



ingredientsonline.com™

GLOBAL E-COMMERCE MARKETPLACE

VOLUME 4 NO. 3 | SUMMER 2019

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ingredientsonline.com™

A GLOBAL B2B E-COMMERCE PLATFORM

providing nutritional raw materials for the dietary supplement,
food & beverage, cosmetic and animal nutrition industries

*Meet the ingredientsonline.com™
team at this event*

EVENT
NBJ
SUMMIT

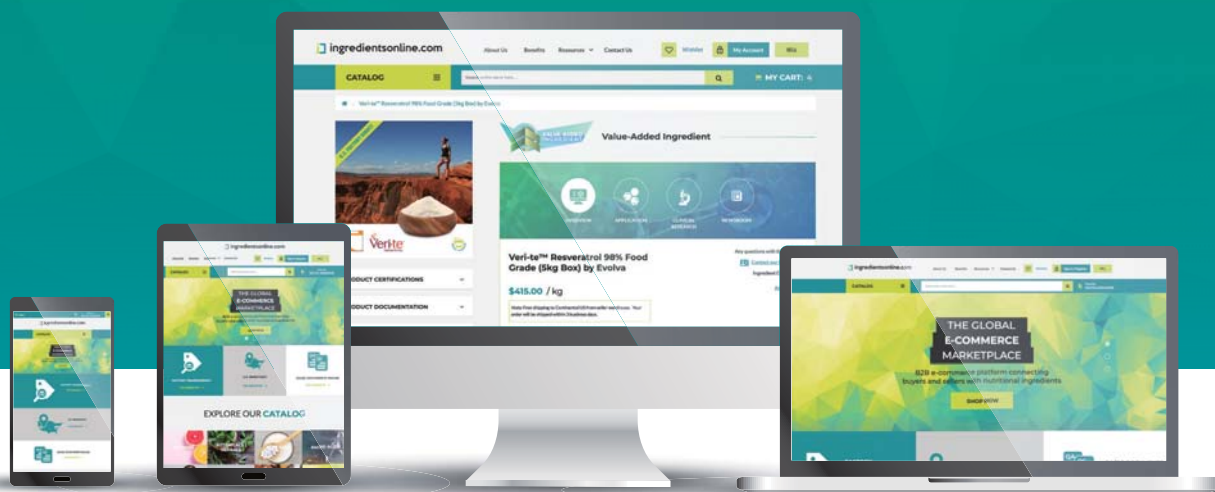
DATES
16-19
JULY

LOCATION
TERRANEA RESORT
Rancho Palos Verdes, Calif.

JOIN OVER 5,000

SUPPLY CHAIN TEAM MEMBERS WHO ARE SOURCING NUTRITIONAL INGREDIENTS 24/7/365

The ingredientsonline.com™ e-commerce platform is a highly efficient online tool that will help you locate and source ingredients from around the world, providing efficiencies through advanced technology. Serving the dietary supplement, food & beverage, animal nutrition and personal care industries, this e-commerce platform allows for complete transparency with every transaction.



Our newly launched **Branded Ingredient** listings showcase all the brand assets and documentation which tell the entire brand value proposition. These enhanced listings show clear points of differentiation from standard ingredient listings, and allow for downloadable documents, including published clinical studies, scientific research papers, QC certification, consumer data, intellectual property and more.



Tariffs have you concerned?

Use ingredientsonline.com™ as your 24/7 sourcing tool which displays real-time U.S. inventory. We're currently offering over 1,000 ingredients from 240+ factory partners in 19 different countries around the globe, including over 450 botanicals/herbals and superfoods. That's right, now you can search our new category of Superfoods where you'll find ingredients like Acai, Acerola, Barley Grass, Cacao,

Maqui Berry, Pomegranate, Wolf Berry and so much more.

We've also partnered with 60 U.S. factories who will drop-ship their U.S. inventory directly to you, making sourcing in real-time extremely convenient.

See you at

**SupplySide
WEST**

BOOTH

4347

Registration is free to qualified buyers, so join now!

VICE PRESIDENT'S LETTER

Here at ingredientsonline.com™,

we're in our fourth year of bringing North American supply-chain and sourcing teams ingredients from around the world. While we started with ingredients mostly from China, today we have over 1,000 ingredients from 19 countries, providing you with more choices for all your sourcing needs. Many of these ingredients are in our warehouses and display real-time U.S. inventory within each listing page.

We recognize the ongoing tariffs, uncertainty in the marketplace and what this means to your business. It's difficult to project and plan when prices and inventory are unstable, therefore, we've been working hard to bring you additional sources, factories and ingredients so you have even more choices at your fingertips. Did you know that very few botanical ingredients are on the current 25% tariff list? Check out our botanical/herbal category and find over 450 ingredients from around the world—we've truly diversified country of origin sourcing options for you when it comes to botanicals.

Included with the 1,000 ingredients are 60 U.S. factory direct partners who stock real-time U.S. inventory, and can drop ship directly to you. Additionally, we have over 100 ingredients pending approval which will be online very soon. Take a NEW look at us, and always check the New Ingredients section of the homepage where you will see new suppliers and ingredients, and more choices for you.

We understand the tariff situation is not easy to deal with, and that it's also not easy to change vendors. Rest assured, we can assist you and provide all the necessary documentation required so that you have a back-up plan for your sourcing needs.

We've also added a new category to our search filters: Superfoods with over 170 ingredient listings from countries around the world, including Acai, Acerola, Barley Grass, Cacao, Maqui Berry, Pomegranate, Wolf Berry and more.

If you're not already registered (it's free to qualified buyers), register now and see all these exciting new features, factories and ingredients.

Rest assured that our team on the ground in Shanghai, China is navigating through the tariff situation along with our U.S.-based inventory control experts. ingredientsonline.com™ is your go-to information source about all things tariff related, so let us know your ingredient sourcing needs. We're here to help, and if you can't find what you need, email marketing@ingredientsonline.com and let us know.



