Product Submission Standards

General product criteria for vendor review

For consideration, products must meet Clark's Nutrition's standards. Review each criterion and the applicable category-specific requirements before submitting a product.

1. No Refined Sugar

The sugar used must either be organic or less refined. This policy makes unacceptable any item sweetened with regular Cane Sugar or with Dextrose. Less refined sugars commonly used and acceptable are Evaporated Cane Juice, Turbinado or Unbleached Cane Sugar. As there are many different ways of naming sugars sales representatives should contact the buyer before a presentation if their item(s) contain sweeteners not listed above. Additionally, Clark's Nutrition will not accept any item containing artificial sweeteners such as Sucralose and Maltitol. See Exhibit A for a complete list of acceptable and unacceptable sweeteners

2. Avoidance of GMOs (Genetically Modified Organisms)

While we do not claim to be GMO-free, we are moving in that direction. Going forward, we will do our best to limit any products that contain GMOs. In that vein we do prohibit ingredients that are most likely to contain GMOs. Specifically, at this time, we will not knowingly accept any new item with non-organic corn, soy, canola, sugar beets, or alfalfa unless that item is certified by The Non-GMO Project. This includes ingredients such as fructose, ascorbic acid, citric acid, and xanthan gum that are produced using corn or soy. We strongly encourage any manufacturer that is making a GMO-free claim to have that claim certified by The Non-GMO Project. This service will benefit both the consumer and the manufacturer.

3. Non-GMO Verification

Items that are certified organic (OG1/OG2/OG3) will be considered non-GMO and do not need non-GMO verification. Based on current NOP standards, all ingredients in a certified product must be non-GMO, thus no Project verification is required.

4. All-Natural Meat Sourcing

Any item presented that contains non-organic meat products must be accompanied by an official statement from the manufacturer regarding the origin of the meats and the treatment of the farm animals used. We will not carry items with non-organic meats that are raised inhumanely or that contain antibiotics or hormones. As this may be a case-by-case scenario, sales representatives are asked to do their homework before a presentation and bring supporting documentation where applicable.

5. No Bromated or Bleached Flours

Clark's Nutrition will not accept any products that contain bromated or bleached flours. Only unbleached flours are accepted, and as always organic is preferred.

6. No Hydrogenated Oils in Food or Supplements

Clark's Nutrition will not accept any items containing hydrogenated oils, regardless of whether they are partially or fully hydrogenated, with some exceptions made for Health and Beauty products.

7. No Artificial Colorings or Flavors

Clark's Nutrition will not accept any item that contains artificial F, D & C colorings/dyes or artificial flavors.

8. No Preservatives

Clark's Nutrition will not accept any food item containing artificial preservatives. Clark's Nutrition will not carry supplements with preservatives, except for liquid vitamins and aloe vera juice, and only then with up to standard preservatives like potassium sorbate, and/or sodium benzoate. Since most liquid vitamins do require a preservative, our product mix in this category is very limited and any presentation of this category will be reviewed on a case-by-case basis. Many Health and Beauty items require preservatives in order to remain shelf-stable, thus they will also be evaluated as case-by-case and those for which there is significant demand will be accepted.

9. No Propylene Glycol or Polysorbates in Supplements

The product(s) being presented adheres to this standard

10. No Caffeine in Supplements

Clark's Nutrition will not accept any supplements containing caffeine, unless it is naturally occurring in herbs like green tea and yerba mate.

11. No Non-Organic Agave Nectar

If a product is sweetened with agave nectar, that agave must be organic.

12. No Synthetic Vitamin A (acetate, E (d, l alpha tocopherol) or Iron (ferrous sulfate in plements)

Clark's Nutrition will not accept any supplements that contain these synthetic forms of A, E and iron.

13. No Irradiation

Clark's Nutrition will not accept any item that has been irradiated for any reason. Sales representatives will need to evaluate any items they are selling that are imported, as U.S. Customs does irradiate some items in the course of their routine evaluations and these will not be accepted. Imported items, especially organic ones, need to be shipped in containers clearly marked “DO NOT IRRADIATE” in order to avoid this.

