

## Giedre's Briefing: Celebrating A Fantastic Year

Welcome to another issue of Samples, where we round up the latest news from AbBaltis. It has been a busy few months here, with lots of exciting changes taking place.

First of all, we will be at the 2019 MEDICA Trade Fair in Dusseldorf, Germany from 18th to 21st November. If you are going to be there, please come and find myself and the team at stand F11-3 in Hall 1.

We have also had a wonderful end to the year after receiving recognition from several awards organisations. We were winners of both the Innovation Award and the Entrepreneur of the Year Award at the Independent Business Awards Kent in early October; and then in mid-October we picked up the Entrepreneur of the Year Award at the Swale Business Awards. These awards are incredibly valuable to us as an organisation, as they highlight that we're swiftly becoming recognised as one of the most prominent businesses in our region. We potentially have more awards coming up, as we have been shortlisted as finalists in both the Innovation and Exporting categories at the Made in the South East Awards, taking place at the end of November. More updates to follow on our website.

It is really important to me to acknowledge that AbBaltis would not be winning any awards were it not for the phenomenal work being done by our team. A business is only as good as the people in it, and I know that the AbBaltis team is filled with people who are committed to making this company the best it can possibly be, and driving us to constantly improve. I thank them for their continued support, and I know that we would not be in the position we are in now were it not for them.

Speaking of our people, there have been some big changes in our growing team; including welcoming our Transport Administrator Claire back from maternity

leave. We are proudly committed to being an inclusive employer, which is why we offer team members such as Claire hours that are flexible and family friendly so that she can still be around for her family. We are also supporting another team member to return to university by changing her hours to be flexible around lectures. The ethos of having a sustainable work-life balance is one of the founding principles of our business.

We are also delighted that Ocean has joined the team, and you can find out more about her role on page 2. We are recruiting more staff at the moment, so stay tuned to our website for more updates as more people join our ever expanding team.

After the success of our Summertime Hamper Promotion, I am also pleased to announce that we will be giving away a Christmas Gift Basket on eligible orders placed in December. We had some lovely feedback about our Summertime Hamper, so do your best not to miss out on the Christmas Basket. You can find more information about this special offer on page 3.

Uptake of our new E-commerce site is picking up pace, as customers are viewing it as a quick and simple way to place smaller orders. If you haven't had a chance to visit the site yet, you can find it by visiting our website and clicking on the "orders" tab. You can still contact us directly for bulk orders or if you are unable to find what it is that you are looking for.

Finally, we have had lots of positive feedback about our Babesia, Anaplasma, and Salmonella typhi antibody positive plasma, and now we are working on Rickettsia IgG and IgM serum and plasma, more details on which will be coming soon. At AbBaltis, our strength is to help our customers to develop ground-breaking test kits for brand new markers. Usually it is difficult to find such samples, but due to our team's extensive



*Giedre Brandao*

"know-how" and keen interest in IVD science we are ideally positioned to help researchers become the leaders in their markets.

As always, I hope that you find this newsletter useful and informative, and if you would like to discuss anything in greater detail, please don't hesitate to get in touch with me.

Giedre Brandao, Managing Director  
November 2019

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### AbBaltis At MEDICA 2019

We're delighted to be attending the 2019 MEDICA Trade Fair in Dusseldorf, Germany from 18th to 21st November.

We will be exhibiting in Hall 1, at stand F11-3.

If you are at MEDICA this year, please pay us a visit!



## Promotions And New Faces

One of the biggest delights we have here at AbBaltis is when we watch our people grow and excel in their roles. As such, it is with great pleasure that we congratulate Zach Groom on his promotion to Sales Account Manager.



Zach Groom

Our MD, Giedre, spoke about Zach's journey here at AbBaltis "It has been an absolute delight to watch Zach's growth and progression within the business. He is diligent and has always been keen to learn, and I am sure that the sky is the limit for him."

Zach discussed how he felt about his promotion and what he hoped to achieve in his new role: "I feel over the moon with being promoted to an account manager. I plan to really interact and engage with my customers and make sure I can help them as best as I can with their requests. I would also like to provide as much advice as possible."

