



YOUR PARTNER IN MANUFACTURING AMAZING NUTRACEUTICALS

SMP stands for Supplement Manufacturing Partners. Our team is dedicated to be your partner in most efficiently manufacturing your growing vitamin business to scale.



ABOUT SMP NUTRA

OUR COMPANY

SMP Nutra is a leading private label contract manufacturer for the supplement industry. Whether your brand is just starting out or well established, SMP Nutra has you covered from stock to custom formulations.

Regarding our stock formulations: we pride ourselves on being the most trend-responsive contract manufacturer in the industry. Our proprietary research algorithms enable us to lead the pack with the hottest formulations and formats on the market.

Our in-house products are tested on reception to ensure GMP compliance before and after the product is made which allows us to place you under our 2-million-dollar liability policy as additionally insured through manufacturing with us.

With 24/7 dedicated customer support, we are here to help you grow your brand as well as field any questions or concerns that may arise at any time.

We truly are your partner in manufacturing.

FREQUENTLY ASKED QUESTIONS

SHOULD I GO WITH A CUSTOM OR STOCK FORMULATION?

As industry professionals, we recommend that you start with our carefully crafted stock formulations for several reasons. By private labeling one of our stock formulations, you can take advantage of the lower pricing from purchasing trending products out of an exponentially larger production run with shorter lead times. With custom formulations, you are paying a higher price on an unproven formula at lower volumes with longer lead times.



WHAT IS YOUR MINIMUM ORDER QUANTITY?

- MOQ for stock products 1,500 bottles
- MOQ for custom capsules or tablets 150,000 pieces ex 60ct 2,500 bottles
- MOQ for custom liquid 2,500-5,000 bottles (depending on complexity of formula)
- MOQ for custom softgels are 300,000 pieces ex 60ct 5,000 bottles
- MOQ for a custom gummy 500K-1 million pieces (depending on complexity of formula) ex 60ct 8,333 -16,666 Bottles.

WHAT DOES IT COST TO LAUNCH A PRODUCT?



There are many variables that influence the cost of launching a product. Stock product costs range from \$4-\$20 dollars a unit which is product and volume dependent. When it comes to launching a custom product, it would be dependent on the cost of ingredients, if the product needs a flavor profile as well as any R&D. That said, typical custom formulation costs fall

between \$5-\$30 dollars. Please bear in mind that these figures include bottling, desiccant Pack for freshness, lid, heat induction seal under the cap, all testing for GMP Compliance, and tamper proof neck band seal, label application, but do not include the cost of labels, shipping of finished products, marketing, etc.



CAN YOU SHIP INTERNATIONALLY?

SMP does not handle international logistics. We are experts in international compliance and can provide you and the freight forwarder with all necessary documentation for import/export. The freight forwarder would pick up the goods from our warehouse and deliver them anywhere in the world

WHAT TYPES OF PACKAGING DO YOU OFFER?

We primarily work with HDPE and PET Bottles in a variety of sizes and shapes. In addition, we have the capability to work with glass containers and gusset bags. Custom packaging is always an option, though custom packaging MOQ's are higher and are set by the packaging supplier. We can also take customer-supplied packaging; however, we would need to see a sample before making sure it will fit on our bottling line.



WHAT ARE YOUR LEAD TIMES?

Our standard lead time for stock products for a new customer is 2-4 weeks from label reception for gummies, capsules, softgels, liquids, powders, and tablets, and for a reorder, it would be 4-6 weeks total based on labels being in house. We encourage our clients to order double the labels on the initial run to expedite reorders and receive a better label price. Packaging will not be scheduled until the labels are printed and in our hands.

WHAT IS YOUR TESTING PROCESS?

From raw materials to completed products, SMP Nutra's product testing and quality control processes are rigorous and formulaic. Materials are always checked and verified multiple times throughout the production and packing lifecycle. Our testing procedures meet and exceed FDA / cGMP standards.