Peggy Jackson
Vice President, Sales and Marketing
pjackson@ingredientsonline.com

 ingredientsonline.com™

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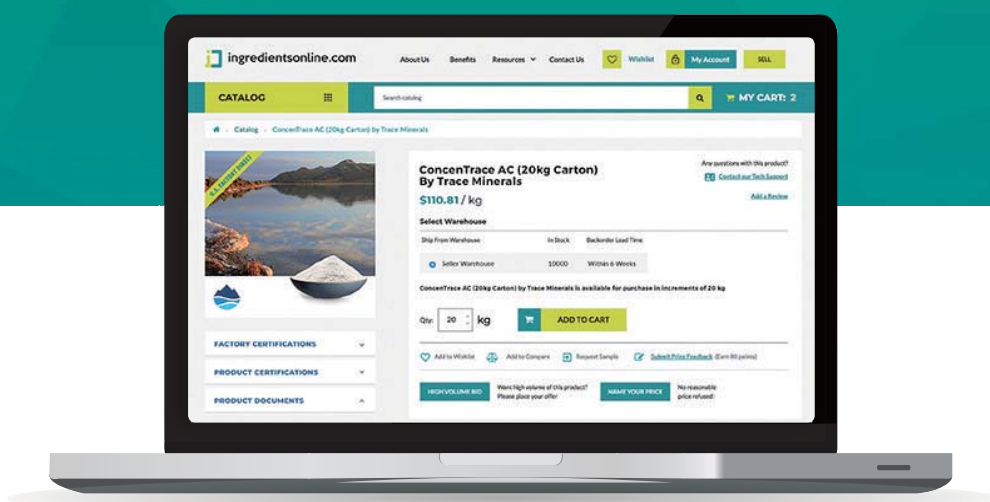
PROUD MEMBERS
OF THESE LEADING INDUSTRY ASSOCIATIONS



NAFFS
National Association of Flavors
and Food-Ingredient Systems

TECHNOLOGY AND TRANSPARENCY IN SUPPLY CHAIN SOURCING

*Offering a continuous supply of consistent quality
ingredients from approved global factories of origin*



> Factory Pricing Transparency

Partnering directly with approved global factories allows for factory transparency that will save you time and money. Each ingredient listing clearly displays factory set pricing and tiered pricing discounts. Do you need larger volumes? No problem, just click on the High Volume button and negotiate your quantity and price directly with the factory.

> Standardized Quality Control Documents

All ingredient and factory documents and certificates are now listed in a standard order for every ingredient listing. Prior to uploading any ingredient or factory information online, all documentation is reviewed by our qualified QC teams to ensure they meet our standards. Each ingredient listing clearly displays all documents in PDF format, making it simple to point, click and download 24 hours a day, seven days a week. You can even order a sample with just one click. Look for third-party test results by Alkemist Labs on select Botanical ingredients.

> Factory of Origin Transparency

Knowing the original source of all ingredients is now mandatory in order to be FSMA/FSVP compliant. All approved factories of origin are visibly apparent in each ingredient listing and at your fingertips, 24/7. Maintaining consistent quality is as important as exceptional quality. Therefore, part of our quality control program includes keeping records of all approved factories of origin and tracking each customer's preferred factory requests.

> Real-Time U.S. Inventory

Every ingredient page clearly lists real-time U.S. inventory, and you choose which warehouse to order from: California, New Jersey or Florida. In addition, we've partnered with over 60 U.S.-based factories with inventory in their warehouses across the nation. These factories will drop-ship directly to you with no delivery charge, saving you time and money. Take advantage of these savings and avoid the tariff situation.

Registration is free for qualified buyers, so join now!

GLOBAL B2B E-COMMERCE MARKETPLACE

*Connecting buyers and sellers with
nutritional ingredients and factory transparency*

ingredientsonline.com™ now carries over 1,000 ingredients from 19 countries which are available from more than 240 global factory partners. Take advantage of real-time U.S. inventory from our California and New Jersey warehouses, and avoid the ongoing tariff dilemma. We've also partnered with 60+ U.S. factories who can drop-ship to you directly.

*Meet our National Sales Director and botanical expert, **LARRY MARTINEZ**,
and the ingredientsonline.com™ team at*

SupplySide
WEST BOOTH **4347**
Las Vegas, NV

Tap into Larry's knowledge of how to formulate with botanical extracts!



Standardized Quality Control Documents and Quality Control Processes

Transparency and efficiency in the quality control process is our top priority. Now, QC document searches are easier than ever with our new expand/collapse feature which allows you to quickly find ingredient and factory documentation as well as ingredient certifications. You also have full access to the QC Process page to view our step-by-step QC program.

Consolidated Navigation

We understand your time is very valuable but also limited, so we consolidated our site navigation to enhance your online experience. With fewer choices to navigate, and additional filters to narrow your selection, your time sourcing ingredients online and checking out will be extremely efficient.

Upgraded Listings

Each ingredient listing page has been strategically redesigned to include the easiest and most efficient data right at your fingertips, allowing for the quickest path to checkout.

We've also enhanced these same great features:

- Request a Sample
- Reward Points
- Free Shipping
- High Volume Bid
- Annual Bid
- Plus much, much more!

FEATURING BRANDED INGREDIENTS - SEE PAGE 6 FOR DETAILS

Register now or login and let the ingredientsonline.com™ platform work for you.



INGREDIENT LISTING

Now offering over **1,000 ingredients** from **240+ global factory partners** from **19 countries** around the world



Now available at www.ingredientsonline.com, these quality **BRANDED INGREDIENTS!**

Item Name	Branded Name	Factory Name
Avian (Chicken) Sternum & Eggshell Membrane Collagen Type I, II, V, X Powder	TendoGuard™	Certified Nutra
Avian Eggshell Membrane Collagen Powder	kollaGenI.V.X.™	Certified Nutra
Olive Leaf P.E. 25% Hydroxytyrosol	Olea25®	Certified Nutra
Telomere Health Support	Telos95®	Certified Nutra
Veri-te™ Resveratrol 98% Food Grade	Veri-te™	Evolva
ActiGin Proprietary Blend	ActiGin	NuLiv Science
AstraGin Proprietary Blend	AstraGin	NuLiv Science
InnoSlim Proprietary Blend	InnoSlim	NuLiv Science
OvaEasy Whole Egg Crystals	OvaEasy	Nutriom
TheaFit™ High Potency Theaflavin Extract	TheaFit™	One11 Innovation
Lion's Mane (Hericium Erinaceus) Mycelium Extract (HTJ-U-B24-2)		Xindu

**Plus many more in the qualifying and onboarding stage*

Each ingredient listed below may be available in different forms such as extracts, oil, powder, and with different strengths/percentages. Included in the 1,000 ingredients we offer are over 450 herbal and botanical ingredients as well as organics which are indicated by the icons found in the legend.