Along with Zach's promotion we are also thrilled to welcome Ocean Bennett to our team as our newest Shipping & Packing Assistant. Prior to starting work for us, Ocean completed A Levels in Biology, Chemistry and History.

Ocean is working closely with Natalie and Charlotte, packing up samples ready for shipment to our customers, and ensuring that orders go out swiftly and safely. Ocean elaborated on what her job entailed: "It is very varied, as when I am not getting samples ready for shipment I might be doing a stock take or ensuring that the lab remains clean. There is a lot to learn and take in but it has been a really good experience so far."



Ocean Bennett

We are currently recruiting for several other exciting roles in the business. Keep visiting our website for more updates.

## Bulk Human Plasma And Serum

AbBaltis is able to offer our customers a wide selection of Allergy Positive, Autoimmune Antibody Positive, and Infectious Disease Human Plasma and Serum.

Below is just a small selection of what we have available. If you would like a more detailed list, please email [info@abbaltis.com](mailto:info@abbaltis.com) and we will send you our latest brochure.

PB-ALLE-1100	Bird IgG Positive
PB-ALLE-2500	Insect Venom IgE Positive (I1, I3, I5)
PB-AUTO-1530	Celiac Disease Positive
PB-AUTO-1900	Myasthenia Gravis Positive
PB-INFE-1030	Chlamydia trachomatis IgG Positive
PB-INFE-1340	Dengue Virus IgG Positive
PB-INFE-1440	Epstein-Barr Virus VCA IgA Positive
PB-INFE-1910	Syphilis Positive

If you are interested in any of the above, please contact us for a free sample.

## Disease State Plasma For Rare And Emerging Markers

Are you working on a new marker and can't find appropriate disease state plasma? AbBaltis is here to help.

We have developed a platform to quickly evaluate disease state plasma and produce disease state plasma and serum for rare and novel markers.

Giedre commented on this service: "We know that often there is a chicken and egg scenario where people want to develop a kit because there is a need for it, but can't get samples because there are no kits to test them! For example, a customer wanted to develop a kit to test for Babesia microtti IgG, a parasite causing a tick-borne disease, and we were able to test and find the right samples for our customer to progress with their project."

Another example of this was Salmonella typhi, where there were not many commercially available test kits; so we set up in house testing and we were able to find good, positive plasma that our customers could then use to develop kits.

Giedre continued: "Here at AbBaltis, we pride ourselves on our flexibility and

our ability to test on a wide range of parameters. If you are looking to develop a test kit but are struggling to find the relevant disease state plasma, then please contact us as we will be happy to try to help."

For more information, please email us on [info@abbaltis.com](mailto:info@abbaltis.com). You can find a list of some of the things we have tested for below:

- Salmonella typhi IgA and IgG
- Human Anti-Mouse Antibody (HAMA)
- Anaplasma IgG
- C. difficile IgG
- Babesia microtti IgG
- Bartonella henselae IgG
- Coxiella burnetii IgG
- Pigeon feather IgE and IgG
- Cannabis sativa IgE
- Malt IgE
- Green Pepper IgE
- Mushroom IgE
- Sheep IgE
- Cacao IgE
- Milk IgA, IgE and IgG
- Wasp IgE and IgG
- Cod IgE and IgG

## Raising Money For Cancer Support

In September, AbBaltis took part in "The World's Biggest Coffee Morning" to raise money for Macmillan Cancer Support.



Our wonderful team each brought in some cakes, which were then sold to both our staff and to others who are based on our site.

In total we raised £77.25 for the charity, which provides specialist care and financial support to those affected by cancer.

You can see some of our baking efforts below!



## AbBaltis: Now Accepting Online Orders

It has been a year of big developments here at AbBaltis, including the launch of our E-Commerce site, which you may have read about in our last Newsletter.

The goal of our E-Commerce site is to make it easier for customers looking to buy smaller amounts of product, or those who know exactly what they're looking for, to place an order quickly through our online portal. This also allows customers to place an order at any point during the day.

We have product on the site available from 1ml to 20ml, and products are tested using ELISA, ImmunoCap or BLOT.

