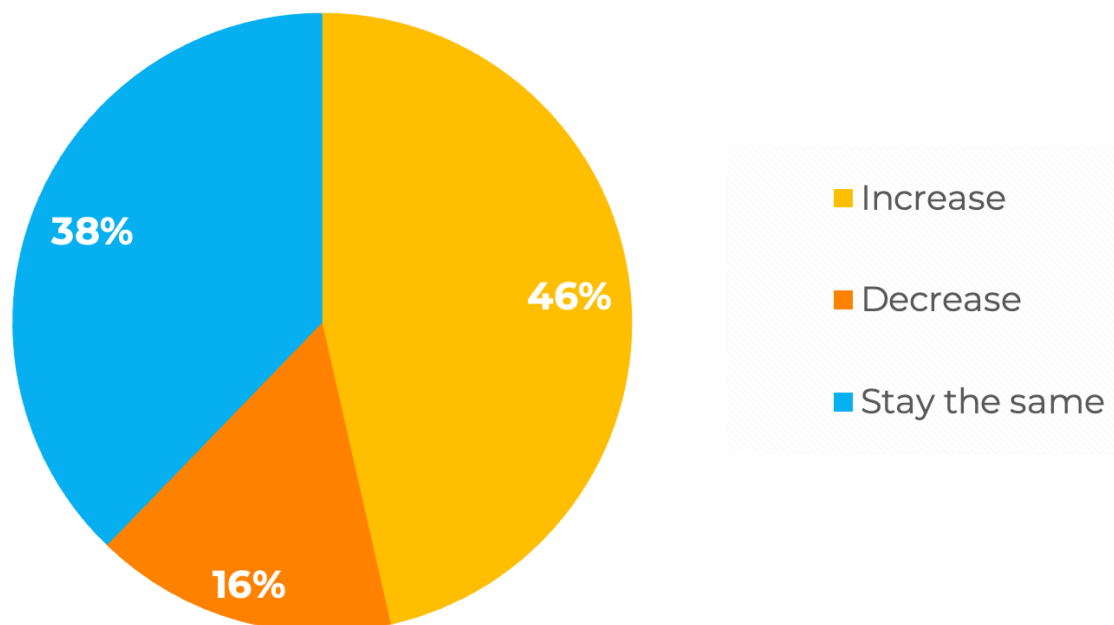
POCT/rapid-result testing is looking solid.

State of the Drug Testing Industry

Are drug testing sales: up or down over the past 12 months?



Will sales change by the end of 2025?

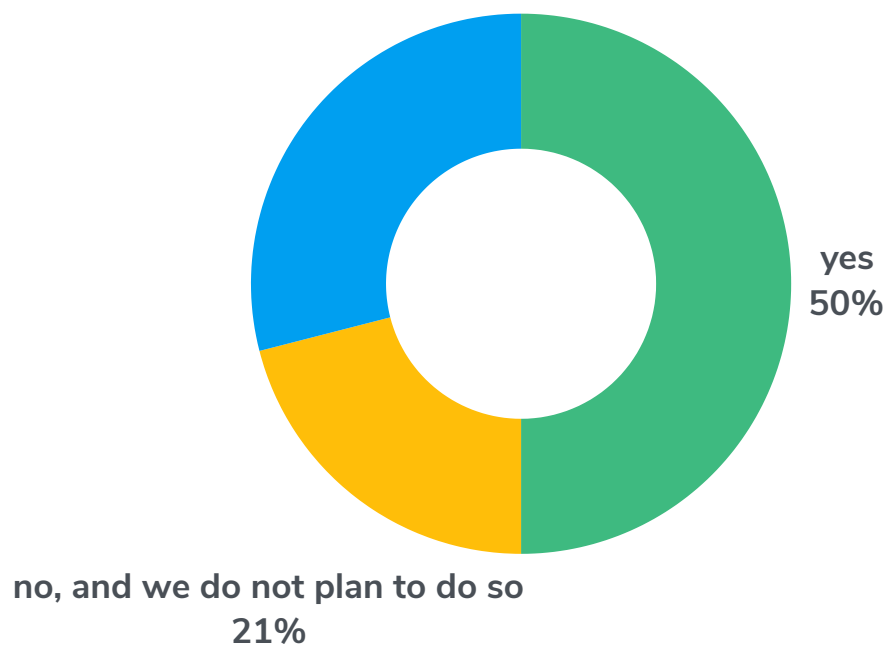


What's driving price increases?