NEWEST SELLERS



#

- 3-O-Ethyl-L-Ascorbic Acid
- 5'-CMP
- 5'-GMP 2Na
- 5-HTP
- 5'-UMP 2Na

A

- Acai Oil
- Acai Powder
- Acerola Powder, Freeze-Dried
- Acesulfame K
- Acetyl L-Carnitine HCl
- ActiGin Proprietary Blend

- African Mango Seed Extract
- Agaricus Blazei Mushroom
- Agave Powder
- Agave Syrup
- Agmatine Sulfate
- Alfalfa Powder
- Aloe Vera Extract
- Alpha Cyclodextrin
- Alpha GPC
- Alpha Keto Glutaric Acid
- Alpha Lipoic Acid
- American Ginseng Root
- Amla Extract
- Andrographis Paniculata Extract
- Aqueous Tea Extract
- ARA
- ARA Oil

LISTING LEGEND

New ★ Herbal/Botanical 🌿 Organic 🌱

- Ascorbic Acid
- Ascorbic Acid DC Cellulose
- Ascorbyl Palmitate
- Ashwagandha Root Extract ★ 🌿
- Ashwagandha Root Powder ★ 🌿
- Asparagus Powder ★ 🌿
- Aspartame
- Astaxanthin Beadlets
- Astaxanthin Oil
- Astaxanthin Powder
- Astaxanthin Suspension
- Astragaloside IV
- Astragalus Extract
- Astragalus Full-Spectrum Extract ★ 🌿
- AstraGin Proprietary Blend 🌿
- Aswagandha Root Extract 🌿
- Avian Eggshell Membrane

B

- Bacopa Monnieri Extract 🌿
- Baicalin Extract ★ 🌿
- Bamboo Leaf 🌿
- BCAA Instant 2:1:1
- Benfotiamine
- Berberine HCl
- Beta Carotene
- Beta Cyclodextrin
- Beta Glucan
- Betaine Anhydrous
- Betaine Citrate

- Betaine HCl
- Betaine Monohydrate
- Betaine Salicylate
- Bilberry Extract 🌿 🌱
- Biotin
- Bitter Melon Extract 🌿
- Black Cohosh Powder ★ 🌿
- Black Currant Extract 🌿
- Black Currant Fruit 🌿
- Black Elderberry Extract 🌿
- Black Mulberry Leaf 🌿
- Black Pepper Extract 🌿
- Black Tea Extract ★ 🌿
- Black Walnut Extract 🌿
- Bladderwrack Powder, Wildcrafted ★ 🌿
- Blueberry Extract 🌿 🌱
- Blueberry Fruit Powder 🌿
- Boswellia Extract 🌿
- Boswellia Serrata Extract 🌿
- Bovine Collagen (Type 1)
- Breviscapine Extract ★ 🌿
- Brewer's Yeast Powder
- Broccoli Powder ★ 🌿 🌱
- Bromelain ★
- Burdock Root Extract 🌿
- Bushy Knotweed Full Spectrum Extract ★ 🌿

C

- Cabbage Powder ★ 🌿

- Cacao Nibs ★ 🌿 🌱
- Cacao Powder ★ 🌿 🌱
- Caffeine, Anhydrous
- Calcium Ascorbate
- Calcium Beta Hydroxybutyrate
- Calcium Carbonate
- Calcium Chelate
- Calcium Citrate
- Calcium HMB Monohydrate
- Calcium Orotate
- Camu Camu Powder ★ 🌿 🌱
- Capsaicin Beadlets ★ 🌿
- Carica Papaya Fruit 🌿
- Carica Papaya Leaf Extract 🌿
- Carnosic Acid
- Carob Powder ★ 🌿
- Carrot Flakes ★ 🌿
- Carrot Granules ★ 🌿
- Carrot Powder 🌿
- Cauliflower Powder ★ 🌿
- CD Inland Sea Water
- Celery Seed Powder ★ 🌿
- Celery Stalk ★ 🌿
- Chaga Gold ★ 🌿
- Cherry Powder 🌿
- Chicken Collagen Type II
- Chinese Angelica Root Full-Spectrum Extract ★ 🌿
- Chives ★ 🌿
- Chlorella 🌿
- Choline Chloride
- Choline Chloride Liquid

INGREDIENT LISTING

- Choline Dihydrogen Citrate
- Choline DL-Bitartrate
- Choline L-Bitartrate
- Chondroitin Sulfate
- Chromium Yeast Powder
- Cinnamon Extract 🌿
- Cissus Quadrangularis Extract 🌿
- Cistanche Tubulosa Extract 🌿
- Citicoline Sodium
- Citric Acid USP
- Citrus Extract 🌿
- Citrus Flavonoids
- CLA EE Softgel
- CLA FFA Oil
- CLA TG 60% Powder
- Coconut Fat Powder ★ 🌿
- Coconut Sugar ★ 🌿 🌱
- Coconut Water Powder 🌿 🌱
- Coenzyme Q10
- Coenzyme Q10 USP
- Coleus Forskohlii Extract 🌿
- Collagen Type I
- Collagen Type II
- ConcenTrace AC
- ConcenTrace Alfalfa
- ConcenTrace Liquid
- ConcenTrace MCC
- Copper Chelate
- Copper Gluconate
- Cordyceps Blend, Unroasted ★ 🌿 🌱
- Cordyceps Super Extract ★ 🌿 🌱

BBCA GROUP



HUAIBEI SINOGE
Amino Acid Co., Ltd.