If you have any colleagues or collaborators working in academia or pathology that could benefit from the site, please give them the code

MEDICACHOC to use at checkout in order to get a free mug and box of chocolates with their first order.

To place an order through our E-commerce site, simply visit [abbaltis.com](http://abbaltis.com) and then click on the "Order" tab and you will be taken through to our online order platform.

Innovative, reliable and quality biologically based products for our clients.

Order Online from our Special Selection of Disease State Plasma and Residual Clinical Samples

ORDER NOW →

TITLE	LOT NUMBER	DESCRIPTION	MATRIX	PRICE
D01 Dermatophagoides pteronyssinus Allergy IgE	Ab-E16008	Male, Age 34, 46.5 KAU/L Positive, CR-ALLE-4000, Size 10ml	Plasma	£119.00
D02 Dermatophagoides farinae Allergy IgE	Ab-D173058	Male, Age 27, 13.2 KAU/L Positive, CR-ALLE-4000, Size 1ml	Serum	£45.00
D02 Dermatophagoides farinae Allergy IgE	Ab-D173078	Female, Age 78, 5.57 KAU/L Positive, CR-ALLE-4000, Size 1ml	Serum	£45.00
D02 Dermatophagoides farinae Allergy IgE	Ab-D173088	Female, Age 15, 2.34 KAU/L Positive, CR-ALLE-4000, Size 1ml	Serum	£45.00
D02 Dermatophagoides farinae Allergy IgE	Ab-D173128	Male, Age 16, 47.5 KAU/L Positive, CR-ALLE-4000, Size 1ml	Serum	£45.00
D02 Dermatophagoides farinae Allergy IgE	Ab-D173088	Female, Age 55, 1.64 KAU/L Positive, CR-ALLE-4000, Size 1ml	Serum	£45.00
D02 Dermatophagoides farinae Allergy IgE	Ab-D173108	Male, Age 38, 8.94 KAU/L Positive, CR-ALLE-4000, Size 1ml	Serum	£45.00

## Christmas Is Coming!

With Christmas just around the corner, we have a fabulous new promotion that will be available throughout the month of December.

For every order for material that is placed in December, we will send a Christmas Gift Box out to customers (featuring the items below).



The Gift Box will be similar to our Summertime Hamper that we gave away in August, although the contents will instead be Christmas favourites; including Christmas Coffee, Cookies and Seasonal Preserves.

If you want to take advantage of the offer, why not request some free samples of the stock you might need today, so that you have time to test before December? You can read the full terms and conditions of the promotion below.

### Gift Box Promotion - Terms and Conditions

1. Offer only valid on orders placed between December 1st 2019 and December 31st 2019.
2. Orders must be to a value of £2,500 or over to be eligible for a Gift Box.
3. One Gift Box per customer.
4. Gift Boxes are subject to availability.
5. AbBaltis reserves the right to change or amend this promotion at any time.
6. In the event that the Gift Box is no longer available, AbBaltis will offer a prize of equal or greater value.
7. AbBaltis will use the official monthly HMRC exchange rate to calculate the value of orders placed in EUR and USD.
8. Gift Boxes will be shipped separately from your order and will arrive within 4 weeks of your order being placed.

## Settling In To Our New Offices

This Summer, we moved into new offices which doubled our laboratory and office space.

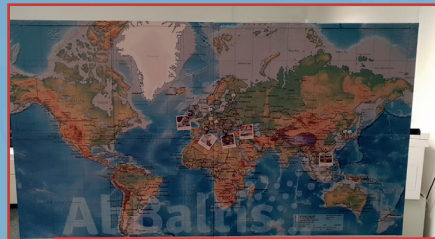
Now that we are settled in, we have been enjoying the process of getting our new premises exactly how we would like them.



With science at the heart of the business, we have decorated the offices accordingly. Above is a photo of our staff lockers that have a "periodic table" theme.

On the other side of the lockers is a map of the world, to both remind us that we service customers that are spread across the globe, and to help us keep track of all of the places that Abe has visited on his travels! You can see pictures of this (top right).

