



## Quality Control Practices Moss Nutrition Select Line

Joanne Goding introduces husband/business partner, Dr. Jeffrey Moss. -5:32 *minutes*.

Some Health Care Professionals are reluctant to change because they are unsure of the quality of our supplement line. Public skepticism towards supplements has increased; reassurance that practitioners & patients can trust recommended **Moss Nutrition Select products** is critical.

**Quality Expert: Jeffrey Moss** addresses these concerns. His unique credentials qualify him as an expert producer of quality professional supplements:

- Jeff has over 30 years in this industry. He deeply understands Clinical Nutrition & Functional Medicine, and the needs of Practitioners.
- Subscribes to & reads 30 journals currently.
- For over two decades, Jeff has written a monthly newsletter: the **Moss Nutrition Report: Review & Commentary** covering a vast range of topics.
- Health Care Professionals seek out Jeff as a consultant for their challenging cases where the status quo or the standard protocol is not enough.
- Teach at UB's Master's in Nutrition program.
- Gina Fasser, M.S. Clinical Specialist, says, "Anyone can make a supplement. But not anyone can really grasp Clinical Nutrition the way Jeff does."
- Jeff receives valuable customer feedback about products and efficacy. "Our success has been a result of offering WHAT WORKS."
- The **Moss Nutrition Select line** comprises some of the best and most innovative professional supplements on the market today.

We cover these 5 areas:

**Quality Manufacturers**  
**Quality Choice of Ingredients**  
**Quality Testing of Ingredients**  
**Quality Labeling**  
**Continuous Quality**

### 1. **Quality Manufacturers** – 21:15 *minutes*

Jeff shares how he chooses manufacturers and why he chose the ones he did to make our products.

- The vetting process – finding companies that can be trusted
- Smaller manufacturers
- Transparency

- Reputation
- Batch Records
- Smaller Batches
- Overages
- Fillers & Flowing agents, why they are used etc.
- Discussion about how we follow GMP's, the strict FDA regulations and how we obtain the C of A's, enforcement, etc.
- The benefits of using contract manufacturers, rather than starting our own manufacturing facility.

## 2. **Quality Choice of Ingredients** – 15:37 minutes.

As we created new products, and improved existing products, we began with upgrading some of the constituents. Jeff talks more about these decisions, giving examples – with regard to meeting the medical needs of ill patients.

- Switching to Albion Chelated minerals,
- Choosing standardized herbals like Meriva, Sensoril, & Cinsulin
- Choosing Leucine instead of Stearates when possible; discuss stearates
- Choosing healthier sweeteners.
- Methylated B Vitamins
- Attending Supply Side – annual supplement industry trade show – where we meet manufacturers & suppliers of raw materials.

## 3. **Quality Testing of Ingredients** – 8:24 minutes.

Jeff & Diana Allen, our **Product Development Manager**, work closely together to locate Quality sources for our ingredients. Jeff shares some of the FDA requirements about raw materials:

- Enforcement of FDA guidelines, Inspections.
- The necessity to have a manufacturer you can trust. Ethics.
- Having Certificates of Analysis
- Testing of raw materials prior to manufacture - contaminants
- Post-production testing of every batch,
- Concerns about imported materials – China, Japan, India
- Perhaps BO's is an indication of GOOD TESTING!!

## 4. **Quality Labeling** – 5:03 minutes.

We create and print our own labels in-house: **Diana Allen** compiles the accurate text, **Nicole Perron** creates the labels, and **Rick Cloutier** prints new labels for each batch. Jeff discusses the FDA requirements and how we follow them.

- FDA's strict specifications
- Diana meticulously reviews the label content
- Strict accuracy: we obtain C of A's first so we know the constituent precisely.

- **Sequential numbering** – for batch recall records – we go above and beyond the requirements.
- Accountability

#### **5. Continuous Quality using Research & Feedback – 8:50 minutes.**

With each re-order, we decide if the next batch should have improvements. Some companies keep the products the same for years or even decades...whereas Jeff is always current on new research. Jeff shares with us how research, plus customer feedback, goes directly back into the making of our products.

- Example: Leucine in the K Alkaline.
- Example: Second batch of SarcoSelect, we increased the Magnesium, and lowered the tapioca. Added Betahydroxybetamethylbutyrate. Why were these changes made.
- We are a different company. Not founded by an MBA in Business, founded by experts in Health Care; an experienced Health Care Professional.

Closing statements by Joanne.

#### **Quality Products Made with Quality of Life in Mind™**

We hope you found this information helpful, and we welcome your questions.

END Total time of entire presentation: 1 hour 5 minutes

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