SUNSHINE
BIOTECH



ANHUI TIGER
BIOTECH CO., LTD

Providing factory-direct L-Alanine, DL-Alanine and D-Aspartic acid

with the most advanced scientific
research, KOSHER, HALAL and
ISO22000 certifications.

Our biological engineering technology
is friendlier to the environment than
chemical synthesis production methods.
We offer a competitive advantage with
low production cost and high quality
ingredients.



SHOP NOW at sinogel.ingredientsonline.com

Sunshine Biotech is the largest manufacturer of CITRIC ACID

in Southeast Asia, with a production
capacity of 80,000MT per year. Derived
from Cassava, Sunshine's citric acid is
certified **Non-GMO** and **Organic**.
Sunshine entered the U.S. market in 2011.

Products include:

- Citric Acid Anhydrous Fine Granular
- Citric Acid Anhydrous Granular
- Citric Acid Monohydrate



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Tiger is identified as a High-Tech Enterprise by Anhui Science & Technique

Our Vitamin C is produced with a two
step fermentation method in a GMP
approved facility.

Products include:

- Vitamin C
- Vitamin H and Vitamin E
- L-Ascorbate-2-Phosphate
- L- Ascorbate 2-Phosphate 35%



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INGREDIENT LISTING

- Corn Silk Extract 🍷
- Cranberry Extract 🍷
- Cranberry Fruit Powder 🍷
- Creatine HCl
- Creatine Monohydrate
- Creatinol-O-Phosphate
- Curcumin
- Cyanocobalamin
- Cycloastragenol

D

- D-Alpha Tocopheryl Acid Succinate
- Dandelion Root Extract 🍷
- Dandelion Root Powder 🍷
- D-Aspartic Acid
- D-Calcium Pantothenate
- DCP Anhydrous
- DCP Dihydrate
- Deglycyrrhizinated Licorice 🍷
- DHA
- Diindolylmethane
- Disodium Phosphate Dihydrate
- DL-Alanine
- DL-Malic Acid
- DL-Methionine
- DL-Phenylalanine
- DMAE DL- Bitartrate
- DMAE L- Bitartrate
- D-Mannose
- DMG HCL B15
- Dong Quai Extract 🍷

- D-Panthenol
- D-Pinitol

E

- Echinacea Angustifolia Root 🍷
- Echinacea Purpurea Extract 🍷
- Elderberry Extract 🍷
- Erythritol
- Ethyl Maltol
- Eugenia Jambolana Extract 🍷
- Eugenia Jambolana Powder 🍷
- European Bilberry Extract 🍷
- Eurycoma Longifolia Extract (Longjack) 🍷

F

- Fenugreek Seed Extract 🍷
- Fenugreek Seed Powder 🍷
- Ferrous Fumarate
- Ferrous Lactate Powder
- Fish Collagen Peptide
- Flaxseed Meal 🍷
- Flaxseed Oil Powder 🍷
- Folic Acid
- Fructooligosaccharides
- Fructose Crystalline Powder
- Fucoic acid
- Fucoxanthin
- Fumaric Acid

G

- GABA
- Galactooligosaccharide
- Gamma Oryzanol
- Garcinia Cambogia Extract 🍷
- Garlic Extract 🍷
- Garlic Powder 🍷
- Gelatin Leaf
- Gelatin Powder
- Ginger Root Extract 🍷
- Ginger Root Powder 🍷
- Ginkgo Biloba Leaf 🍷
- Ginkgo Biloba Leaf Extract 🍷
- Ginseng Root Extract 🍷
- Glucosamine HCl
- Glucosamine Sulfate 2KCl
- Glucuronolactone
- Glutathione Reduced
- Glutathione-Enriched Yeast Extract 🍷
- Glycerol Monolaurate
- Glycerol Monostearate
- Glycine USP
- Good Night Full Spectrum Extract Blend 🍷
- Grape Seed Extract 🍷
- Green Banana Flour 🍷
- Green Coffee Bean Extract 🍷
- Green Tea Extract 🍷
- Guar Gum Powder
- Gymnema Sylvestre Extract 🍷

H

- Halal Gelatin Granules
- Happy Day Full Spectrum Extract 🍷
- Harda Fruit Powder 🍷
- Hawthorn Berry Extract 🍷
- Hawthorn Full-Spectrum Extract 🍷
- Hemp Seed Protein 🍷
- Honey Powder
- Honeysuckle Extract 🍷
- Hops Extract 🍷
- Horny Goat Weed Extract 🍷
- Horny Goat Weed Powder 🍷
- Horsetail Extract 🍷
- Hydrolyzed Keratin Peptide
- Hydroxypropyl Methyl Cellulose

I

- Indigo Full-Spectrum Extract 🍷
- Indole-3-Carbinol
- InnoSlim Proprietary Blend
- Inositol
- Inositol Hexaphosphate Powder
- Inositol Nicotinate
- Insoluble Saccharin
- Inulin 🍷
- Inulin, Agave 🍷
- Inverted Cane Syrup 🍷
- Ipriflavone



Greentech Biochemicals Co., Ltd. is a leading supplier and representing partner manufacturer for **Chondroitin Sulfate**, **Beta-Glucan**, **Keratin** and **Collagen**. Greentech has 20 years experience and NSF, Halal and cGMP systems support the reliable quality control.