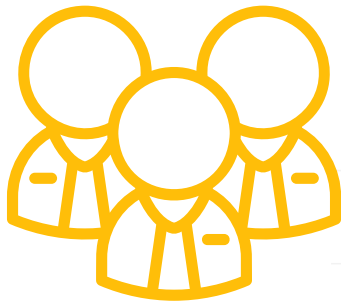
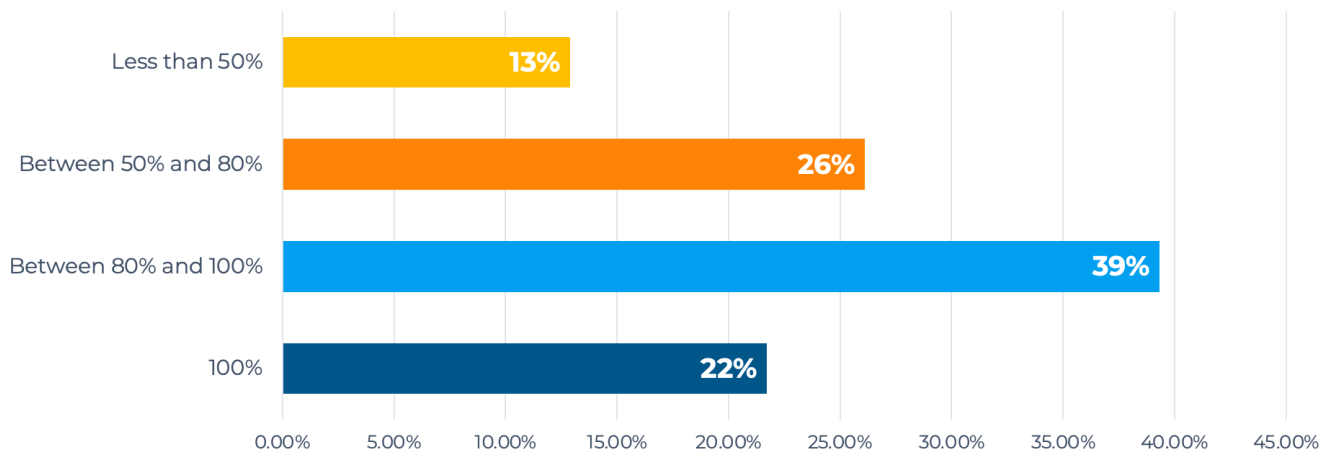
Have you increased drug testing prices?