DO YOU CARRY VEGAN GUMMIES?

Yes, we carry a variety of vegan products. Please look through our entire portfolio to see all of our products and get all the information on what interests you most. If the listing does not include the information you desire, please then ask your sales representative about it, i.e., We put time and effort into our products, listings, and titles to display all major marketing points and eliminate unnecessary back and forth.



CAN YOU ASSIST WITH MARKETING?

Yes. We have a sister company called SMS Nutra (smsnutra.com) that can fulfill all your graphic design and marketing needs. Services ranging from graphic design, website and logo creation, marketing, and promotional videos can be added to your order for a separate cost. Our team has a combined 50 years of experience and has seen what successful companies do right and what the losers do wrong. Let us guide you down the right path and ensure we are all successful together.

CAN I GET 100 BOTTLES OF 15 DIFFERENT PRODUCTS FOR THE 1,500-BOTTLE MINIMUM?

At this time, our high-speed equipment is set to produce no less than 1,000 bottles per SKU of each product.

CAN YOUR GUMMIES SHIP TO WARMER CLIMATES WITHOUT MELTING?

Yes. Many of our competitor's gummies are gelatin-based. These gummies, for lack of a better term, "sweat" and clump in higher ambient temperatures, particularly under longer time frames associated with long-distance shipping and storage. All SMP Nutra's gummies are pectin-based, which can withstand 70-80 degrees Fahrenheit temperatures but should ship in temperature-controlled vessels at around 70 degrees Fahrenheit.



DO YOU OFFER FULFILLMENT?

When your private label supplement is flying off the shelves, you will require an organized and reliable facility to store and ship it out. We have a large, state-of-the-art warehouse that is equipped to store your products. Large and small, it is from here that we pick, pack and ship your orders. We offer advanced software to maintain inventory accurately and to provide you with vital statistics that can aid you in several ways.



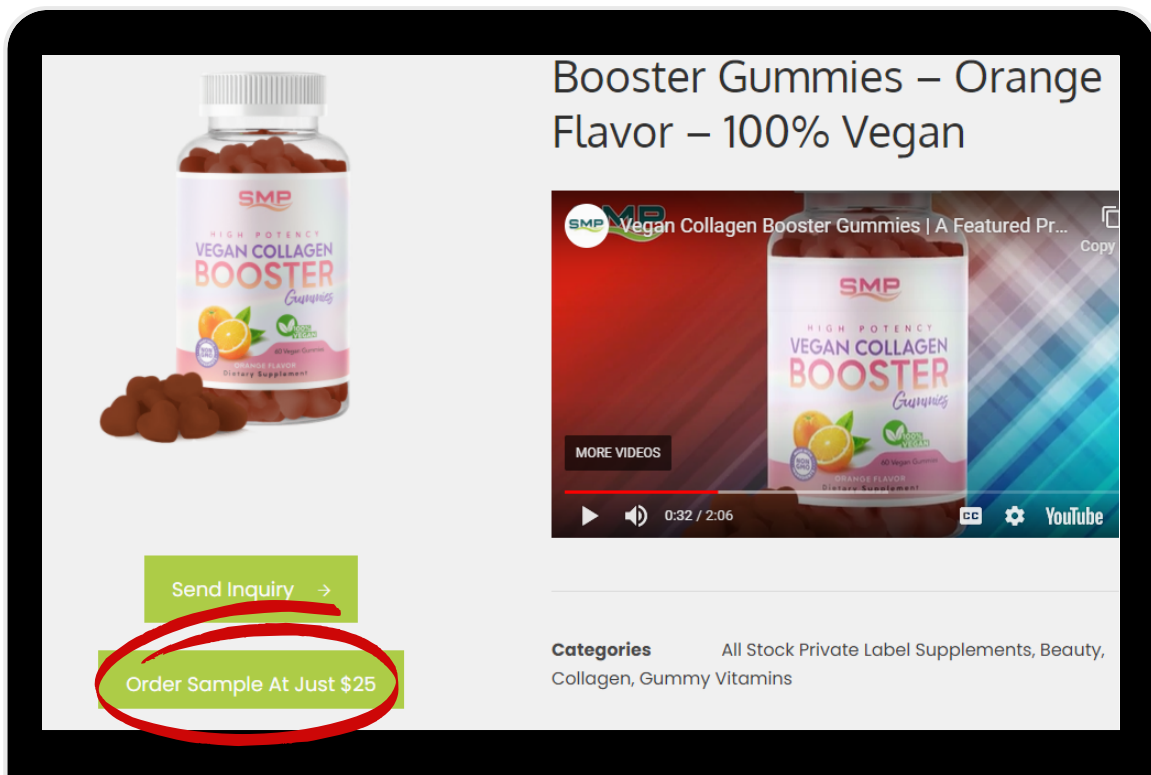
CAN YOU HELP US WITH AMAZON COMPLIANCE?