We are also working hard to get our laboratories working as efficiently as



possible. As such, we have invested in "Shadow Boards" for things such as cleaning equipment. This is to ensure that we can all stick to the ethos of "everything in its place and a place for everything."



Keep following us on social media and visiting our website for more updates on our new premises.

## Christmas Opening Hours

Please note that our offices will be closed on Tuesday 24th December 2019 for nine days, so that our team can enjoy a well deserved Christmas break with their families. We will reopen as normal on Thursday 2nd January.



Time for a break? Give your brain some exercise with our festive-themed Word Search

A	E	H	D	A	E	R	B	R	E	G	N	I	G	N	B
R	T	K	S	P	F	T	V	E	L	V	E	S	I	T	J
M	A	T	B	X	R	Z	U	O	Y	C	U	O	R	S	R
S	R	C	I	T	I	N	A	N	T	M	G	E	W	F	E
G	O	J	A	I	D	V	T	K	T	Y	E	Z	T	E	K
N	C	H	V	N	W	Q	N	L	D	S	P	T	E	O	C
I	E	U	C	S	D	D	A	S	X	U	E	M	Y	T	A
P	D	R	Q	E	O	L	S	L	E	I	G	H	L	E	R
P	L	E	P	L	G	B	E	E	R	N	N	R	C	L	C
A	C	E	C	N	C	M	Y	I	A	A	O	F	Z	T	T
R	H	D	W	Y	A	F	I	G	M	U	K	S	W	S	U
W	I	N	T	E	R	S	X	W	I	B	S	L	Q	I	N
U	M	I	D	N	O	D	O	E	J	V	A	L	H	M	L
P	N	E	I	E	L	N	Z	R	G	X	A	E	M	H	C
E	E	R	G	T	S	O	M	E	R	R	Y	B	T	A	V
R	Y	U	K	A	C	H	R	I	S	T	M	A	S	E	L

Hidden Words

- BELLS • CANDLE • CAROLS • CHESTNUT • CHIMNEY • CHRISTMAS
- DECORATE • ELVES • GINGERBREAD • MERRY • MISTLETOE
- NUTCRACKER • REINDEER • SANTA • SLEIGH • SNOWMAN • TINSEL
- TREE • WINTER • WRAPPING



### Abe's Competition

Our trusty mascot Abe has got an AbBaltis Mug and T-shirt combo to give away.

To be in with a chance to win, simply complete and scan the Word Search and email it to [abe@abbaltis.com](mailto:abe@abbaltis.com).

The winner will be notified by 31st January

### Abe's Awesome Adventures

It has been exciting few months for Abe, our "No Drama" Llama, as he has been all around the globe on his adventures.

He's been far and wide, spending time throughout Europe and even visiting Shenzhen, China.

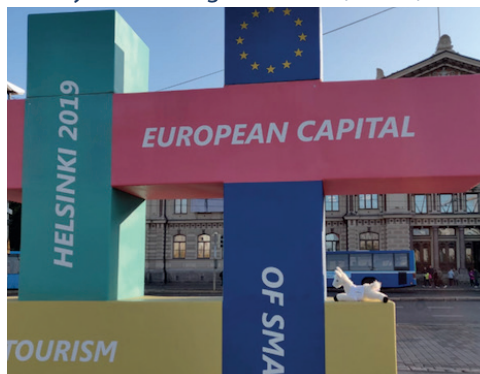


Here's Abe paying a visit to Uppsala, Sweden, where he took in some historical sights around the town, including having a quick break on a cannon.

He then toured around Lithuania, where he enjoyed the Medieval architecture and history, including visiting Trakai Island Castle (centre right). He also spent time in



Helsinki, Finland, where he enjoyed touring the city and visiting museums (below).



Finally, it is not all play and no work for Abe. He has been hard at work with one of our customers in Scotland, where he has been promoted to Fire Marshall and has been working in the laboratory!



Abe absolutely loves travelling, so if you would like Abe to pay you a visit so that you can take him on an adventure, please email [abe@abbaltis.com](mailto:abe@abbaltis.com) and he will make his way to you. You can also follow his ongoing adventures on the blog section of our website.