GREENTECH BIOCHEMICALS CO., LTD.
SHOP NOW at greentech.ingredientsonline.com



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CHEMICAL CO., LTD**

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Betaine Citrate
Betaine HCl
Betaine Monohydrate
Betaine Nitrate
Betaine Salicylate
Calcium Pyruvate
Choline Bitartrate (L&DL)

Choline Chloride
Choline Dihydrogen Citrate
DMAE Bitartrate (L&DL)
Hydroxyethyl Urea
Pyruvic Acid
Sodium Pyruvate
Urea

- ★ R&D and technical support from Chinese Academy of Sciences and Shandong University
- ★ ISO9001, ISO 22000 and FSSC 22000 compliant
- ★ Kosher and Halal with GMP workshop

Please email sales@pengbobio.com directly for products not listed at www.ingredientsonline.com

LISTING LEGEND

New ☆ Herbal/Botanical 🍵 Organic 🌿

- Iron Chelate
- Isomalto-Oligosaccharides
- Isomaltulose
- Ivy Leaf Extract 🍵

J

- Jalapeno Pepper 🍵

K

- Kale Flakes 🍵
- Kale Powder ☆ 🍵
- Kelp Extract 🍵
- Kudzu Root Extract 🍵

L

- Lactic Acid Powder
- L-Alanine
- L-Alanyl-L-Glutamine
- L-Alpha GPC
- L-Arabinose
- L-Arginine
- L-Arginine L-Pyroglytamate
- L-Arginine AKG
- L-Arginine HCl
- L-Arginine L-Aspartate
- L-Ascorbate-2-Phosphate
- L-Aspartic Acid
- L-Carnitine
- L-Carnitine Fumarate
- L-Carnitine HCl

- L-Carnitine Tartrate
- L-Carnosine
- L-Citrulline
- L-Citrulline DL-Malate 2:1
- L-Citrulline DL-Malate 1:1
- L-Cysteine
- L-Cysteine HCl
- L-Cystine
- Lemon Balm Extract 🍵
- L-Glutamic Acid
- L-Glutamic Acid HCl
- L-Glutamine
- L-Glutathione Reduced
- L-Histidine
- L-Histidine HCl
- Licorice Extract 🍵
- Licorice Full-Spectrum Extract ☆ 🍵
- Lime Juice Powder ☆ 🍵 🌿
- Lime Peel Powder ☆ 🍵
- Lion's Mane Mushroom ☆ 🍵 🌿
- L-Isoleucine
- L-Leucine
- L-Leucine Instant
- L-Lysine Monohydrate HCl
- L-Methionine
- L-Ornithine Mono HCl
- L-Phenylalanine
- L-Proline
- L-Pyroglytamic Acid
- L-Selenomethionine
- L-Serine
- L-Theanine

- L-Threonine
- L-Tryptophan
- L-Tyrosine
- Luo Han Guo 🍵 🌿
- Lutein Ester
- Lutein Oil
- Lutein Powder
- L-Valine
- Lycopene

M

- Maca Extract 🍵
- Maca Powder 🍵 🌿
- Magnesium Ascorbyl Phosphate
- Magnesium Beta Hydroxybutyrate
- Magnesium Chelate
- Magnesium Citrate
- Magnesium Glycinate
- Magnesium Lactate Powder
- Magnesium Oxide Powder
- Magnesium Stearate
- Maitake Mushroom ☆ 🍵 🌿
- Maltitol
- Maltodextrin
- Maltol FCC
- Manganese Chelate
- Mango Powder ☆ 🍵
- Mangosteen Extract 🍵
- Mangosteen Fruit Powder 🍵
- Mannitol
- Maqui Berry Powder ☆ 🍵 🌿

INGREDIENT LISTING

- Matcha ☆ 🍵 🌿
- MCC & CMC-Na
- MCC & Guar
- MCC, Silicified
- MCT Oil Powder
- MCT Powder
- Medium Invert Cane Syrup ☆ 🍵
- Medium Invert Cane Syrup & Stevia Blend ☆ 🍵
- Melatonin
- Menthol
- Methyl Cyclopentenolone
- Methylcobalamin 1%
- Methylcobalamin Pure
- Microcrystalline Cellulose
- Milk Thistle Extract 🍵 🌿
- Mixed Tocopherols
- Moringa Leaf Extract 🍵 🌿
- Moringa Leaf Powder 🍵 🌿
- MSM
- Mucuna Pruriens Extract 🍵
- Mulethi Root Powder 🍵
- Mung Beans, Peeled ☆ 🍵 🌿

N

- N-Acetyl D-Glucosamine
- N-Acetyl L-Cysteine
- N-Acetyl L-Tyrosine
- Nattokinase
- Natural Caffeine (from Coffee) 🍵
- Natural Caffeine (from Tea) 🍵



Professional Manufacturer of Sodium Hyaluronate

SODIUM HYALURONATE

Food Grade

Cosmetic Grade

1% Solution

Provide full range of molecular weight — **3,000~2.6M Da.**

Customized production — **Different tap density\ particle size\ protein.**

Advanced production technology — **The final fermentation unit reached 11 ~ 12g/L.**



For younger life, for longer life!
Shandong Focuschem Biotech Co., Ltd

INGREDIENT LISTING

- Neem Leaves Powder 🍃
- Nettle Leaf Extract 🍃
- Nettle Root Extract 🍃
- Niacin
- Niacinamide
- Noni Fruit Powder 🍃
- Notoginseng Extract 🍃
- Nutritional Yeast Flake
- Nutritional Yeast Powder

O

- Oat Extract 🍃
- Oleoresin Carnosic Acid
- Olive Leaf Extract 🍃
- Orotic Acid Anhydrous
- OvaEasy Whole Egg Crystals ⭐ 🍃

P

- PABA
- Panax Ginseng Extract 🍃 🌿
- Panax Notoginseng Powder 🍃 🌿
- Papain ⭐ 🍃
- Parsley Flakes ⭐ 🍃
- Parsley Leaf Powder ⭐ 🍃
- Passion Fruit Powder ⭐ 🍃 🌿
- Pea Protein 🍃 🌿
- Peppermint Oil
- Phosphatidyl Serine
- Phytosterol
- Pine Bark Extract 🍃
- Pineapple Fruit Powder 🍃