SMP Nutra can provide all the documents that you need to set up your Amazon Seller's account. We are experts in Amazon compliance, marketing, formulation, and development. We are contracted with an ISO Certified lab for all our client's needs. Letter of Guarantees and COA requests are typically handled in 1-2 business days.



CAN YOU SEND ME SAMPLES?

Yes! You can order samples right through the SMP Nutra website. With the number of inquiries we receive, we can't offer free samples. You can use the below to order them. Once you place a full product order and are a partner/customer of SMP, you can ask your sales representative for samples of other products you are interested in.



SMP NUTRA MANUFACTURING

CAPSULE
MANUFACTURING



TABLET
MANUFACTURING



CUSTOM POWDER
MANUFACTURING



CUSTOM SOFTGEL
MANUFACTURING



CUSTOM GUMMY
MANUFACTURING

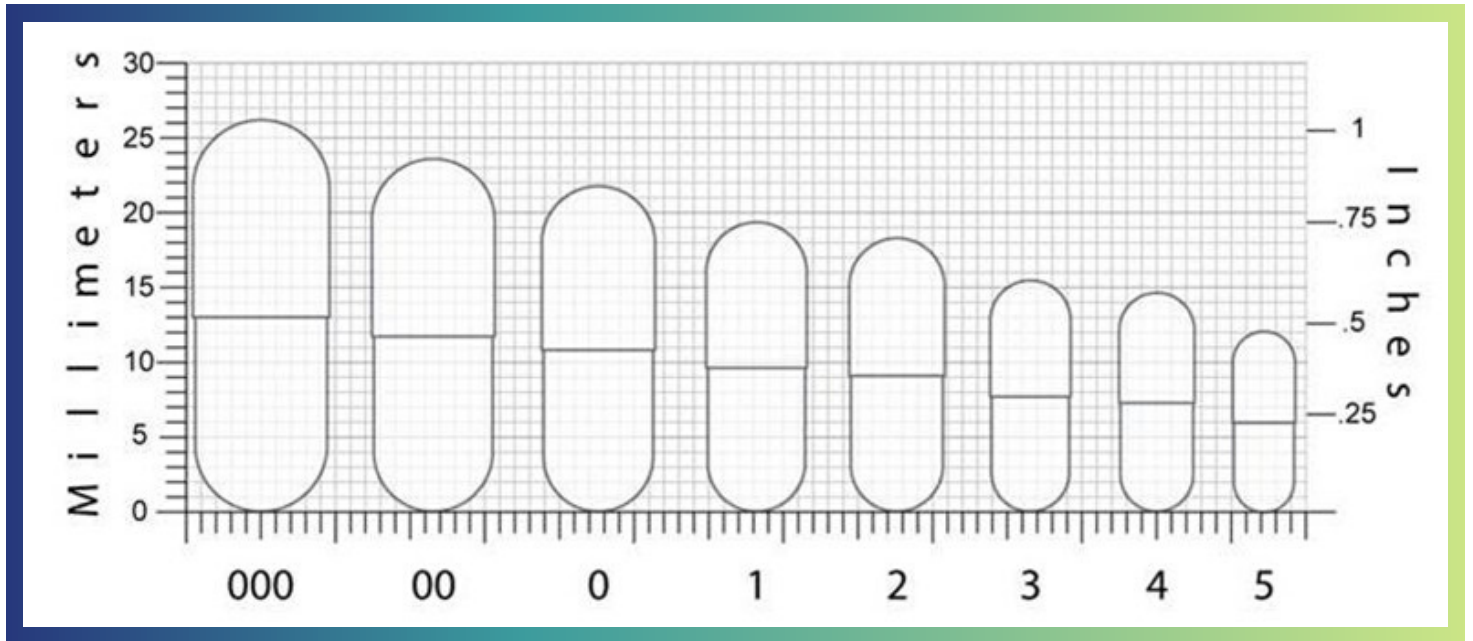


POWDER &
GUMMY FLAVORS



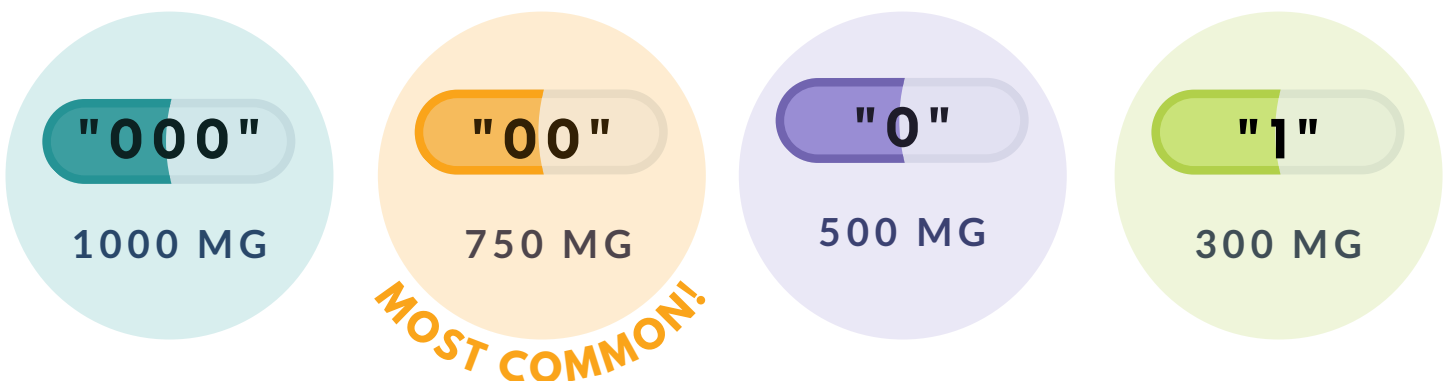
CAPSULE MANUFACTURING

CAPSULE SIZE CHART



While the capsule sizes typically hold the below number of milligrams, the total amount of milligrams can vary based on the density of the raw materials going into the capsules. Something like an herbal powder or amino acid would be a lower density than a calcium mineral powder.

AMOUNT OF MILLIGRAMS POSSIBLE PER SIZE



We do also have capabilities to produce size "3" and "4" capsules, which would be the smallest sizes and formula dependent.

CAPSULE MANUFACTURING



Here at SMP, we manufacture 2-piece hard capsule shells. We also have full custom capabilities for capsules where clients can send us their formula.



GELATIN

Our gelatin capsules are made from Bovine Gelatin, typically from cattle hoof. These are kosher-friendly.



VEGETARIAN

Our vegetarian capsules are made from Hypromellose, typically from tree bark. These are currently the most popular.

PULLULAN

Our pullulan capsules are made from starch. These are the least common. These capsules do have the possibility of being fully organic.