not yet but we will likely raise prices sometime in 2025
29%

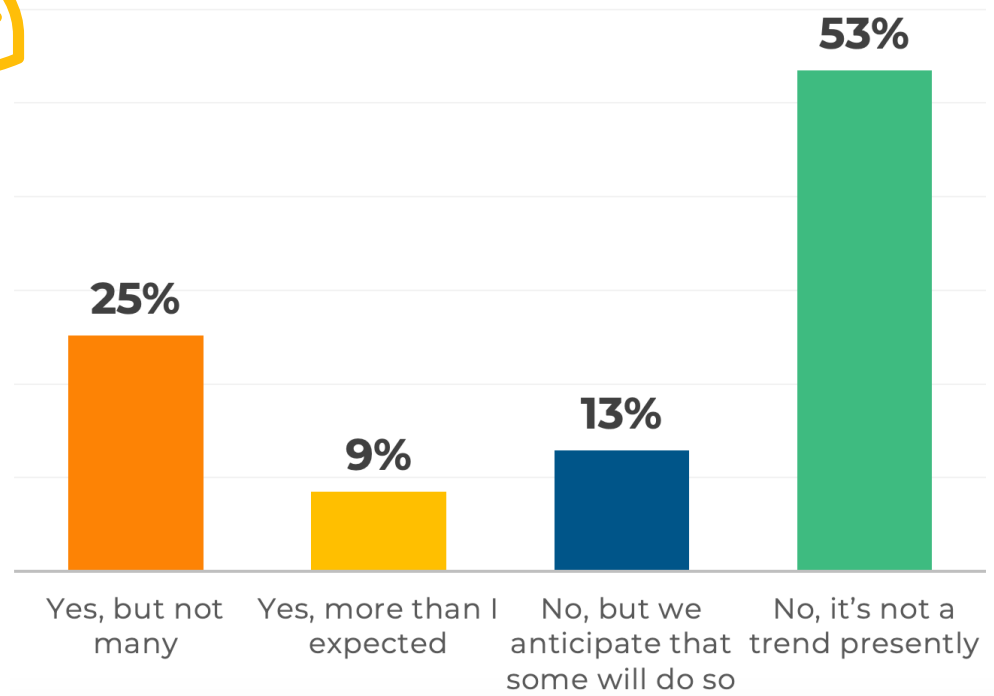


Pre- & Post-Hire Employment Testing

Pre-employment drug tests conducted

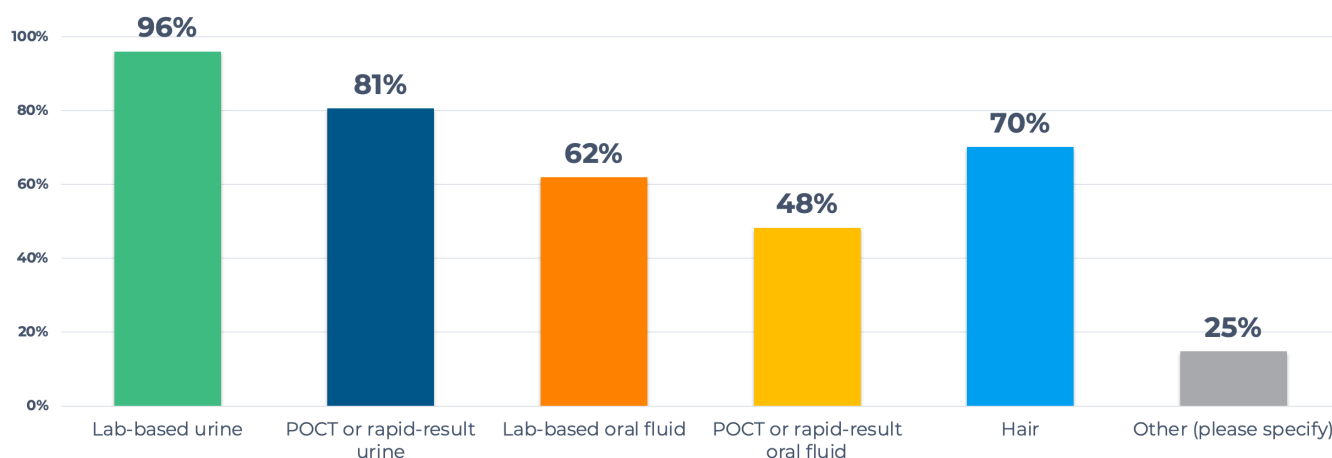