- Pineapple Juice Powder ⭐ 🍃
- Pineapple Powder ⭐ 🍃
- Pink Grapefruit Juice ⭐ 🍃 🌿
- Pitaya Fruit Extract 🍃
- Policosanol 99%
- Polydextrose
- Polyglycerol Esters of Fatty Acids
- Pomegranate Juice Powder ⭐ 🍃
- Pomegranate Powder 🍃 🌿
- Potassium Bicarbonate
- Potassium Carbonate
- Potassium Chelate
- Potassium Chloride
- Potassium Phosphate
- Potassium Sorbate
- Povidone K
- PQQ Disodium Salt
- Psyllium Husk Powder 🍃
- Pumpkin Fruit ⭐ 🍃
- Pumpkin Seed Extract 🍃
- Pure Marine Collagen
- Pyridoxal 5 Phosphate
- Pyridoxine(B6) HCl
- Pyrroloquinoline Quinone

Q

- Quercetin Dihydrate

R

- Raspberry Fruit Powder 🍃

- Raspberry Juice Powder 🍃 🌿
- Raspberry Ketone 🍃
- Red Beet Root 🍃
- Red Beet Root Juice Powder 🍃
- Red Bell Pepper 🍃
- Red Clover Extract 🍃
- Red Pitaya Fruit 🍃
- Red Raspberry Extract 🍃
- Red Reishi Mushroom ⭐ 🍃 🌿
- Reishi Extract ⭐ 🍃
- Resveratrol ⭐ 🍃
- Rhodiola Crenulata Extract 🍃
- Riboflavin
- Riboflavin 5 Sodium Phosphate
- Ribonucleic Acid
- Rosehips Powder 🍃
- Rosemary Essential Oil
- Rosmarinic Acid 5% Powder
- Rutin

S

- Saccharomyces Boulardii
- SAM 1,4-Butanedisulfonate
- SAME Tosylate Disulfate
- Sana Hemp Powder 🍃
- Schisandra Extract 🍃
- Scutellaria Baicalensis Powder 🍃
- Sea Buckthorn Extract 🍃
- Sea Buckthorn Powder 🍃 🌿
- Seabuckthorn Juice Powder 🍃
- Selenium Chelate

- Selenium Yeast Powder
- Senna Leaf Extract 🍃
- Shiitake Mushroom ⭐ 🍃 🌿
- Shilajit Extract 🍃
- Silicon Dioxide
- Soapnut Extract 🍃
- Sodium Ascorbate
- Sodium Ascorbyl Phosphate
- Sodium Benzoate Powder
- Sodium Beta Hydroxybutyrate
- Sodium Carboxymethyl Cellulose
- Sodium Copper Chlorophyllin
- Sodium Croscarmellose
- Sodium Hyaluronate
- Sodium Hyaluronate 1% Solution
- Sodium Lactate Powder
- Sodium Phosphate, Dihydrate
- Sodium Pyruvate
- Sodium Saccharin
- Sodium Selenite
- Sodium Starch Glycolate
- SONOVA GLA Safflower
- Sorbitol
- Soy Lecithin 20%
- Spinach Powder
- Spirulina Blue 🍃 🌿
- Spirulina Powder 🍃 🌿
- St. John's Wort Extract 🍃
- Stearic Acid
- Stevia Extract 🍃
- Strawberry Juice Powder ⭐ 🍃 🌿
- Strawberry Powder 🍃

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EVENTS CALENDAR

JULY

NBJ Summit

Date: July 16-19, 2019
Terranea Resort
Rancho Palos Verdes, Calif.

OCTOBER

SupplySide West

Date: Oct. 15-19, 2019
Mandalay Bay Convention
Center, Las Vegas

Longhorn IFT Suppliers' Night 2019

Date: Oct. 18, 2019
Embassy Suites Dallas-
Frisco Hotel, Dallas

NOVEMBER

IFT Suppliers' Night Chicago

Date: Nov. 6, 2019
Donald E. Stephens Center
Rosemont, Chicago

CRN Annual Conference 2019

Date: Nov. 6-9, 2019
Park Hyatt Aviara
Carlsbad, Calif.

Current as of May 2019

VISIT OUR ONLINE CALENDAR FOR THE MOST UP TO DATE INFORMATION

www.ingredientsonline.com/event

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- Skin health and skin tissue repair



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- Sunflower Seed Oil Powder
- Sweet Potato Dices ☆ 🌿
- Sweet Potato Powder ☆ 🌿
- Sweet Tea Extract

T

- Tangerine Juice Powder ☆ 🌿 🌱
- Tartaric Acid
- Taurine
- Telos95 Telomere Health
- Terminalia Arjuna Extract 🌿
- TheaFit TF40 Theaflavin ☆ 🌿
- Theobromine
- Thiamine HCl
- Thiamine Mononitrate
- Titanium Dioxide
- Tomato Powder 🌿
- Trehalose
- Tribulus Extract 🌿
- Tricalcium Phosphate

- Trimagnesium Phosphate
- Triphala Extract 🌿
- Trisodium Phosphate, Dodecahydrate
- Turkey Tail Mushroom ☆ 🌿 🌱
- Turmeric Powder 🌿 🌱

U

- Urea
- Ursolic Acid
- Utah Sea Minerals

V

- Valerian Root Extract 🌿
- Viburnum Bark Powder 🌿
- Vitamin A Acetate
- Vitamin A Palmitate
- Vitamin D3
- Vitamin E
- Vitamin E Acetate
- Vitamin K1
- Vitamin K2 MK-4

- Vitamin K2 MK-7
- Vitamin U

W

- Watermelon Fruit Powder 🌿
- Watermelon Juice Powder ☆ 🌿 🌱
- Wheat Grass Powder 🌿
- White Kidney Beans 🌿
- White Peony Root Extract 🌿
- Wolfberry Extract 🌿
- Wolfberry Juice Powder ☆ 🌿 🌱
- Wolfberry Powder 🌿

X

- Xanthan Gum
- Xylitol

Y

- Yam Powder 🌿
- Yeast Cell Wall
- Yeast Extract 🌿

INGREDIENT LISTING

- Yeast Protein
- Yerba Mate Powder ☆ 🌿 🌱

Z

- Zeaxanthin
- Zinc Carnosine
- Zinc Chelate
- Zinc Citrate
- Zinc Gluconate Dihydrate
- Zinc Lactate Powder
- Zinc Oxide

For our complete and most current ingredient listing with details such as tiered pricing, real-time inventory, QC documents and one-click sample orders, please visit our website at www.ingredientsonline.com.