LIQUID FILLED

We have the capability for certain products to produce a 2-piece capsule shell that is banded around the middle and filled with liquid. The MOQ for this is just 250,000 capsules and is a good solution for oil products like Black Seed Oil to make a vegetarian-friendly product.



All capsules are tested for dissolution. This is to ensure they properly dissolve in your body.

Capsules are manufactured on semi-automatic or fully automatic encapsulation systems depending on the size of the order and materials in the formula.

We have many of both types of encapsulation systems available to service our clients.

CAPSULE MANUFACTURING



THE PROCESS OF MANUFACTURING A CAPSULE IS:

SMP Nutra is a leading private label contract manufacturer for the supplement industry. Whether your brand is just starting out or well established, SMP Nutra has you covered from stock to custom formulations.



All of our capsules go through a double polishing and inspection process to ensure top quality before packaging or bulk sale.

For capsules to be manufactured, they may need some flow agents to properly work on the machine or fillers so that the capsule is full (no one likes empty space in a capsule).



1 Capsule quote

2 Formula, Pricing, and Run Size agreed to

3 Order Placed

4 Materials Ordered

5 Materials received and tested for Identity, Potency, Microbial, and Heavy Metals

6 Materials released for manufacturing

7 Materials blended

8 Capsules produced

9 Capsules Polished

10 Capsules Inspected

11 Capsules get finished product testing

CAPSULE MANUFACTURING

The ingredients can dictate what flow agents and fillers are needed. Products like Alpha GPC, Sunflower Lecithin, and others derived originally from oils and turned into powders can be very hygroscopic, meaning they absorb moisture from the air. This would make them clump in the equipment and not be able to encapsulate without the use of flow agents or anti-caking agents such as Magnesium Stearate and Silicon Dioxide.

Where possible, we do strive to keep our formulations as natural as possible using the natural flow agent/filler Nu-Flow, which you can read more about below. Nuflow is derived from Brown Rice Powder. <https://www.ribus.com/nu-flow/>



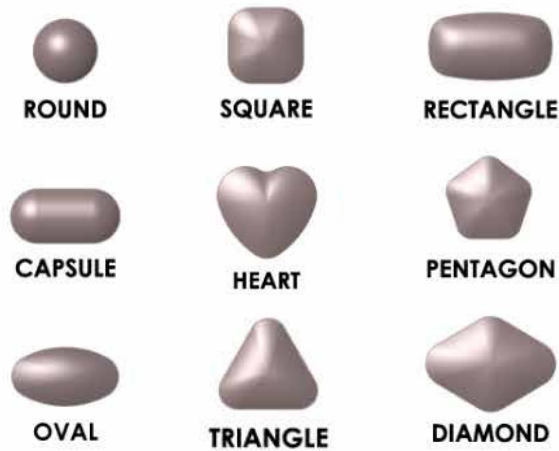
SMP is a clean label certified manufacturer and allows clients to use their Artificial Excipient Free logo on certain products



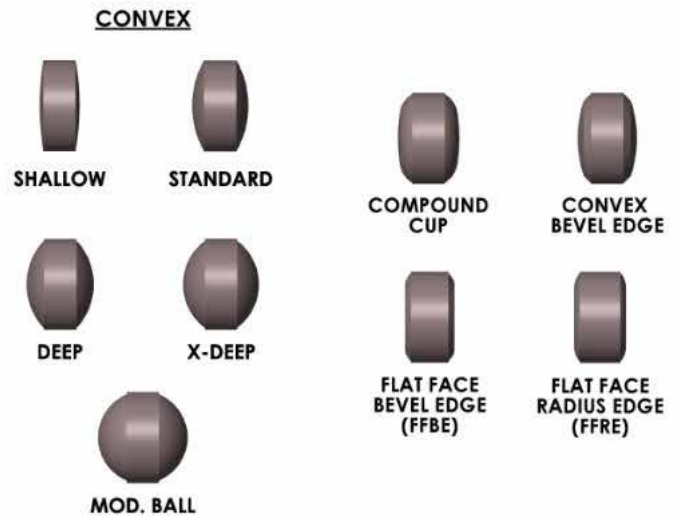
TABLET MANUFACTURING



COMMON TABLET SHAPES



COMMON TABLET PROFILES



Why do people still use tablets when we can make capsules ?

