



GROCERY PRODUCT CRITERIA

Criteria for Submitting New Grocery Products for Approval or Placement

Clark's Nutrition is a family-run chain of 4 stores in the Inland Empire of Southern California, offering a full selection of supplements, grocery, dairy, frozen and HABA products. We have been in business for over 35 years, and have a well-earned reputation for high standards on product selection and everyday affordable pricing for our customers.

Lisa Linares is the grocery support buyer; all new products need to go through corporate approval process.

1. Please send all information & samples to:
Grocery Buyer
Clark's Nutrition
4225 Market St
Riverside, CA 92501
Phone (951) 321-1960 ext 138
Fax (951) 870-4118
grocerybuyer@clarksnutrition.com
2. You must fill out a product submittal form on which you will need to provide the following information:
 - a. UPC #(s) of product submitted (not the box, case or master case UPC#(s))
 - b. Product Description, Brand Name and Unit Size
 - c. Suggested Retail Price
 - d. Cost before discounts (wholesale)
 - e. How to read code date
 - f. Opening order discount % for product
 - g. Ongoing discount % for product

Please designate if the product will be sold direct or through a distributor. If it is sold through a distributor, the distributor item number and distributor for each

item(s) needs to be noted. (Natures Best, UNFI, Threshold numbers.) Please include contact information for you including an email address.

3. **All sales reps/brokers must be able to credit Clark's for slow moving products, not only in their own line but also competitive lines. Products to be discontinued will be based on Clark's movement analysis. All new items are on a 90-day probation period. If sales are not at expectations, broker/company will be asked to take back product.**
 - Credit Policy for lines/products after introduction (90-day probation) must be agreed upon before the line/product is considered (i.e. % discount off invoices for damaged, returned, expired etc.)
4. We need samples in order to evaluate items; one of each is fine. If you'd like us to pass some on to grocery buyers at the stores, you can include more.
5. We need full ingredient listing for every product. We will evaluate each product on its own merits and in comparison to what else is already on the market.
6. We require an accord certificate of liability with Clark's Nutritional Centers, Inc. listed as an additional insured on the certificate
7. The better the opening order discount for a product, the better the chance of approval for the product. If a free set is offered this gives the best chance for approval of a product. Free shipping at an obtainable level is also a good incentive.
8. Product promotional information including a product image and technical product information are required.
 - Image specifications: Dimensions 2 by 5 and in either gif or jpeg format, high resolution preferred. i.e. 200 wide by 500 or 400 by 1000 or
 - Technical product information: a paragraph describing the product. Limit of 254 characters including spaces and punctuation
9. Products containing the following list of ingredients will not be accepted:
 - A**
 - acesulfame-K (acesulfame potassium)
 - acetylated esters of mono- and diglycerides
 - ammonium chloride
 - artificial colors
 - artificial flavors
 - aspartame
 - azodicarbonamide
 - B**
 - benzoates in food
 - benzoyl peroxide

- BHA (butylated hydroxyanisole)
- BHT (butylated hydroxytoluene)
- bleached flour
- bromated flour
- brominated vegetable oil (BVO)

C

- calcium bromate
- calcium disodium EDTA
- calcium peroxide
- calcium propionate
- calcium saccharin
- calcium sorbate
- calcium stearoyl-2-lactylate
- caprocaprylobehenin
- carmine
- certified colors
- cyclamates
- cysteine (l-cysteine), as an additive for bread products

D

- DATEM (Diacetyl tartaric and fatty acid esters of mono and diglycerides)
- dimethylpolysiloxane
- dioctyl sodium sulfosuccinate (DSS)
- disodium calcium EDTA
- disodium dihydrogen EDTA
- disodium guanylate
- disodium inosinate

E

- EDTA
- ethyl vanillin
- ethylene oxide
- ethoxyquin

F

- FD & C colors
- foie gras

G

- GMP (disodium guanylate)

H

- hexa-, hepta- and octa-esters of sucrose
- high fructose corn syrup
- hydrogenated fats

I

- IMP (disodium inosinate)
- irradiated foods

L

- lactylated esters of mono- and diglycerides
- lead soldered cans

M

- methyl silicon
- methylparaben
- microparticulated whey protein derived fat substitute
- monosodium glutamate (MSG)

N

- natamycin
- nitrates/nitrites

P

- partially hydrogenated oil
- polydextrose
- potassium benzoate
- potassium bromate
- potassium sorbate
- propionates
- propyl gallate
- propylparaben

S

- saccharin
- sodium aluminum sulfate
- sodium benzoate
- sodium diacetate
- sodium glutamate
- sodium nitrate/nitrite
- sodium propionate
- sodium stearoyl-2-lactylate
- solvent extracted oils, as standalone single-ingredient oils (except grapeseed oil).
- sorbic acid
- sucralose
- sucroglycerides
- sucrose polyester
- sulfites (except in wines, meads and ciders)

T

- TBHQ (tertiary butylhydroquinone)
- tetrasodium EDTA

V

- vanillin