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- L-Arginine-L-Pyroglutamate
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- L-Glutamic Acid HCl
- L-Pyroglutamic Acid
- L-Theanine
- DL-Methionine
- L-Citrulline

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MARKET UPDATE SUMMER 2019

by Tony Xue, General Manager, ingredientsonline.com™ China

After the international Labor Day in China, President Trump tweeted a threat to increase tariffs on 200 billion Chinese imported goods from 10% to 25%, and it became effective just five days later on May 10. Unfortunately, in our industry most amino acids, some food additives and supplements are included in the 200 billion product list, and 25% on

THE CHALLENGE IS WHETHER CONSUMERS WILL PAY THE BILL WITH THE 25% INCREASE

top of the ingredient cost is a big impact. The gross profit of Chinese imported goods has been decreasing over the years due to different reasons like competition between different sources and factories, currency exchange, increased labor cost, pollution control, etc. The new tariffs will make the Chinese factories' days even more dreadful.

25% is too much to be absorbed by any party among factories, distributors, U.S. manufacturers, and eventually, the increased cost is very likely to pass on to end consumers. The good thing is the production in China is stable for most products, and the challenge is whether consumers will pay the bill with the 25% increase. Any import activities from China will be handled very cautiously.

BCAA

Prices in China are stable now, but BCAA is on the new tariff list so the price will increase in the U.S. market. Some factories are trying to manufacture production in Europe for the blend. If that happens, the cost may be more stable compared with imports from China. The individual Valine, Isoleucine and Leucine prices are slightly lower than before. This is related to the stock level, and also Chinese suppliers want to keep costs low to gain more market share.

BETAINE ANHYDROUS/ BETAINE HYDROCHLORIDE

Supply is stable in China, but its cost

increased due to new duty fees.

B12 (CYANOCOBALAMIN AND METHYLCOBALAMIN)

Price is much lower compared with the last quarter of 2018, and supply also improved. It is predicted that this will continue through the third quarter of 2019.

CAFFEINE SYNTHETIC/ THEOBROMINE

Supply and price remain stable.

CALCIUM/MAGNESIUM/ MANGANESE SODIUM/POTASSIUM/ ZINC GLUCONATE

Due to the anti-dumping issue and additional

tariff list, China stopped exporting this series of products to the U.S. The local price remains stable.

CALCIUM/MAGNESIUM/SODIUM BETA-HYDROXYBUTYRATE

The cost in China is stable, but price in the U.S. will increase due to the increased duty fee. The supply is good, and demand in the market stably increased.

CALCIUM/MAGNESIUM CITRATE

More ingredients with Indian origins have come to the U.S. market to supply citrate salts, and prices are stable. The Chinese import will be less and less due to the tariff change.

CALCIUM D-PANTOTHENATE

The factories in Shandong Province are affected by the pollution control inspection. Supply is getting tight, and the price is expected to increase in the coming month.

CHOLINE BITARTRATE/ CHOLINE CHLORIDE

Unfortunately, Choline is also on the tariff change list. Choline is produced in China, but also in the domestic U.S. and India. It will be up to the market to see if Chinese imported Choline can still be competitive among the competition.

CHONDROITIN

Price is currently stable, and demand is slightly better than the last quarter of 2018. The duty fee concern is not that much as some of the production has moved to South Asia.

CITRIC ACID ANHYDROUS

Price is not likely to change too much. Blanket orders were locked in at the end of last year to early this year, and it is the

time of fulfillment.

COENZYME Q10

The major factories are locked in with huge U.S. buyers, and the market is quite stable for spot purchasing. CoQ10 was on the tariff list, but was removed afterwards. So far, there is no change, but needs to be monitored.

COLLAGEN

Competition has stiffened, but different factories have different strategies for pricing and quality. Therefore, here is a reminder to make sure the price is right and to verify which type you are getting, including starting material origin like fish, bovine, porcine, etc. Also, make sure the starting material is pure enough as opposed to those mixing different origins.

CONJUGATED LINOLEIC ACID OIL AND POWDER

Price increased slightly due to labor costs and currency exchange. Production is a little tight due to a shortage in starting

material, but factories have been able to pre-prepare.

CREATINE MONO

Supply is stable, but Creatine is on the increased tariff list. Demand may increase to avoid further cost increases from the new import.

FOLIC ACID

Due to the strict pollution control, supply is tight. Some factories have had to stop offering this ingredient due to the unstable market conditions and unstable production.

GAMMA-AMINOBUTYRIC ACID (GABA)

The cost in China has increased slightly, and the price in the U.S. will increase much more due to new duty fees.

GLUCOSAMINE

Price is at a higher level compared with that of early last year. This is mainly due to the pollution control result. With harvest coming in the summer, price may be slightly lower, but not too much, and



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MARKET TRENDS CONT'D

supply and demand are balanced for now.

INOSITOL

The cost in China increased slightly, and the price in the U.S. will increase much more due to new duty fees.

L-ARGININE/L-CITRULLINE

It is predicted there will be less Chinese-imported Arginine, but will come from other countries to avoid duty fees, while Citrulline will still be imported from China. The Arginine price will increase slightly, and Citrulline may increase slightly more.

L-CARNITINE

Supply has been tight for over two years due to pollution control, and the situation is not likely to change in a short period of time. With the increased duty fee, it is predicted the price will increase fast.

L-CYSTEINE/L-TYROSINE

These two products are mostly produced in China, and we think the prices will further increase due to duty fees.

L-GLUTAMINE

Price will increase little by little as one of the major Chinese factories has moved their production to other products, and is selling the existing stock now. In the meantime, Korea and Japan can also produce Glutamine. With a 25% duty fee difference, it may be a good chance for Korean and Japanese products to gain more of a market share, but it will depend on their production capability and strategy in the U.S. market.

L-GLUTATHIONE REDUCED

Price will be increasing due to tight supply and duty fees.

