



## CONTRACT MANUFACTURING SERVICES

Five Flavors Herbs is proud to offer contract manufacturing and private label services for practitioners and companies wishing to develop and market their own brands of liquid herbal extract lines.

## COMMITMENT TO QUALITY

Superior products are only possible with superior botanicals. We source from the most reputable herb suppliers, including local farms and responsible wildcrafters. We are proud to work only with Chinese herb distributors who employ rigid standards and quality assurance testing, and continually offer us better access to organically grown Chinese medicinals. Western herbs we buy are certified organic, locally grown, or ethically wildcrafted when available.

Each herb is analyzed to ensure identity and purity. All our private labeled products are sent for third party testing and are supplied with a COA. We are a FDA and CDPH registered facility operating under the prescribed good manufacturing practices for dietary supplements as required by the FDA and are a CCOF certified producer for organic products.

We offer consulting and custom formulation services, sample formulas, label design consultation, and over 20 years of expertise in clinical practice, herbal formulation, and dietary supplement manufacturing.



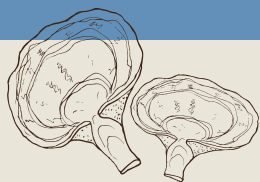
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## Private Label

Let us help you realize your goals by developing state-of-the-art formulations based on your project's target audience. For practitioners, manufacturers, or retailers who are seeking a manufacturer for their product, or for companies interested in developing a new product, we offer a range of solutions for your customized herbal extract. Formulation consultation, product development, ingredient sourcing, and label review services are available.



## White Label

If you are looking for a ready-to-go product for your label, we likely have a formula or herb suitable for your needs. We offer a simple and quick white-label service to provide you one of our time-tested products with your own branding. This service is only available for products in our advertised inventory.



## Bulk Extracts

Do you need high-quality, lab-tested effective herbal extracts for your food, beverage, or dietary supplement brand? We are able to ship extracts in bulk to your facility or co-packer. Single herb extracts, white label, or custom formulation is available. Bulk tincture is not labeled for retail sale and is sold as a raw material for further processing.

# SERVICES







## Minimum Order Quantities

Our minimum order quantity for bottled products is 500 units per SKU for 1 oz, 2 oz, 4 oz. For bulk tincture, our minimum order quantity is only 16 oz. Please contact us for a quote if you'd like bulk extracts or formulas.

## Pricing Structure

Our pricing structure is based on a tier system. We determine the tier of your product based on the formula composition. Most custom formulas are tier 3 or 4. Our tier system is a guideline -- prices may fall between tiers. We will provide a custom quote for your order. Multi-SKU discounts are available for customers who order 5 or more SKUs at a time.

Per unit costs include: the herbal extract, amber Boston round bottle with black dropper or flat lid closure, bottling, labeling, heat sealing, finished product testing, and packing into 12- unit case boxes. The price does not include label design or printing, samples, R&D, legal counsel, liability insurance, shipping or organic certification filing. The price includes a mandatory label review, but no label guidance outside the two hours we allocate to that process. We highly recommend you consult with legal counsel experienced in FDA compliance and labeling guidelines.

If you are a practitioner partner looking for smaller orders, we can mix your formula as a bulk offering that you can pour into smaller bottles in your clinic. We are happy to help with label design - see Additional Services below.

PRICING



## Costs Per Unit



**COST INCLUDES:** tincture, amber boston bottle with closure, bottling, heat sealing, labeling and finished product testing. Includes packing into case boxes, but not shipping.

**DOES NOT INCLUDE:** label design or label printing, special packaging fees, R&D, liability insurance, or additional services, shipping.

1oz	Cost Per Unit			
tier	500	1000	2000	5000
1	5.88	4.75	4.34	3.67
2	6.6	5.36	4.88	4.45
3	7.33	5.98	5.43	4.63
4	8.05	6.57	5.97	5.12
5	8.77	7.16	6.51	5.9
6	9.57	7.81	7.04	6.43
2oz	Cost Per Unit			
tier	500	1000	2000	5000
1	8.5	7.38	6.67	6.06
2	9.68	8.44	7.62	6.97
3	10.87	9.51	8.57	7.87
4	12.06	10.58	9.52	8.77
5	13.25	11.65	10.48	9.04
6	14.44	12.7	11.42	9.85
4oz	Cost Per Unit			
tier	500	1000	2000	5000
1	13.73	11.99	10.67	10.13
2	15.9	13.93	12.6	11.99
3	18.08	15.86	14.49	13.69
4	20.25	17.79	15.74	15.38
5	22.43	19.72	18.26	17.07
6	24.45	21.49	19.9	18.61

\*Tier depends on formula composition. Please ask for a custom quote about 8 and 16oz bottles.