Pre-employment testing eliminated in the past year

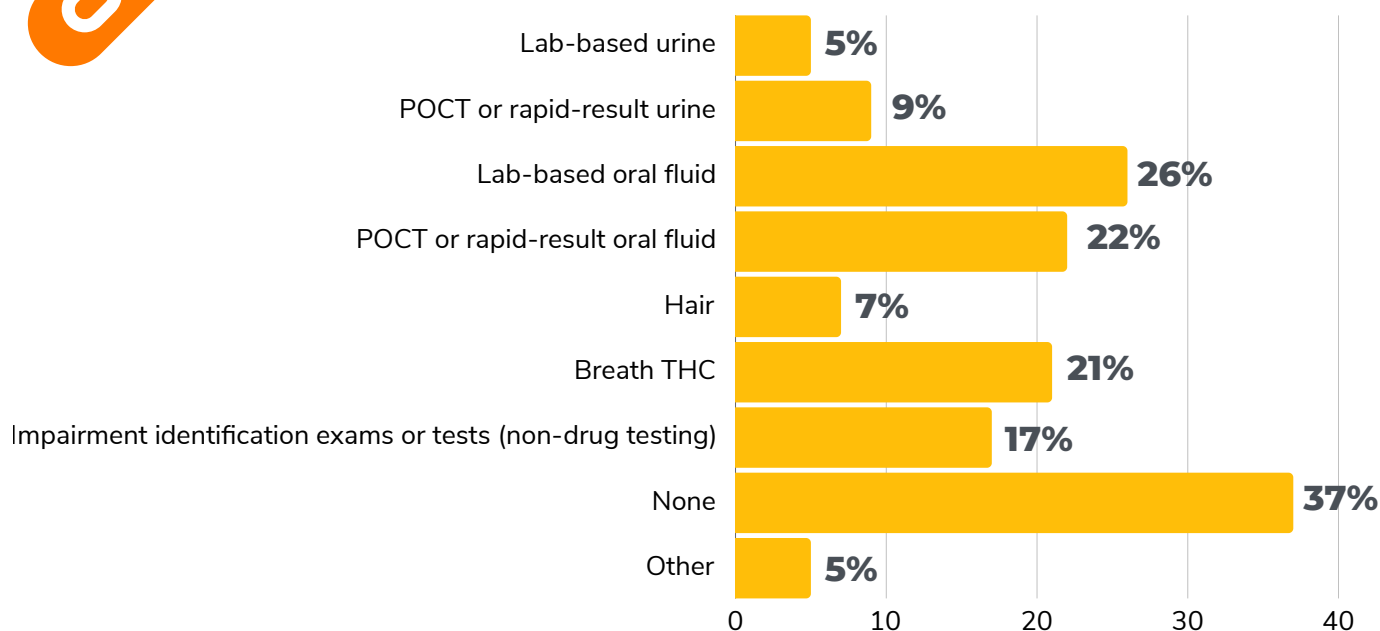


Drug Testing Methods

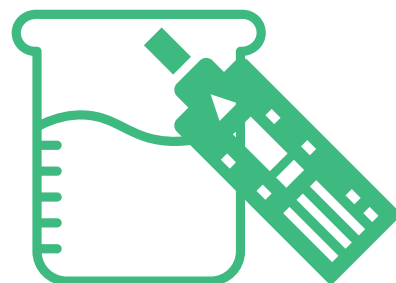
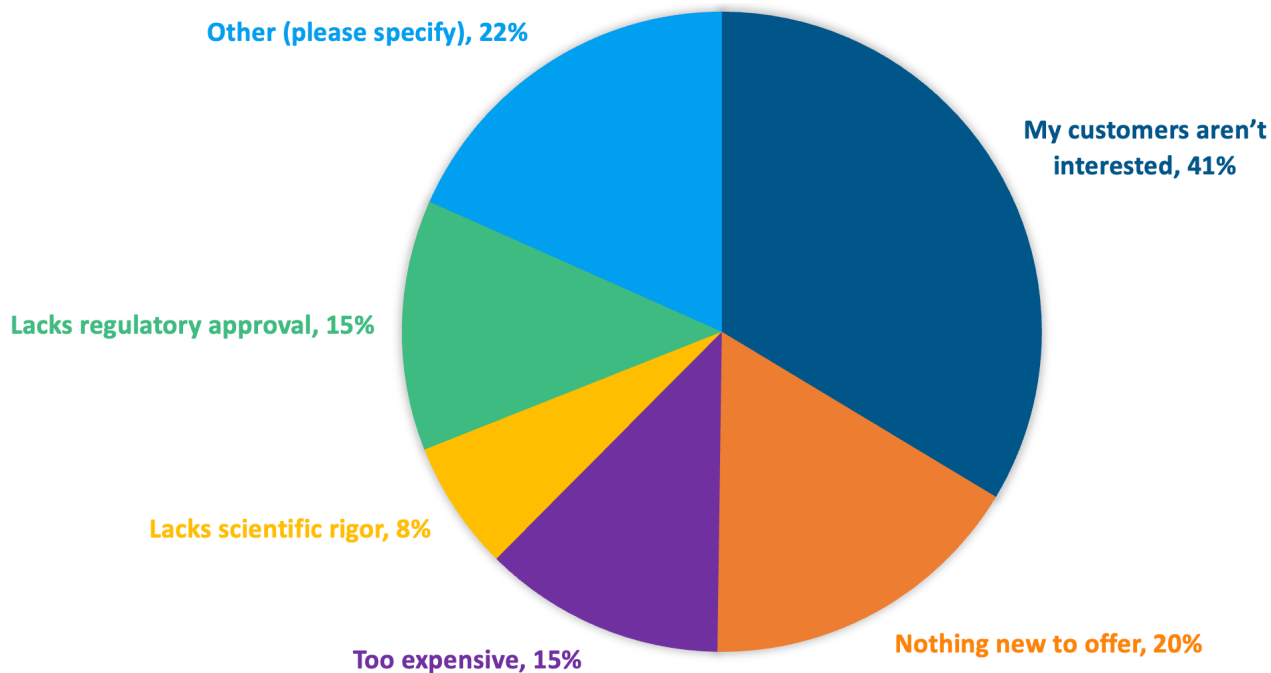
Which drug testing methods do you currently offer?



