

# Media Kit

2022

**nutrasource**

Pharmaceutical and Nutraceutical Services

**Certifications**  
by **nutrasource**  
Pharmaceutical and Nutraceutical Services

**GRAS**  
ASSOCIATES  
Food Safety Regulatory Services,  
A Nutrasource Company

**nutrasource asia**  
CORPORATION LTD



# About Nutrasource

Nutrasource Pharmaceutical and Nutraceutical Services is a premier, full-service contract research organization (CRO) and solutions provider that **helps health companies bring products to market** with strong science and regulatory confidence – from concept to claim.

With over 150 employees serving 2,000+ clients globally, Nutrasource is a one-stop shop for international **regulatory consulting, clinical trials (onsite and multi-centre), and product testing solutions** for dietary supplements, food, pharmaceuticals, medical devices, and everything in between.

No other consulting firm in the dietary supplement sector brings together more experience in nutrition, regulatory affairs, and pharmaceutical science to help our clients achieve compliance and gain market entry in the **U.S., Canada, the E.U., and Asia Pacific**.

By starting with the end in mind—the product claim—our team has successfully completed thousands of projects and over 750 clinical trials across our team for a wide range of ingredients and product types through our end-to-end capabilities, committed staff, and transparent partnership environment.

# NUTRASOURCE BY THE NUMBERS

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**nutrasource**  
Pharmaceutical and Nutraceutical Services

[www.nutrasource.ca](http://www.nutrasource.ca)

# 7,000+

CLINICAL TRIAL PARTICIPANTS  
IN OUR DATABASE

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# NUTRASOURCE BY THE NUMBERS

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# 235+

PUBLICATIONS ACROSS OUR  
SCIENTIFIC TEAM

# NUTRASOURCE BY THE NUMBERS

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# 750+

## REGULATORY FILINGS COMPLETED GLOBALLY

- CLINICAL TRIAL APPLICATIONS
- NHP LICENSING
- GRAS & NDIN FILINGS
- NDS & NDA - DRUGS
- ANDS & ANDA - DRUGS
- MEDICAL FOOD APPLICATIONS
- NOVEL FOOD APPLICATIONS
- FOOD COLOUR/ADDITIVE PETITIONS



# NUTRASOURCE BY THE NUMBERS

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# 2,000+

CLIENTS WORLDWIDE

# NUTRASOURCE BY THE NUMBERS

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# 1,700+

CLINICAL TRIALS COMPLETED  
ACROSS OUR TEAM



# NUTRASOURCE BY THE NUMBERS

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A collection of medical supplies is arranged on a light blue background. Visible items include a stethoscope, a syringe, a blister pack of white pills, a pair of surgical scissors, a thermometer, and a small white bottle. The items are scattered across the right half of the image, with some overlapping.

# 40+

UNIQUE HEALTH INDICATIONS  
OUR TEAM MEMBERS HAVE  
DIRECT EXPERIENCE IN



# NUTRASOURCE BY THE NUMBERS

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# 150+

EMPLOYEES GLOBALLY  
WITH EXPERIENCE IN:

- PHARMACEUTICALS
- NHP/DIETARY SUPPLEMENTS
- MEDICAL DEVICES
- PROBIOTICS
- SPORTS NUTRITION
- CANNABIS/CBD
- FOOD AND BEVERAGE
- MEDICAL FOODS

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# Our Story

Nutrasource was established in Canada in 2002. Since then, the company has grown from a single desk in a small office unit to a global CRO and consulting firm. Today, Nutrasource employs over 100 staff across four sites in North America.

Over the past nearly two decades, Nutrasource has expanded its services far beyond its original omega-3 blood test to include international regulatory capabilities, certification programs, clinical trials, and complete testing solutions for a vast array of consumer health products.

Headquartered in Guelph, Ontario, Nutrasource is positioned in the heart of Southwestern Ontario's agricultural, nutrition, and biotechnology research hub. In recent years, the company expanded further to bring testing capabilities in-house through the acquisition of Mississauga-based laboratory, Diteba (NDI ADRL Inc.). Later, regulatory firm GRAS Associates was acquired to better serve the U.S. market, providing food safety regulatory solutions for a wide range of products.

By focusing first and foremost on the needs of its customers, Nutrasource has established itself as a leading CRO serving the Canadian, U.S., and European health product markets.

