

DNA – shedding light on shedding weight

More people will lose weight effectively if they focus on reducing the amount of fat in their diet rather than carbohydrates, a study by BioClinics shows.

We analysed the results of 1,150 weight-loss DNA tests conducted by BioClinics in 2016, and found 40 per cent of clients were best-suited to the 'fat trimmer' diet and high-intensity activity.

These individuals can metabolise carbohydrates more efficiently than fats, so they can include more carbs in their calorie intake.

Under this programme, the diet should comprise 52 per cent carbohydrates, 26 per cent protein and 22 per cent fat.

Just over 30 per cent were best-suited to the 'carb reducer' diet and high-intensity activity.

People in this category can metabolise fat more efficiently than carbs, so they are more prone to gaining weight through excessive carb intake.

The 'carb reducer' diet should comprise 38 per cent fat, 35 per cent carbohydrates and 27 per cent protein.

Both groups tend to lose less weight and fat than expected with moderate activity, so they require more intense exercise to achieve their goals.

The study showed 12 per cent would benefit most from a 'better balancer' diet and high-intensity activity. These people can metabolise carbs and fats equally effectively.

This diet comprises 47 per cent carbs, 31 per cent fat and 22 per cent protein.

Seven per cent were best-suited to a combination of 'carb reducer' and medium exercise; six per cent to the 'better balancer' diet and medium exercise, and four per cent to the 'fat trimmer' diet and medium activity.



BioClinics' scientific director Nichola McChrystal says genetics play a key part in helping people to lose weight successfully.

"In many cases, people who have taken our test have struggled to shift the pounds, and their DNA results have given them an insight into that frustration," she says.

"Those who have matched their diet and exercise regime to the genetic variations which our DNA test focuses on have had much more success.

"Many people these days look for a quick fix or use diets that may yield rapid results but are ultimately unsustainable,

as eventually they pile on weight again.

"Our test is about a lifestyle change. The DNA results apply to each person for life, and promote a healthy, ongoing and sustainable approach to diet and exercise."

Nichola adds: "Our modern-day diet in the UK is rich in basic carbohydrates and saturated fats. While people have a choice of healthier food, the cost and convenience of fast food and ready-made meals suit the busy pace of everyday life.

"These test results indicate that most people are more likely to experience substantial weight gain due to the poor diet associated with our busy lifestyles.

"To compound the situation, although the pace of life seems to have increased with the advent of mobile technology and convenience, most adults and children lead more sedentary lives than a generation ago.

"This reduction in physical activity, coupled with a poor modern diet, plays a considerable part in the obesity problems we see today.

"Individuals can make a big difference by making significant lifestyle changes. A good start is knowing exactly how your body responds to diet and activity. The genetic test we provide empowers people to make informed choices regarding their lifestyles."

To find out more about how people who've taken our weight-loss test have made successful lifestyle changes, we asked Susannah Makram (pictured), an osteopath, founder of The Functional Healthcare Group and a naturopath with interests in nutrition.



Susannah uses our DNA test to help her clients with their weight management plans. The majority are men aged 35-45 who work in corporate or finance roles. She says: "The best results have seen clients lose 10kg or more.

"I use the data from the test results and analyse each client's lifestyle to help them make lasting changes in a convenient way.

"My advice is super-practical and I make it as easy as possible for them.

"For example, I liaise with their PA or secretary if they are in charge of picking up lunch.

"Clients have told me they now take shorter lunch breaks and are consequently more productive in their jobs.

"Others now spend less time thinking about food or planning their meals, so they can focus more on spending quality time with their families."

Welcome...

A belated Happy New Year to you all and welcome to the latest edition of the BioClinics Bulletin.

As we look forward to further success in 2017, I would like to reflect on the past year and thank our clients, suppliers and hardworking staff for your continued support.

Last year was saw a number of comings and goings and I am looking forward to more stability in 2017!

This brings me nicely on to welcome three new members of staff at our head office in Manchester. Kaytie, Emily and Qesma all join BioClinics having completed degrees in biomedical sciences and biomaterials. Their qualifications and experience will greatly benefit the business as we prepare to launch a range of exciting tests this year, in new areas of science.

We say farewell to Tom Wood, who has been with the company for two-and-a-half years.

Tom started as an apprentice and earned a full-time contract after completing his training. He has ambitions further afield in Australia, and I wish him well in his adventures!