## Additional Services

We offer label review services as well as label templates. Custom packaging, non-inventoried herbs, special testing requests, non-herbal ingredients and other non-standard processes may incur a special handling fee dependent on the request and will be reflected in your quote.

*Label review*..... \$75.00 per hour

*Custom Packaging Setup Fee:* Applies for customers sourcing their own packaging or using non-standard compatible packaging.

*Formulation Consultation*..... \$150.00 per hour.

*R&D:* Materials and Labor, Materials at wholesale cost and labor at \$150.00 per hour. A deposit is required.

*Formulation Samples:* Wholesale cost of samples through our compounding pharmacy, plus shipping.

*Credit Card Convenience Fee:* 3.4% of transaction amount.

To treat all of our customers fairly and with respect, we do not offer rush or expedited processing of your order, However we can provide expedited final product testing and expedited shipping at cost.

## Standard Terms and Conditions

Placing a contract manufacturing order with Five Flavors Herbs constitutes an acceptance of our terms and conditions. You will be required to sign a specification agreement which includes our standard Terms and Conditions.

## Certified Organic by CCOF

We are registered to produce certified organic products through CCOF and can submit your product for organic certification if it qualifies.

The fees associated with organic filing are:

- \$325 Yearly Fee (per customer)
- \$100 label approval fee – product per label design
- \$200 label expedition fee – 5 day review rather than 4 weeks (per label)\*







## Getting Started

- 1 [\*Initial consultation\*](#) to learn about your project and determine which package is best suited for your project.
- 2 *NDA (Non-disclosure Agreement)* to you to protect the interest of both parties.
- 3 *Estimate*, (for R&D or Manufacturing, depending on the package), listing all included items and services.
- 4 *Specification agreement* to list all relevant specifications regarding the manufacture of your product.



## Timeline

The turnaround for blending and bottling custom formulas is 12-15 weeks. For formulas requiring special manufacturing processes or containing herbal extracts not already in stock, the timeline varies depending on the manufacturing methods and availability of herbs. For bulk single herb extracts or bulk formulas mixed from existing inventory, turnaround times may be much faster – please [contact us](#) for an estimate.

Given fluctuations in the local and global market for raw herbs, including the seasonality of fresh herbs and issues related to importation, unexpected delays in production schedules may occur which are beyond our control. Additionally, we strongly prefer to source from suppliers that have passed our supplier qualification program. Herbs sourced outside our network incur processing fees. We are committed to communicating with customers about any delays in a timely manner.



# LABELLING



Five Flavors Herbs is not qualified to provide legal advice about labeling regulations. After many years in business, we have developed the below set of guidelines. However, the customer is ultimately responsible\* for the regulatory compliance of their labels. All customers should be familiar with 21 CFR 111, and FDA's labeling guide for dietary supplements. We require a mandatory label review with us before printing, and reserve the right to reject any printed labels that do not meet our specifications. Any labels that are sent to us without approval may be returned, refused, or destroyed.\*

Typically, the customer is responsible for their own label design. If you are interested in using one of our label templates, or investing in design work with us, see below. Your labels should be printed professionally. We are happy to recommend professional printers, please contact us\*. Our labeling machine requires left off first orientation (rewind #4) and rolls not exceeding 11 " in diameter. We cannot accept transparent labels, label stock made from vinyl or paper. We do not stamp or print lot numbers on your product.\* Please have your lot number printed on the label and provide enough extra labels for us to label your case boxes (usually 15%\* overage is sufficient). Five Flavors Herbs must also approve the label design before printing.\*

## Label Guidelines

This document is not a substitute for legal advice.

- In the Supplements Facts box, list serving size and servings per container. Serving size must match the suggested use. Suggested use not to exceed 6mL/day. List the serving size in mL - you can provide a drop or dropper conversion in parentheses.
- Amount Per Serving should read "Proprietary Extract Blend". The mg listed is the weight of a serving. We will provide this once we've manufactured your product.



- Herbs must be listed in order of abundance, using herbs of commerce name and plant part, or if none exists, by Latin binomial and part.
- If herbs are extracted fresh, that must be listed.
- Other Ingredients must be listed in order of abundance.
- If your product contains allergens, they must be declared on the label. There are specific guidelines for allergen declaration that can be found on FDA's website.

- The declaration "Herbal Supplement" is required.
- You must list the size, both in standard and in metric.
- If any structure-function claims are present on the label, an FDA disclaimer must be included, using the exact words found on this label - "This statement ..."
- Your company name and address is required.

- You are responsible for tracking your product as it sells; using a LOT number is best practice and makes that process much easier.
- To use a LOT number, you must have it printed on the label.
- Each batch should have a new LOT number.

Maximum label dimensions are as follows:

- 1oz bottle - 4 inches wide by 1.75 inches tall
- 2oz bottle - 4.75 inches wide by 2 inches tall
- 4oz bottle - 5.75 inches wide by 2.375 inches tall