Nutrasource is proud to have helped hundreds of health product companies develop and launch safe, effective, high-quality products to better people's lives through improved health and wellness.



YOUR PARTNER IN

# GOAL-ORIENTED CLINICAL TRIALS

FROM CONCEPT TO CLAIM



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# REDUCED REGULATORY RISK

FROM CONCEPT TO CLAIM

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# EFFICIENT GRAS APPROVALS

FROM CONCEPT TO CLAIM



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# STRONGER PRODUCT MARKETING

FROM CONCEPT TO CLAIM



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# SUPERIOR PRODUCT QUALITY

FROM CONCEPT TO CLAIM



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# IN-HOUSE STATISTICS TEAM

FROM CONCEPT TO CLAIM



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# GLOBAL REGULATORY SUCCESS

FROM CONCEPT TO CLAIM



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# What we do

Through our vertically-integrated service platform, we offer full regulatory, clinical, and testing solutions for products ranging from dietary supplements to pharmaceuticals in Canada, the U.S., and Europe.

As a global CRO, we have developed a suite of service offerings and capabilities designed specifically to help our clients realize their objectives without needing to seek outside guidance. Our combined regulatory and clinical approach is unmatched in the natural health industry, providing you with added value and reduced risk as you move along the product development journey.

At Nutrasource, we work to identify your objectives and desired product claim, and then craft a strategic project plan based on your goals and budget. From there, we assess the regulatory landscape to determine novel pathways and strategies so you can gain maximum benefit in terms of sales, market share, and future growth potential.

No matter what stage of the product lifecycle or supply chain, we will find a customized solution that fits your needs and generates results that exceed your expectations.

## Nutrasource's Vertical Service Platform

### Research & Development

- Project management teams focused on your unique products and objectives
- End-to-end solutions for all consumer types and markets

### Clinical Trials

- Pharmaceutical-level trials for optimum quality and results
- Seamless regulatory integration

### Claims & Certifications

- Global marketing tools that showcase transparency
- Label claims supported by real science
- Third-party certification programs

### Regulatory Strategy

- Forward-thinking solutions that maximize market potential

### Testing Solutions

- The latest technologies and equipment for characterization, identification, and standardization





"I have managed clinical trials for the last 20+ years and choosing to work with Nutrasource has proven to be one of the best decisions I've made for running studies. They have years and years of experience, which means we can brainstorm best practices, study designs, outcome measures, along with identifying best places to run studies, etc. They take out the guesswork, provide excellent guidance in areas where I may not have expertise, manage trials, follow the most stringent legal and regulatory requirements for human studies, and deliver results! They make sure the integrity of the research stays intact and deliver excellence every time. There simply is no better CRO!"

**SUSIE ROCKWAY, PHD, FACN, CNS**

VP, Nutrition and Scientific Affairs at Nestle Health Science



"Cyanotech has worked with Nutrasource on many fronts and we have continually been impressed. Nutrasource provides exceptional customer service and expertise. Their team members are top notch. They streamline the Health Canada NHP application process, and also offer an excellent QA-Regulatory partnership for US based companies selling into Canada. This extension of services from NHP licensing to receipt and release of health products into the Canadian market is fluid, functional and ultimately smart business. The Nutrasource team is totally on top of it, organized and fun to work with! I highly recommend their services."

**- JENNIFER JOHANSEN**

VP of Quality, Regulatory & Government Affairs at Cyanotech





"Having been in business since 1965, Carlson is a pioneering brand in the U.S. and global natural product industry. The Carlson name is seen as synonymous with quality. The **IFOS and IGEN certifications give us the ability to educate consumers and doctors with real testing data** for issues that are of concern with marine oils: freshness, potency, purity, and GMOs. **The ability of the end user to go to the Certifications by Nutrasource website and see the test results for their preferred product is a definite competitive advantage in our marketing.** We are not the only excellent brand of fish oils, but with IFOS and IGEN, certification we feel we are second to none."