14. Prop 65, formally titled The Safe Drinking Water and Toxic Enforcement Act of 1986

Clark's Nutrition will not carry any products with imported herbs unless they are Prop 65 compliant. We require valid COA’s reflecting that all materials have been 3rd party lab tested for pesticides, heavy metals, contaminants, mold and fungus. Any formulas with Chinese herbs also have to be Prop 65 compliant. Our product mix in this category is very limited and any presentation of this category will be reviewed on a case- by-case scenario.

15. Herb Sourcing

All must be on the FDA GRAS list and we prefer and strongly encourage certified organic or wildcrafted whenever possible.

16. No Harmful Chemical Fillers or Binders

Clark's Nutrition will not accept any supplements containing harmful fillers or binders. Acceptable excipients will be approved by Clark's Nutrition.

17. No Benzalkonium Chloride, Ethyl Alcohol or Triclosan

Clark's Nutrition will not accept these ingredients in any hand sanitizers.

18. No Synthetic Fragrances

Clark's Nutrition will not carry any health and beauty aids products that contain synthetic fragrances. All fragrances that do not specify “natural” on their label will have to provide documentation that the fragrance is from essential oils and/or plant extracts.

19. No Coal Tar Derivatives, Phthalates, Triethanolamine or Talc

Clark's Nutrition will not accept any body care products with these ingredients in them.

20. Animal or Marine Collagen

Preferably USDA Organic. All products with animal collagen will require documentation verifying the animals are treated humanely. The definition includes the following minimum standards: ingredient sourcing cannot be from a CAFO (concentrated animal feeding operation); where animals are in limited confinement. They must have adequate ventilation; room to move around and stretch their limbs (4‘ wide, 10‘ length min); and animals must have access to clean water at all times. Bovine Collagen supply must be being third-party tested for heavy metals and come from an area that does not allow rBST. Marine Collagen must be sustainably wild caught or adhere to the government compliance and codes for water quality and be tested for PCB’s as well as mercury. Heavy metal limits must fall within the 2008 NSF/ANSI heavy metal Standards for Dietary Supplements and PCB’s must be below the FDA Fish Food Tolerance level for PCB’s. These thresholds include: Arsenic <10 ppm/ µg; Cadmium <6ppm/ µg; Lead <20ppm/ µg; Mercury <20ppm/µg; PCB’s <2 ppm/ µg.

21. No Petrochemicals or Mineral Oil

Clark's Nutrition will not carry any petroleum based products.

22. No Animal Testing / Cruelty-Free

The product(s) being presented adheres to this standard

23. No Nano-particles in Cosmetics or Mineral-based Sunscreens

The product(s) being presented adheres to this standard

24. No Oxybenzone in Sunscreens

The product(s) being presented adheres to this standard

25. All fresh produce is certified organic by a USDA-accredited organic certification agency

The product(s) being presented adheres to this standard

Exhibit A - Acceptable Sweeteners

Tapioca Syrup, Organic Evaporated Cane Sugar, Organic Cane Sugar, Evaporated Cane Sugar, Turbinado Sugar, Coconut Sugar/Nectar, Lo Han/Monk Fruit, Honey, Molasses, Barley Malt, Mannitol, Raw Sugar, Palm Sugar, Date Sugar, Stevia, Fruit Juice, Xylitol (birch or non GMO Project Verified), Maple Syrup/Sugar, Organic Agave, Rice Syrup

Unacceptable Sweeteners

Products may not contain: Cane Syrup, Dextrin, Sugar, Maltitol, Glucose Syrup, Pure Cane Sugar, Isomalt, Dextrose, Sorbitol, Artificial Sweeteners, Sucrose

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Vendor acknowledgment

I have reviewed Clark's Nutrition's general product submission criteria and the additional requirements applicable to my product category. I understand these requirements and confirm that the products I am submitting meet the applicable standards. I understand that submitting a product does not guarantee acceptance or placement in Clark's Nutrition stores.

Complete the required acknowledgment checkbox in the online submission form.