Tablets can hold much more weight than a capsule and are universally vegetarian-friendly. Many formulas have been made in tablets for so long that people are just accustomed to it. It can also be cost-effective for some products to be in tablet form, especially if you can fit what would have been in 4 capsules and taken 120 capsules for the bottle to now fit in 2 tablets and have just 60 tablets in the bottle.

Tablets are manufactured on a machined called a "Punch". Punches come in various shapes and sizes. The tablet is compressed between two punches forming the tablet.



Round Tablets can go up to around 600-700mg. Round Tablets With a bisect (the bisect would make it so the tablet can easily be broken in half) can go up to around 800-900mg.

Caplets (the shape of a capsule in tablet form) can go up to around 1300mg.

Mega Punch (this would be the biggest tablet and could hold the most weight for a large formula) can go up to around 1,500 mg.

Chewable Tablets (these are exactly what they sound like and can be flavored and sweetened to the customer's preference or to match their existing formula) can go up to around 2,000mg, including the flavor and sweetener.



If a customer is interested in creating their own custom tablet punch for a specific shape OR having their logo or initials in the tablet, this is also possible.

For them to purchase their own custom tablet punches, it would typically be around \$7,500, depending on the size of the tablet and how many punches need to be bought.

There are a variety of different tablet presses we have available for use.

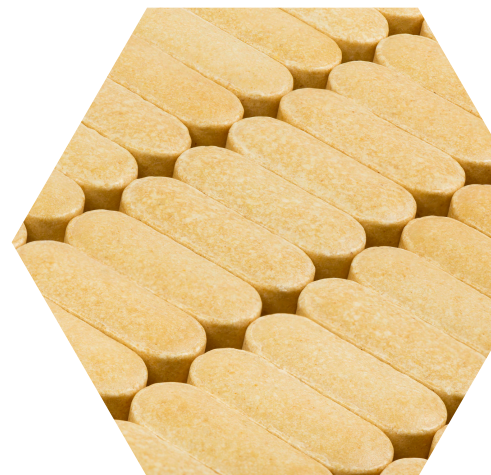
Some may have 16 stations (a station is how many punches are on the press). Some may have 32 stations. The press with 32 stations would produce more tablets in less time, but the 16 station press may have a higher compression for the tablet, so depending on the formula and how it holds up, it would need a specific press. Very fast presses use overhead fillers to put the powder into the machine quicker than someone could manually since the presses are working so fast. This is for orders of millions of tablets at a time.



TABLET MANUFACTURING

THE PROCESS OF MANUFACTURING A TABLET IS:

- 1 Tablet quote
- 2 Formula, Pricing, and Run Size agreed to
- 3 Order Placed
- 4 Materials Ordered
- 5 Materials received and tested for Identity, Potency, Microbial, and Heavy Metals
- 6 Materials released for manufacturing
- 7 Materials blended
- 8 Materials Compressed
- 9 Tablets Tested for Friability, Hardness, Dissolution
- 10 Tablets Coated
- 11 Tablets Inspected
- 12 Tablets get finished product testing



TABLET MANUFACTURING



FRIABILITY

Our tablets go through a double inspection process to ensure top quality prior to packaging or bulk sale.

Why is friability testing important?

Friability (the condition of being Friable) testing is a method, which is employed to determine the physical strength of compressed and uncoated tablets upon exposure to mechanical shock and attrition. The strength of a tablet plays a very important role in its marketing and dissolution. This testing is to ensure the tablets do not become dusty or break over time in the bottle.



Why is a tablet hardness test done?