For the first six months of 2017, I will be heavily involved in launching our new genetic cancer risk test.

This is a work in progress and I want to ensure we have the appropriate support levels in place for the results process before launching the test. Keep an eye on the press in the coming months, as I am sure this will catch the media's attention.

I hope you enjoy reading this issue of the newsletter, and here's to a positive and productive 2017 for everyone!

Nichola

NEW PRODUCTS IN THE PIPELINE

This is shaping up to be a very busy and exciting year for BioClinics. Scientific director Nichola is working on several projects which will see a number of new products added to our portfolio.

The first will be the genetic cancer risk test. Initially, it will focus on breast cancer risk and will be offered along with a comprehensive support package to women across the UK. The support package will be unique within the industry, as it will provide clients with unrivalled access to post-test cancer detection and prevention services.

Building on the success of our polygraph testing service, we will be introducing a fully-automated 'deception detection' product later this year. This has been pitched to a major UK airport, which has shown an interest in its application for screening and interviewing techniques

within passport control. We are very excited about this particular product and will provide an update in the next newsletter.

Finally, as a company, our policy is to always recommend that our clients attend an appointment at one of our clinics or have the convenience of a mobile sample collector visit their location. However, there has always been, and will always be, a market for self-collection DNA kits. We strongly believe that this must be done through an appropriate sales channel. This is why BioClinics has recently teamed up with high street chain Boots to sell peace-of-mind paternity DNA tests through its website. Boots is a reputable and established brand.

We are also hoping to start negotiations on expanding sales of the kits to Europe in the next couple of months.

HELLO TO GRADUATE TRIO...FAREWELL TO OZ-BOUND TOM



Welcome to our graduate recruits Qesma Mohammed, Kaytie Evans-Jones and Emily Croasdale, who are pictured left.

Qesma and Emily studied at Manchester University for degrees in biomaterials and biomedical sciences respectively.

They have both begun their careers at BioClinics as clinical administrators, but they will be fast-tracked to become clinical advisors over the coming months.

Kaytie joins as a clinical advisor having graduated in biomedical sciences from Liverpool John Moores University.

All three will be involved in project work currently being undertaken by Nichola. Emily is a keen footballer and plays competitively at a high level. Qesma enjoys synchronised swimming in her spare time, while Kaytie tends to her pet goats back on the family farm near her hometown of Shrewsbury.

Finally, we offer our best wishes to Tom Wood, who joined BioClinics in 2014 as an apprentice and became a valued member of the clinical administration team. Tom is heading off to Australia to experience what life Down Under has to offer.

EFFICIENCY DRIVE IS RIGHT ON TARGET



A number of improvements to the sample collection process are currently under way in an efficiency drive spearheaded by BioClinics director John McChrystal.

John's previous experience in lean manufacturing and Six Sigma techniques at pharmaceutical giant GlaxoSmithKline is proving valuable in identifying waste within the current process.

His review has so far identified unnecessary duplication and paperwork as well as excessive administration and documentation for testing kits and an inability to react to client demand for appointments when required.

Measures which will lead to significant improvements are now well under way. These include:

- Streamlined and electronic documentation
- Stocking kits with sample collectors
- A review of the sample collector network and data cleansing for the associated database
- Development of a new scheduling system for clinics, sample collectors and BioClinics staff

In addition, more clinics and mobile sample collectors have been furnished with new breathalysers. This is a key enabler, as it will mean we are able to meet the increased demand from Network Rail for drug and alcohol testing.

HATS OFF TO HAT-TRICK HEROES

Congratulations to the BioClinics team for once again maintaining our three ISO certifications and our Network Rail accreditation for the third year in a row!

In July, the quality and compliance team passed the external Network Rail audit with flying colours. Several positive observations were made by the auditor, including praise for the Quality Incident Report process to handle non-conformance during sample collection.

When September came, two external assessors came to our head office for a day to audit all of our quality, information security and environmental management systems.

Again, the team passed with flying colours, with no non-conformities or observations being made. One of the auditors said: "You get a sense of the control in place when you walk through the door". That comment was very well-received! **Well done team!**



Our picture shows (from left to right) Allan Baskerville - CQS lead assessor, Beth Fair Lawton - BioClinics clinical operations manager, Jemma Major - BioClinics quality assurance manager and Michael Barber, CQS assessor.