L-LYSINE

Price is stable, and currently duty fees are the same as before.

L-TRYPTOPHAN

There are no changes to duty fees at this time, but supply is always tight.

LUTEIN

Lutein is on the duty list, so it is predicted that it will be less and less Chinese material and more and more from other origins like India.

MSM

Price is currently stable. So far, there are no changes to duty fees.

PYRIDOXINE (B6)

Production has been affected due to an explosion accident close to the factory causing the Chinese government to lift the security level in that area. After the accident, the supplier tried to stock more and have it ready for customer demand. Price is firm at its current stage.

RIBOFLAVIN

Price remains stable.

SODIUM HYALURONATE

Demand keeps increasing in all applications, including cosmetic, supplements and even industrial use. There are no concerns over duty fees for now, and factories have increased their production scale little by little.

SPIRULINA

Price is stable and may increase slightly due to increasing labor costs and currency exchange rates. Fortunately, Spirulina is not on the new duty fee list.

STEVIA

Price is stable now due to a good harvest/starting material. There is no concern over duty fees at this time.

SUCRALOSE

Price increased slightly due to an increase in production costs. It is expected that price will increase slightly more as some of the factories may step out of production.

TAURINE

Price and supply is still stable in China, but due to the increased tariff, price in the U.S. market has started to jump.

THIAMINE

Export activities have increased since the tariff increase. The supply of B1 was always unstable last year, and the suppliers tried to stock more. Production is affected due to the same explosion mentioned for Pyridoxine (B6). Price is very firm at its current stage.

VITAMIN A/VITAMIN D3

Some factories stopped offering these ingredients for a period of time due to pollution control, but now production has resumed. The short supply cut time did not affect too much of the market, and availability can still meet the demand.

VITAMIN C

Price remains low, and factories are currently trying to move inventory. Factories are very cautious when considering running production at full capacity even though it is the best time of the year to prepare inventory for the summer shut-down which is caused by high temperatures.

VITAMIN E

Some news outlets advised that the production capacity decreased outside of China, so Chinese factories are not willing to offer low prices to the market or may even stop offering for some time. Price is stable and firm.

XYLITOL/XYLITOL DC

Price will increase quickly due to new duty fees. 📦



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TRANSPARENCY

IN QUALITY CONTROL PROCESS

ingredientsonline.com™ isn't just about having a marketplace to buy and sell raw material ingredients. One of our core principles is to ensure that the raw ingredients we have meet not only our quality and safety standards, but our customers as well. With the advent of FSMA into the world of food safety, and the FDA's recent promise to modernize dietary supplement regulation, it is becoming increasingly important to make quality, safety and transparency between buyers and sellers our utmost priorities. In order to embody these fundamentals, and ultimately foster trusting relationships with our customers, we have developed a robust and intensive QA/QC process to ensure the quality of service we provide. We qualify our manufacturers and conduct randomized ingredient testing with accredited U.S. third party laboratories to continuously verify the quality of our factory partners and their ingredients.

STEP 1: FACTORY QUALIFICATION

With ingredient suppliers located in various countries around the world, establishing factory qualification programs can be an extremely daunting, albeit necessary task. Before we even bring a factory onto the ingredientsonline.com™ platform, they must undergo and pass a thorough evaluation process to become "qualified." Our audit checklist reviews everything from site security to production procedures, to testing verification and compliance certifications. We review every procedure related to cGMPs, food safety and hazard analyses. Documentation audits and inspections are meticulously carried out for both new and existing factory partners.

STEP 2: INGREDIENT QUALIFICATION

In order for a qualified factory to showcase their ingredient on the ingredientsonline.com™ platform, they are first given a list of required product documents that must be reviewed and accepted by our QA/QC team. These documents include the product's specification sheets, SDS's, manufacturing flow charts, etc. We review and audit all these documents before approving the ingredient. If any document is missing or in question, those concerns are addressed and resolved before the ingredient is placed online. Additionally, we understand the importance of supply-chain transparency, so these documents are conveniently downloadable on the platform. Our goal is to provide as much information as possible on every ingredient. Since we've already established a relationship with the factory during their qualification process, any additional information that might be needed is just a couple of emails away.


STEP 3: MATERIAL QUALITY AND CONSISTENCY

We understand that above all else, the quality of the material and adherence to specifications are imperative. In order to establish quality, there needs to be consistency in practice and process. For that reason, we select random samples from our inventory and submit them to a battery of rigorous tests: identification, assay, constituent claims, heavy metal contamination, etc. We partner with accredited third-party U.S. laboratories to perform these tests for us. Each compliant result strengthens the confidence of our factory partners even after they've been qualified.

STEP 4: WAREHOUSING AND CUSTOMIZED SHIPPING

Since ingredientsonline.com™ does not perform manufacturing operations, those cGMPs remain the manufacturers' responsibilities. However, we can control how we store the products as you're adding them to your cart, and our warehouses are meticulously arranged to minimize cross-contamination. Your customized shipping needs are never compromised as we carefully record your shipping instructions on each purchase order, and make sure each request is fulfilled on time. We also perform three independent checks on each shipment before they leave our docks, verifying a match between the staged product and requested order. Every ingredientsonline.com™ customer can trust that they will receive what they ordered, how they ordered it — every order, every time.

STEP 5: CONTINUED FACTORY EVALUATION

We all know that it isn't enough to just qualify a factory once and assume they'll continue to meet your standards as time passes. For this reason, factories must undergo a regular requalification process to confirm their practices still meet our standards. Factory performance is also consistently reviewed and taken into account to determine if they are a good fit for ingredientsonline.com™. Factories are graded based on the quality of their products, their willingness to provide customer support, the amount of complaints related to themselves or their products and the condition of their shipments among other things. Warning letters are sent to factories that start to underperform. Any factory that continues to score below our standards are disqualified and removed from ingredientsonline.com™. This ensures that we only partner with factories that can live up to our expectations. 



Join QC Manager, Felicia Ly, as she outlines our entire QA/QC process in a step-by-step presentation at www.ingredientsonline.com.