Tablet hardness testing is a laboratory technique used to determine the breaking point and structural integrity of a tablet and determine how it changes "under conditions of storage, transportation, packaging and handling before usage." The breaking point of a tablet is based on its shape. This is done to ensure that the tablet is hard enough to hold up over time but is not too hard to not dissolve in the body.



All tablets should have a coating unless it is a chewable tablet. Unfortunately, if you do not mention a coating to some manufacturers, you will not get one, and the product will be inferior. Coatings come included in all SMP quotes and products.

TABLET MANUFACTURING



TYPICAL TABLET COATINGS INCLUDE:

PHARMACEUTICAL GLAZE

(Clear Coating on a tablet to keep it from chipping or becoming dusty in the bottle over time) If a coating is not specific, we will automatically assume a pharmaceutical glaze for the product.

COLOR COATING

(Tablets can be color coated to the exact Pantone Color) it is important to note if the tablet is color coated as this is more costly than the standard pharmaceutical glaze.

GLAZE W/ VANILLA OR CITRUS FLAVOR

This is for tablets that can have an off smell or taste. Natural Vanilla Flavor or Citrus Flavor can be added in to help mask the smell and taste.



In order for a tablet to stick together, it is most likely going to need binders and other ingredients to help it dissolve.

Calcium Carbonate can be a good ingredient to increase the density of a tablet and help it stay together while adding some nutritional calcium value.

Croscarmellose Sodium is typically used as a disintegrant - in other words, it ensures the tablet dissolves in your body and does not come back out the other end.

Magnesium Stearate is used to help the powder flow and not clog in the tablet press - we can also use or call it Vegetable Stearate.

Stearic Acid is widely used in oral pharmaceutical formulations. It is mainly used in oral formulations as a tablet lubricant, although it may also be used as a binder (Kibbe, 2000). Stearic acid has been used for the controlled release as a dispersion medium of drugs in the form of microspheres made of fats and waxes.

Dicalcium Phosphate is used as a tablet binding and flowing agent.



CUSTOM POWDER MANUFACTURING

BLENDING

Your powder formula must be homogenously blended to ensure the even distribution of ingredients in each bottle.

BOTTLE/BAG FILLING

Once all ingredients in your formula are blended, they are filled in your bottle or bag of choice. We offer amazing packaging options to fill your powder with.



POLISHING & INSPECTION

Each powder bottle is polished of any excess powder for a clean, finished look and triple inspected for any defects.

TESTING

After the powder is manufactured, we run identity, potency, micro, and heavy metal tests post-inspection to ensure pharmaceutical grade quality.



CUSTOM SOFTGEL MANUFACTURING



SOFTGEL SIZE CHART

OVAL



OBLONG



Softgels can range in size from two oval to 24 oblong.

Different manufacturers call their molds different sizes, so one client's "24 Oblong" may be referred to as a 30 oblong by someone else. In this case, we would talk in terms of fill weight. Something as small as a 3 or 4 oval would hold our 5,000IU Vitamin D products to get a feel for the sizes.

- a 10 Oval would be our 500mg Krill Oil
- a 20 Oblong would be any of our 1,000mg softgels (Fish Oil, Coconut Oil, Flaxseed Oil, CLA, Etc.)
- a 24 Oblong would be our High Potency 1,250mg Fish Oil 450EPA-300DHA



CUSTOM SOFTGEL MANUFACTURING

The main purpose of softgels is to encapsulate oils. If the active ingredient is very little and a filler is needed, common fillers are:

- Soybean Oil
- Olive Oil
- Coconut Oil
- Flaxseed Oil
- Hempseed Oil



Softgels can hold powders by suspending the powder in oil. A softgel can not hold nearly as much powder as it can oil, and if the powder is acidic, it should not be used as it can cause the softgel to leak.

An enteric coating can always be added for products like fish oil or any oil that can cause a bad aftertaste. Enteric coatings add anywhere from \$12-16 per 1,000 pills.

