

Nature's Way Quality

May 31, 2007

There has been much publicity recently regarding pet foods spiked with melamine and subsequent media articles questioning the safety of vitamins (particularly vitamin C) that are sourced from China. Nature's Way does source some of our raw materials from China, but we have partnered with reputable suppliers that follow Good Manufacturing Practices (GMPs). Unlike many manufacturers, we do not rely on vendor certificates of analysis, but instead test each incoming lot of raw material against a set of predetermined quality requirements such as identity, potency and purity to include heavy metals, residual solvents, microbial contamination and any other known adulterants.

Nature's Way is a quality manufacturer of dietary supplements dedicated to providing premium products to the public. Vast resources in the form of people, time and instruments are dedicated to ensuring that the highest quality standards are consistently upheld. All of our suppliers are audited and qualified prior to supplying Nature's Way with raw materials. We provide our suppliers with written, approved copies of our specifications for each raw material that includes requirements to confirm the identity, purity, and potency of the material. Our suppliers know that every lot of material that comes into our facility is tested against the predetermined quality requirements set forth in the Raw Material Specification Sheet. These specifications include a strict no irradiation and no ethylene oxide treatment policy.

Retention samples for each raw material and finished product lot are stored for the required

period of time and there is complete traceability of all components used in each lot of product.

Identity

Perhaps the single most important test is to verify the identity of the materials. Raw materials can be adulterated both intentionally and unintentionally. All Nature's Way products receive a minimum of two identity tests, macroscopic examination and Thin Layer Chromatography (TLC) or Fourier Transform Infrared Spectroscopy (FTIR). Some materials may receive as many as six different identity tests: macroscopic examination, TLC, High Performance Liquid Chromatography (HPLC), Gas Chromatography (GC), microscopic examination, and Fourier Transform Infrared Spectroscopy (FTIR). At Nature's Way, the identity of our material matches exactly with what is written on the label.

Potency

Nature's Way is known for high quality, but in particular for our consistent ability to meet label claims. As a result of years of experience, Nature's Way has determined minimum acceptable levels of potency for certain markers or active constituents in each material. These are measured either by High Performance Liquid Chromatography (HPLC), Gas Chromatography (GC) or Ultraviolet-Visible (UV-Visible) spectroscopy. Certain botanicals are also measured for volatile oil content or swelling capacity as further potency tests.

The potency of all minerals is performed using an Inductively Coupled Plasma (ICP) instrument to assure that they meet the required potency.

Purity

Nature's Way employs a staff of degreed microbiologists to conduct microbiological testing

to ensure the safety of our products. Our laboratory procedures detect common pathogens such as *E. coli*, *S. aureus* and *Salmonella* spp. Nature's Way has a zero tolerance policy for pathogenic bacteria and any detection of these organisms will result in the failure of that lot of material and its return to the supplier. In addition to pathogen

testing, we also measure total aerobic bacteria, total coliforms, and yeast and molds to make sure that the material has been properly harvested and processed according to Good Manufacturing Practices (GMPs).

Heavy metal testing is also conducted by ICP-MS on every lot of raw material to ensure that the stringent limits set forth in California Proposition 65 are met. All Nature's Way products are in strict compliance with Proposition 65 limits for heavy metals such as arsenic, cadmium, mercury and lead.

Each lot of botanical raw material is tested for pesticide residues to the limits set forth in the United States Pharmacopeia.

Each lot of material that has been processed or extracted using solvents is subjected to residual solvent testing to ensure that the solvent has been removed during processing.

Consumers can be sure that the name Nature's Way is synonymous with quality and that they can always "Trust the Leaf".

Respectfully,

Quality Systems

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