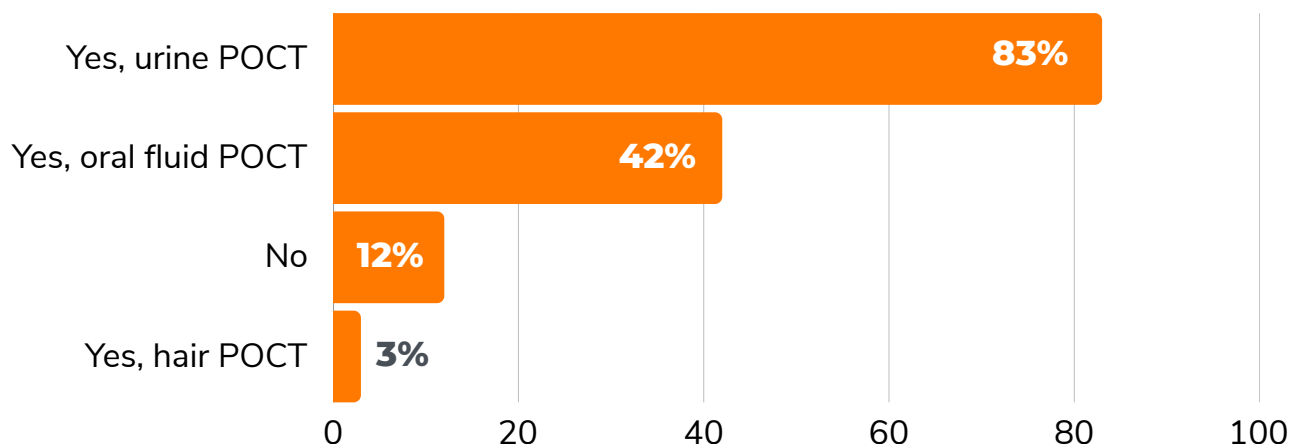
Which drug testing method(s) do you anticipate offering in the future?



Why would you not offer new testing methods?

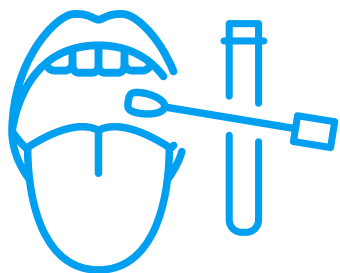
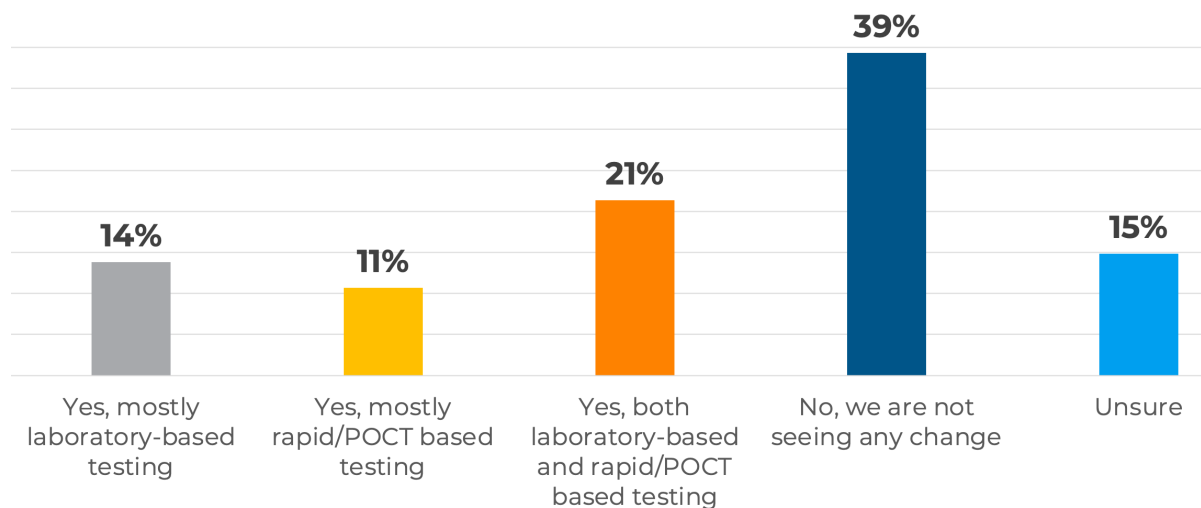


Do you have clients who use POCT or rapid-result devices?

