

# Guidelines for Representative Sampling

## Sample Sizes

East Coast Cannalytics LL needs only a small amount of sample to complete the lab analysis:

- Plant material (flower, biomass, etc.)
  - Fresh: 10-15 grams
  - Dried: 2-4 grams
- Extract (solid or liquid): 2 grams or mL
- Infused Oil: 2 mL
- Edibles: 2-4 units



Approximate sample size for flower and extract.



**Samples Delivery** - Samples for testing can be either hand delivered or mailed to the following address:

**3154 State Street, Suite 2010  
Blacksburg, VA 24060**

Delivery of samples must be performed during regular business hours and by appointment with ECC.

All samples should be accompanied with a **CHAIN OF CUSTODY**, that includes the company information, contact information, sample name, testing services requested, and payment method. Check, cash and credit cards are accepted. Payment covering the full amount of analysis can be included with hand-delivered or mailed-in sample. An invoice will be emailed to you once the sample has been logged into our 'Samples Intake' system. **All customers should read and understand the *Terms and Conditions* of the lab, which can be found at ECC's website or a copy can be emailed to you by request.**

## Samples Packaging

Please ensure packaging of samples for delivery or shipment is suitable, spill proof, and clearly labelled. For shipping, double or triple containment is recommended. Plant material samples should be in a bag or vial, within a plastic sealable bag. Products and extracts should be in a well-sealed vial within a bag. The sample container should have a unique label on the outside. See examples below.



### LABEL should include:

- COMPANY NAME
- SAMPLE NAME
- BATCH or SAMPLE ID
- DATE SAMPLED



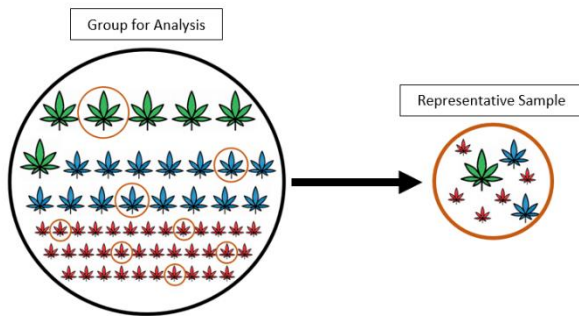
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## Samples Disposal

Upon completion of testing, ECC will dispose of samples and unused materials within fourteen (14) days in an appropriate way and in accordance with state and federal regulations (disposal procedures may vary for different sample types). For samples that test 'hot', East Coast Cannalytics will immediately dispose of the sample in accordance with state and federal regulations.

## Importance of a Representative Samples



A **representative sample** is a subset of a group that accurately reflects the characteristics of the larger group. Samples sent to ECC for testing need to be **representative** of the entire hemp crop or variety for farmers and growers or the entire production batch for hemp processors. *It is the customer's responsibility to submit a representative sample to ECC.*

Due to the non-homogenous nature of the hemp plant itself and the variation in the field from one plant or section to another, it is challenging to obtain a representative sample. Many states' agriculture departments with hemp programs have protocols for how they will take sample(s). *It is recommended that the farmer or grower is aware of these protocols and follows their guidance when sampling from the field.* For additional recommendations on how to take a representative sample from the field, please call ECC and we can help!

Production batches are fairly homogenous in nature, therefore a representative sample of an extract, oil, or topical, is typically easier to take. *Please ensure the material is well mixed before taking the sample.*

## Other Sampling Tips

- Sampling hemp from the field varies between states. ECC's recommendation is to cut from at least four hemp plants in one plot and increase the number of cuttings as your acreage increases to get a representative sample. The location of the plants that are cut within the plot should be random and dispersed or in a zig-zag configuration throughout the plot. Refer to the guidelines in your state for the proper sampling method.
- Each plot should be tested separately, resulting in separate test results. This can be beneficial if one plot tests for THC over the 0.3% limit, as this will protect the other plots that test below the 0.3% limit from being destroyed.
- From VA guidelines, "the cut shall be made just underneath an inflorescence (about 3-5 inches of tip). Inflorescences should be collected from the top one-third (1/3) of the plant."
- Hemp leaves and stems have a significantly lower concentration of cannabinoids than the inflorescence or "buds". ECC will remove large stems and leaves before testing the sample. Otherwise, samples will be tested as received by ECC.
- **Fresh samples should be overnight delivered.** It is recommended that fresh samples collected from the field that will not be delivered to the lab the same day be allowed to dry out and/or placed in the fridge in an open container to avoid molding.