**- JOLIE ROOT**

Senior Nutritionist and Educator at Carlson Laboratories







"We were pleased to collaborate with Nutrasource on our low dose **clinical trial** for our prebiotic resistant starch ingredient, Solnul™. They were able to achieve our expedited timeline using a unique **regulatory strategy** and their upfront budgeting was very accurate, leading to minimal change orders. We also benefited from Nutrasource's **in-house data management**, which made communication with the team quicker and more efficient. What really helped us in this trial was the **efficiency and transparency** of the project management team. Given the success of this project, we now use Nutrasource for other services, including North American regulatory consulting. It has been fantastic working with a **confident partner who offers such a wide scope of services.**"

**- JASON BUSH, PH.D.**

Chief Scientific Officer at Solnul™



# Nutrasource Leadership Teams



**William Rowe**

**President & Chief Executive Officer**



Mr. Rowe is the Co-founder, President, and Chief Executive Officer of Nutrasource and its subsidiaries. A charismatic leader and visionary, Mr. Rowe's executive guidance enables Nutrasource to successfully launch products and expand the businesses. With nearly 20 years of experience in commercializing innovative consumer health products, Mr. Rowe has been instrumental in designing and implementing clinical trial development and marketing strategies to help Sponsors comply with regulatory requirements and uncover new market opportunities. Mr. Rowe has also led the acquisition of two subsidiaries. Under Mr. Rowe's continued leadership and strategic vision, the company looks to an optimistic future helping its valued customers commercialize their innovations to improve healthcare globally.



# Executive Team



**Brad Wallace, BES, EAC**  
Chief Operating Officer

**25+ years** of executive leadership and operational experience in scientific fields including environmental engineering and health research



**Gordon Barr, CPA, CA, B.SC.**  
Chief Financial Officer

**35+ years** finance and accounting experience as well as business management and organizational development, including spearheading RLB LLP in joining PKF International.





# Sales Leadership



**Chris Burkhart**  
Senior Vice President, Sales

**20+ sales** management experience, overseeing teams across fields including technology sector



**Rodney Butt, M.SC., MBA**  
Senior Vice President, Strategic Solutions

**35+ years** experience in **350+ clinical trials** in pharmaceuticals, dietary supplements, medical foods, biologics, including **10+ years** in **drug development**

# Regulatory & Scientific Affairs Leadership



**Amy Mozingo, MS**  
Vice President, US Nutra  
Regulatory Sciences

**15+ years** experience in U.S. **regulatory affairs** and project management for dietary supplements and ingredients, including **50+** GRAS and NDIN filings



**Tania John, M.Sc.**  
Vice President, NHP &  
Pharmaceutical Regulatory Sciences

**10+ years** experience in Canadian regulatory affairs for **150+** projects across foods, cosmetics, dietary supplements, medical devices and drugs



**Dr. Douglas Kalman, Ph.D., RD,**  
Vice President, Scientific Affairs

**25+ years** of experience in dietary supplement, pharmaceutical and medical device clinical research and scientific affairs, with experience in **300+ clinical trials**; adjunct professor of sports nutrition



**Susan Hewlings, Ph.D, RD**  
Director, Scientific Affairs

**25+ years** experience in nutritional research and claims substantiation for over **50 regulatory projects**, and professor of nutrition at Central Michigan University Online



# Clinical Operations Leadership



**Josh Baisley, B.Sc.**

**Vice President, Clinical Design & Delivery**

**20+ years** experience in dietary supplements, pharmaceuticals, preclinical laboratory management, GLP and ISO auditing, clinical & regulatory strategy, study design and project management for **100+ clinical trials**



**Stephanie Recker, M.Sc.**

**Director, Program Management**

**15+ years** experience, including **3 years+** site operations management; **410+ clinical trials** across pharmaceuticals, medical devices, dietary supplements



**Ana Samborski, M.Sc., Pharm, QPIC**

**Manager, Pharmacy**

**20+ years** of experience in designing, developing and managing clinical pharmacy units for dietary supplements and pharmaceuticals

# Clinical Site Leadership



**Dr. Anthony Bier, MD, CCFP (EM)**  
Medical Director

**20+ years** experience including as Principal Investigator on **15+ clinical studies**; Dr. Bier is also a licensed ER Physician at the local hospital



**Sandra Dudziak, Ph.D, RN**  
Nurse Practitioner

**20+ years** experience in **clinical practice** and **research**, with a focus on diabetes and medical devices



**Mahesh Kajil, MBBS, CCRP**  
Associate Director- Clinical Operations

**15+ years** experience in conducting **phase I-IV trials** in both Academic and Contract Research Organization (CRO) settings.