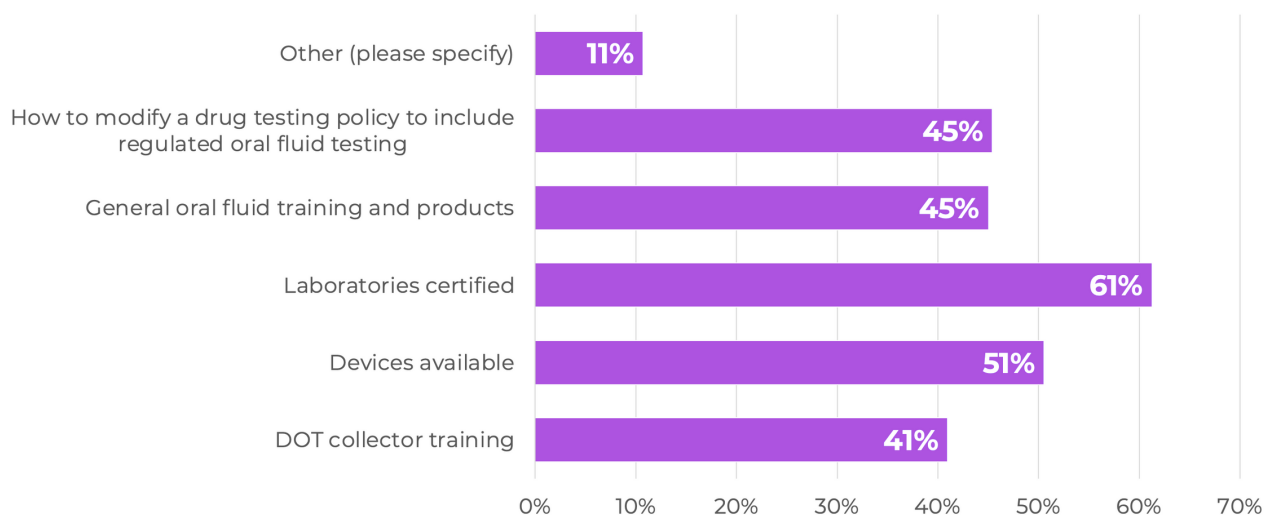


Oral Fluid Testing

Given the rise in the popularity of oral fluid testing, are you seeing an increase in sales of oral fluid tests?

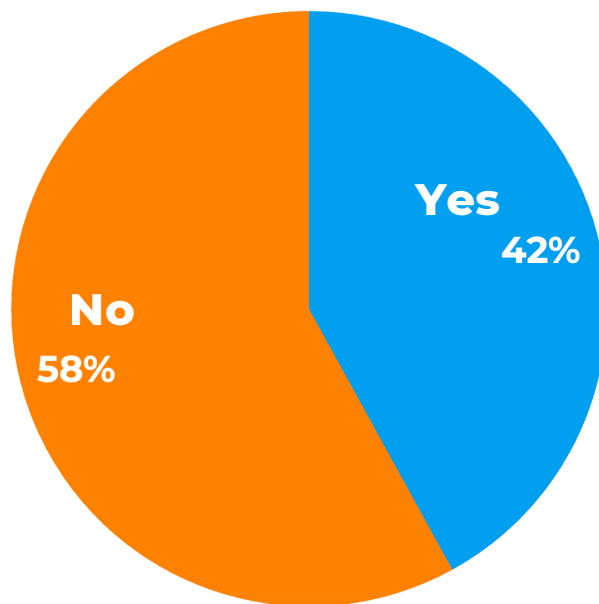


What type of information regarding oral fluid testing would be most helpful to you today?

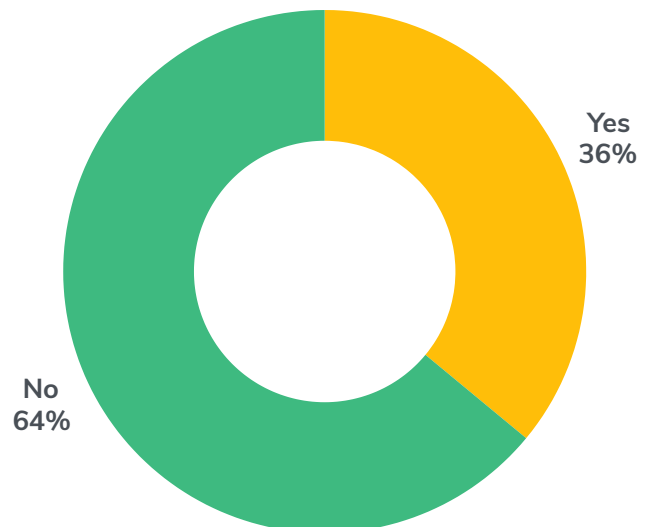


New Drug Testing Laws in California and Washington

Clients in CA and WA discontinued marijuana testing?

