

## Connections - Good People - Small World

1 year ago, our company, Savory World Foods, showcased our Bubi's Sauce Products at a Lipari Foods Trade Show.

Although Bubi's Sauce has been produced for almost 40 years, Savory had just recently commissioned a Michigan based company to manufacture the sauce on our behalf. Lipari was also a newly partnered distributor, and this was our first sales trade show with them. It became apparent that our sauce had some technical issues with its ability to maintain a stabilized emulsification. This was a very concerning issue and one that was mystifying, as our newly partnered manufacturing company was following the exacting standards of sauce production we used in house for as I say, almost 40 years.

A connection made at the Trade Show had recommended BRS Lab Services. I connected with Matt of BRS by phone outside of office hours. I think our initial conversation lasted more than 1 hour as he was not only familiar with my products but grew up in Windsor and had been a regular customer over the years at Bubi's Awesome Eats, my restaurant where the sauce had begun its origins. The Small World effect. Matt and I had so much to share, I felt as if we had known each other for years. Explaining the issues of concern, Matt recommended that I seek the assistance of John Trant at the University of Windsor.

I sought out John's assistance the next day. John's kind and reassuring insight said that a solution would be possible with some very specialized tests. What was making me feel very grateful to the good people I was making connections with was that John understood the severity of the issues and the impending need for solutions. He also understood all the issues a struggling local start up business faces, and promised that his scientific research would not only be fair with fee structure but also swift to aid with a solution for our very first mass orders to American retailers. A swift solution was found. Process modifications were implemented, and retailers got superior products on time.

All these experiences have helped our business and products grow and become the best they can be. BRS Lab Services have become more than just a place to get scientific testing done. They are run by people who care and take the time to understand the issues we as businesses face and go the distance to help in more ways than just test results. Not mentioning any names, we have had lab services that just hand out test results without any care or concern, never helping you understand what the best solutions for your specific needs could be.

I applaud and highly recommend the services of BRS Labs.

Thank you Matt and your team,

*Buddy Miloyevich*



President • Savory World Foods® Inc.

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[Bubi's Sauce - Main Home \(bubissauce.com\)](http://bubissauce.com)