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# B.R.S

The Official Newsletter of Biological Research Solutions



Biological Research Solutions (BRS) is an independent contract laboratory that specializes in the detection of microbial contamination in product and environmental samples as well as heavy metal analysis in water and has been providing accurate and timely results since 1986.

## Helping Clients Grow For Over 35 Yrs.



### What's in Our Latest Issue:

- Introduction
- **WATER, WATER, WATER**
- Important Info
- The current times and ways to lower your rates.
- Who's Who!

## Introduction

Good day. My name is Matthew DeWolfe, and I want to introduce myself as the new president of Biological Research Solutions. I was born and raised in Windsor, Ontario, Canada. I made my way to Michigan at 18 to enlist in the United States Marine Corp. For the past 30-plus years, I have held various high-level management positions, including owning a healthcare management company for many years. I am excited to work alongside my long-time friend, Patricia Wireman, CEO and co-founder of BRS. We both have the same vision as our founder, Dr. John Wireman. His tireless pursuit of helping small and large companies grow through science is the foundation of BRS. You can reach me at [matt@brslab.com](mailto:matt@brslab.com).

## NEW SERVICES

### **Water! Water! Water!**

We are excited to announce the addition of Chemical Analysis of water to our ever-growing offerings. With the hard work of our team, we are **APPROVED by the state of Michigan to TEST for Antimony, Arsenic, Barium, Beryllium, Cadmium, Chromium, Copper, Lead, Manganese, Nickel, Selenium, and Thallium (via U.S. EPA Method 200.8)**

Put our new ICPMS to work. Our pricing is \$69.95 for all and \$14 per.

We are offering "Monday" results. (Drinking water). If we receive your sample any time between Monday & Friday at 5:00pm you will have your results by the following Monday by 5:00pm (remember its science something might change)

*Call today to start testing.*

## How to save on your testing costs:

It seems like everywhere I turn, I can see the cost of business going up. We are all seeing increases from our suppliers, couriers, and contractors--and we all feel it personally.

I challenged our staff to come up with ways to avoid raising prices and to come up with ways to help our customers. If you haven't noticed, we believe in pricing transparency; our rates are posted on our website.

Here are a few ideas to help you during these difficult times:

- BRS will give a 3% discount on all invoices paid within 15 days of receipt. Must be paperless and paid electronically to apply. Call to set up today!
- We are waiving all 3rd party credit card fees.
- We will provide contract pricing incentives for clients who want to enter into a 12-month agreement.
- We are giving a \$100 gift card for every client you or your company refers. Both parties must be in good standing and testing. Card will be given after referral pays there first invoice.
- We have also decided to give a 10 day grace period before assessing any late fees in hopes to help those that are trying to work through there budget.

CARDS FOR SCIENTISTS FROM THEIR NON-SCIENTIST RELATIONS



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## Change is good!

**And it's always a work in progress...**

As you may have noticed, we have been listening to the valuable feedback you and our other clients have given us. We have made some significant and exciting changes to our website, including streamlining our reporting process to help get test results to you sooner. We have also streamlined our new online ordering process to help you save time and effort and improve efficiency, and we would appreciate any additional feedback you may have. If you do not know your unique Customer ID number, please reach out to [Leigh@brslab.com](mailto:Leigh@brslab.com), and she will get that to you.

# WHO'S WHO! and Important Info

As we head into our 36th year of service, we have made some additions to our leadership team, working alongside the people you have trusted for years:

## **BIOLOGICAL RESEARCH SOLUTIONS (BRS)**

6841 North Rochester Road, Suite 100 Rochester Hills, Michigan 48306, United States

(248) 650-9017

### **Susie, Lab Director**

Susie has been with the company for over 17 years. Her extensive knowledge of the biological sciences makes her a go-to expert industry-wide.

[Susie@brslab.com](mailto:Susie@brslab.com)

### **Tonya, Lab Manager**

Tonya is not far behind Susie with her 12 years with B.R.S. Tonya is a consummate professional with a never-give-up attitude. Her attention to detail makes for a smooth-running laboratory.

[Tonya@brslab.com](mailto:Tonya@brslab.com)

### **Travis, Director of Laboratory Development/Biochemist.**

Travis joins the B.R.S. team with a blend of quality assurance, research, and project management experience. He has developed a passion for scientific pursuit combined with an entrepreneurial mindset and many years of industry and research experience. He always looks for process improvements, business optimization, and ways of expanding B.R.S. service offerings.

[Travis@brslab.com](mailto:Travis@brslab.com)

### **Leigh, Client Manager**

Leigh joins the B.R.S. team with decades of experience in customer service, business development, sales, and marketing. She is enthusiastic about making and keeping clients happy and works alongside Susie and Travis on business optimization, client management, outreach and retention, and future client growth. She is available to assist with any questions or concerns you may have and will connect you to the right team member.

[Leigh@brslab.com](mailto:Leigh@brslab.com)

**For accounting questions e-mail: [Accounting@brslab.com](mailto:Accounting@brslab.com)**



**Big things coming soon!**