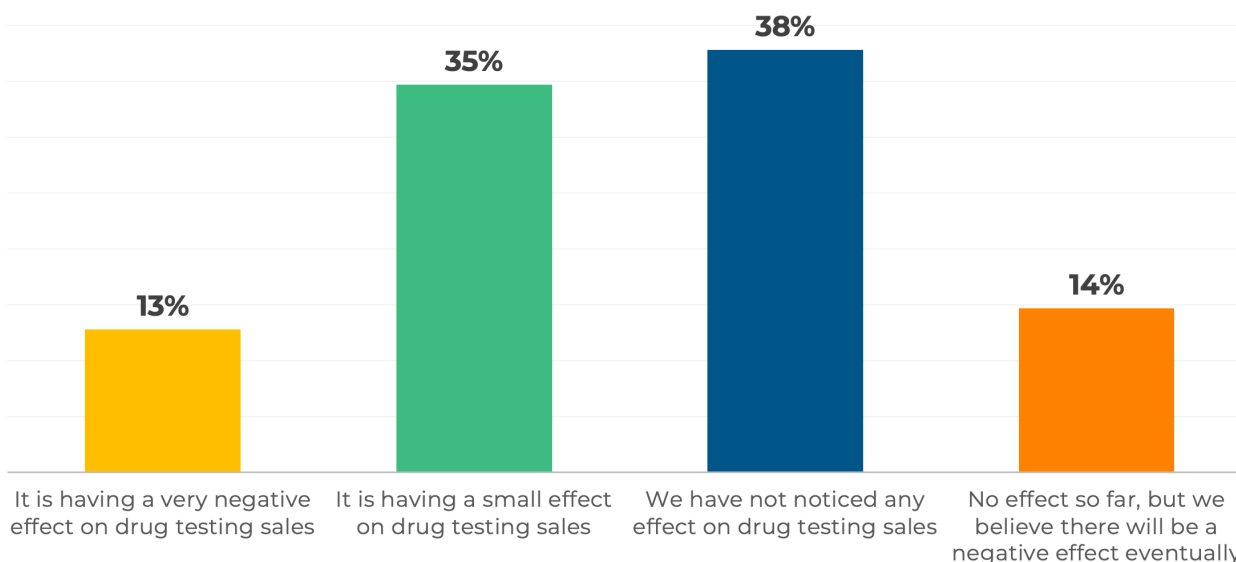


Have you had clients add or switch to oral fluid drug testing in CA and/or WA because of the new laws?