An enteric coating is a coating typically made of CAP, CAT, PVAP and HPMCP, fatty acids, waxes, shellac, plastics, and plant fibers. This coating allows the product to pass the stomach acids and break down in the small intestine.

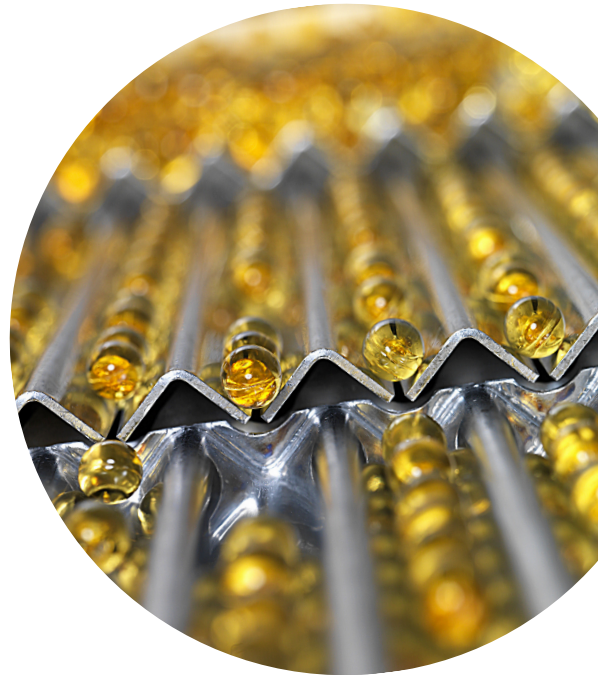
With an enteric coating, not only can the bad aftertaste be avoided, but it also enhances the absorption rate of the product since it is now absorbed in your small intestine rather than dissolved by your stomach acid.



CUSTOM SOFTGEL MANUFACTURING

THE PROCESS OF MANUFACTURING A SOFTGEL IS:

- 1 Softgel quote
- 2 Formula, Pricing, and Run Size agreed to
- 3 Order Placed
- 4 Materials Ordered
- 5 Materials received and tested for Identity, Potency, Microbial, and Heavy Metals
- 6 Materials released for manufacturing
- 7 Materials blended
- 8 Softgels produced
- 9 Softgels dried
- 10 Softgels Inspected
- 11 Softgels get finished product testing



CUSTOM GUMMY MANUFACTURING

Please browse our stock gummies catalog online to see which shapes are readily available. If you require a custom mold, prices typically range from \$5000-\$7500.

THE PROCESS OF MANUFACTURING A TABLET IS:

- 1 Gummy quote
- 2 Formula, Pricing, and Run Size agreed to
- 3 Order Placed
- 4 Materials Ordered
- 5 Materials received and tested for Identity, Potency, Microbial, and Heavy Metals
- 6 Materials released for manufacturing
- 7 Materials blended
- 8 Gummy molding
- 9 Gummies dried
- 10 Gummies inspected
- 11 Gummies get finished product testing

We are experts in gummy formulation and flavoring. We can make sure your product contains as much as possible in a gummy, tastes great, and is extremely marketable.

For Custom Gummies, a sample approval is required. Samples are typically delivered 10-15 business days from when the order is placed (this can vary based on product complexity)



POWDER & GUMMY FLAVORS

SMP Nutra's approach to flavor development is very customer and product-specific. Because some flavors are easily masked, the development of a suitable target flavor profile is much easier. However, some products require unique flavoring to mask or alter the natural flavors used in the product formula.

We can utilize both natural flavoring, artificial flavoring, or a combination of both to achieve your desired product flavor. With our dedication to accurately recreating your desired flavor, your finished product will always meet your expectations.

WE HAVE PRODUCED A LARGE SELECTION OF FLAVORED PRODUCTS IN CATEGORIES THAT INCLUDE:

- fruits
- citrus
- berries
- regional fruits
- herbal
- caramels/sugars
- nuts
- spices
- vanillas
- chocolates
- desserts
- dairy
- nostalgia flavors