# Certifications and R&D



**Kevin Yan, M.Sc.**  
Director, Certifications and Analytics

**10+ years** experience in regulatory, clinical, strategic planning, and quality testing in the supplement and natural health product field.



**Michael Barr, B.Sc., Chem Eng**  
Director, Research & Development

**5+ years** in research and development; contributed to launch of Nutrasource's next-generation Omega Blood Score diagnostic test.

# Nutrasource Owned Brands



## NutraStrong™



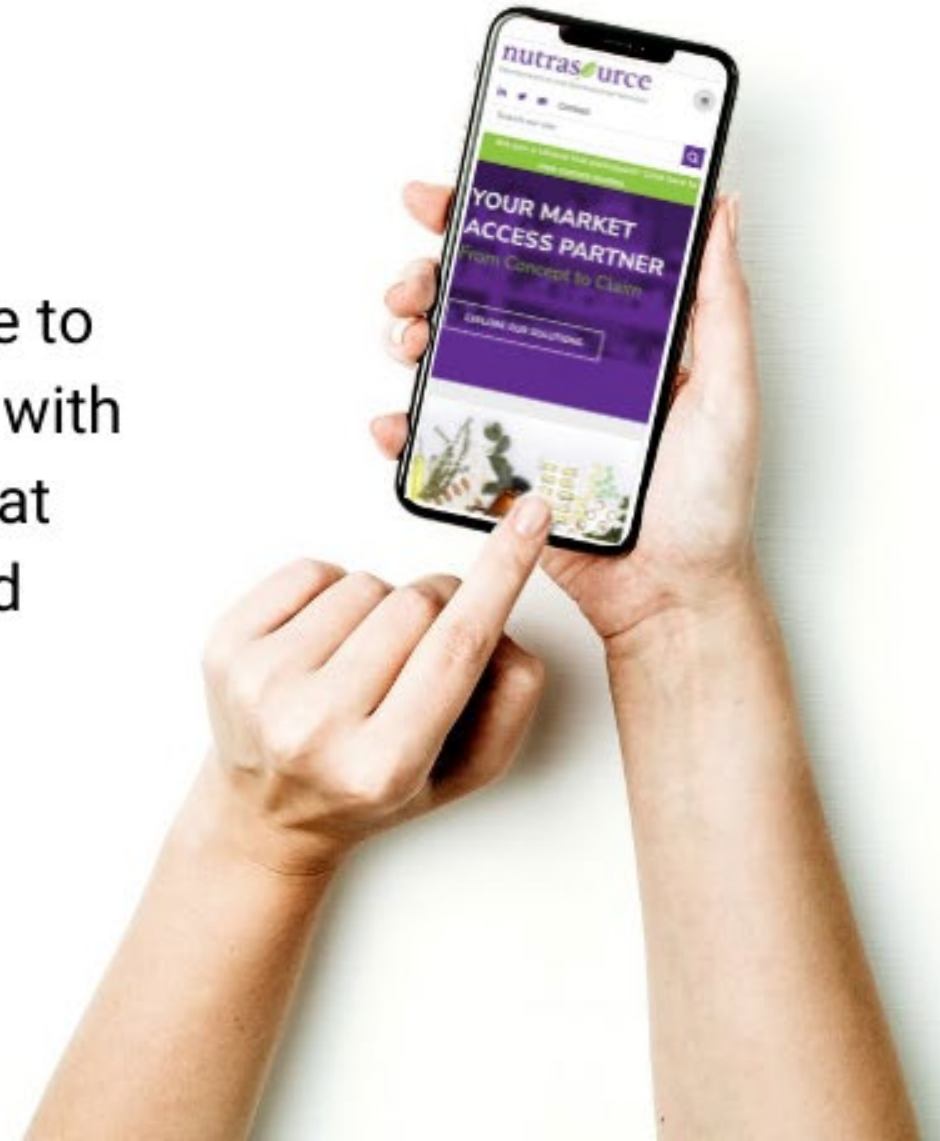
# Proud Member Of



# What's new at Nutrasource

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Visit our website to  
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the latest news at  
Nutrasource and  
client success.







**Nutrasource Pharmaceutical and Nutraceutical Services**  
**120 Research Ln Suite 101, Guelph, ON, N1G 0B4**

**For more information visit [www.nutrasource.ca](http://www.nutrasource.ca) or email [info@nutrasource.ca](mailto:info@nutrasource.ca)**

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