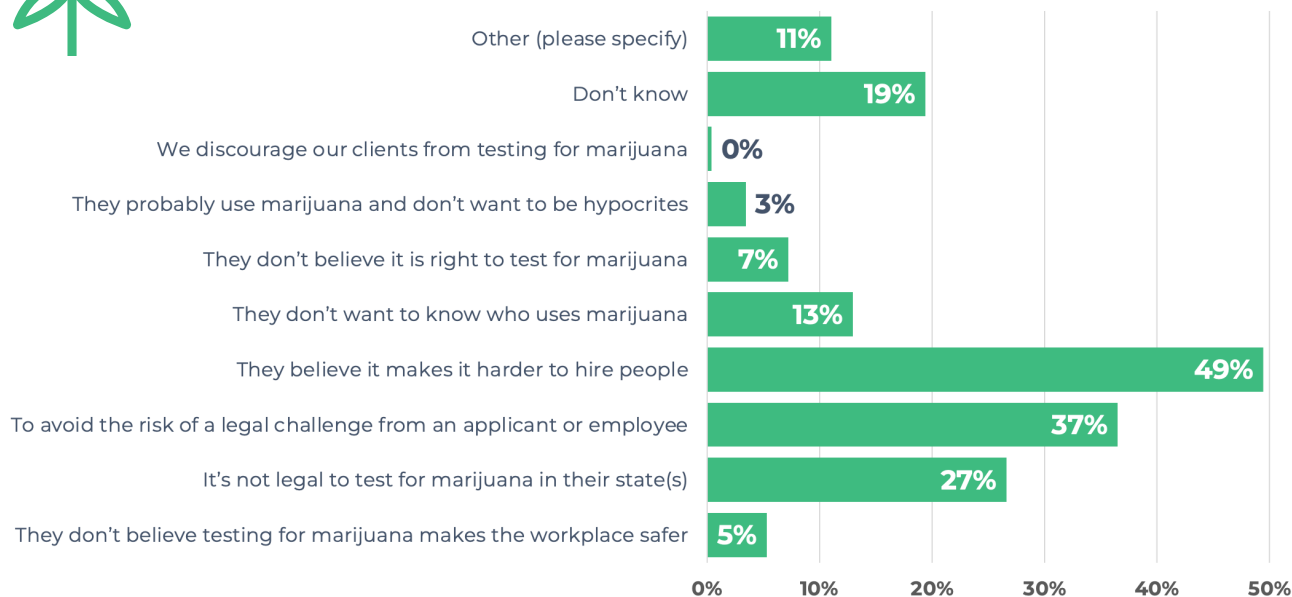


Legal Marijuana and Drug Testing

Impact of Legalized Marijuana

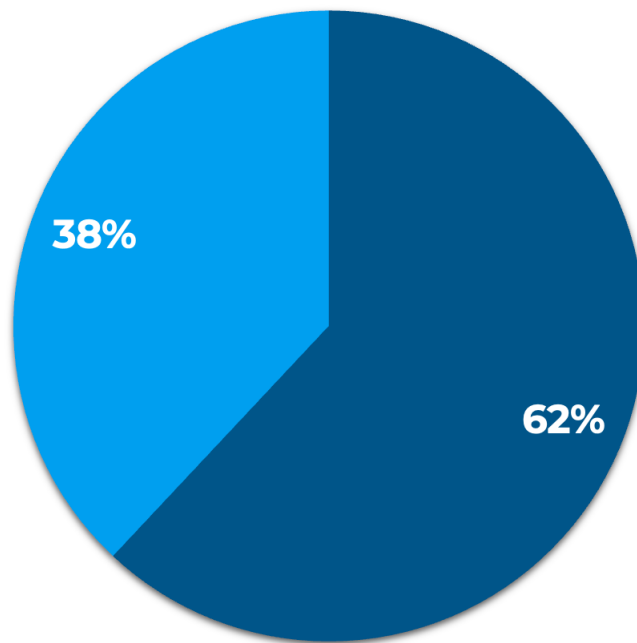


Why have clients dropped marijuana testing?

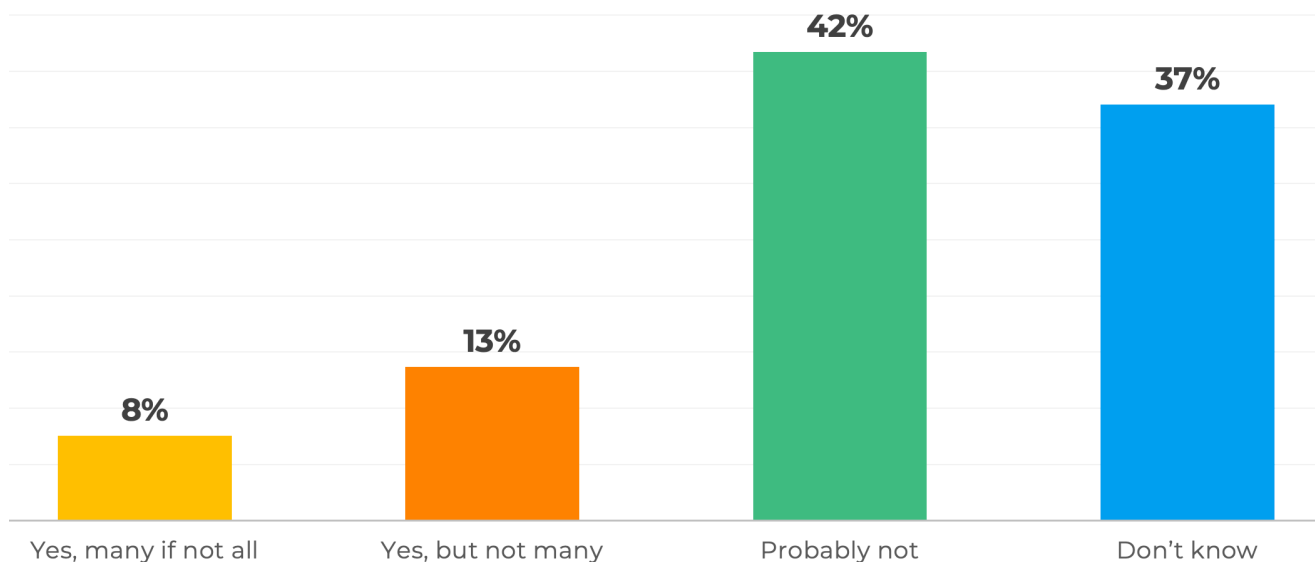


Will more clients drop marijuana testing in the next year?

■ Yes ■ No



Will companies reinstate marijuana testing?



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