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Food ingredients
North America

Show Dates:

Oct 31 - Nov 4, 2022

Expo Hall:

Nov 2 & 3, 2022

Mandalay Bay,

Las Vegas, NV

Expo Preview



supplysidewest.com



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When you're sourcing ingredients for your new products, you have a set of criteria for selection and a series of expectations for ingredient identity, traceability and quality. At PLT Health Solutions, we have a stage-gate development process for our ingredients that might not be too different from yours. That means we understand the market drivers, the intellectual property, the science and claim potential, formulation development, regulatory issues and the logistics of consistent, high-quality commercial supply.

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Join Us in Las Vegas for a Very Special 25th Anniversary Celebration

SupplySide West & Food ingredients North America 2022 is right around the corner, and we can't wait to be back with our community! Our team is working hard to bring you the best SupplySide experience yet! This year will be one for the books as we celebrate our 25th Anniversary—so stay tuned for some special celebrations onsite.

Additionally, we're excited to announce that SupplySide West & Food ingredients North America is going carbon neutral as we are pursuing the CarbonNeutral® Event Certification for the first time! Going carbon neutral means that we continue reducing our greenhouse gas emissions as much as possible and compensate for the remaining carbon emissions our show emits (from travel, hotel stays, energy-use, waste, etc.) through the purchase of high-quality ICROA-approved carbon offsets. Learn more at supplysidewest.com/sustainability.

Consumer demand for products that are healthy, nutritious, tasty, sustainable, and satisfying is greater than ever and SupplySide West is your place to discover ingredients and technologies, connect with influential market leaders, and learn about the trends shaping our industry. Within this year's Expo Preview you will find all the details you need to plan a successful and enjoyable event experience.

Throughout the SupplySide West & Food ingredients North America Expo Hall, you will find suppliers of ingredients, manufacturing services, lab services, packaging and more. SupplySide West is the place to create market success in the food, beverage, and dietary supplement categories. The complete exhibitor listing for the 2022 event is in this Preview and at supplysidewest.com.

This year's event features a variety of education sessions to help you identify trends, find opportunities, address challenges, and grow your business. A few notable happenings this year:

- + The SupplySide Stage: Delve into hot topics facing the industry at this free-to-attend, live, interactive forum
- + A focus on sustainability: Education sessions spanning packaging, product development and JEDI initiatives
- + A fully livestreamed and on-demand education program: Conference programs, stages, and pre/post event coverage available with our new Virtual Only pass. This year's topics include, supply chain challenges, sports nutrition, beverage trends, and immune health

If this is your first time at SupplySide West & Food ingredients North America, we invite you to check out the First-Time Visitor Reception where you will be able to meet influential industry thought leaders and other first-time visitors, or the 'Basics of Food & Beverage Product Development' education session which provides a broad overview of the 'to-do' list for new product development for food & beverage brands.

Looking to connect with other industry members, suppliers, and service providers prior to the event? Be sure to join the SupplySide Network 365 community (supplyside365.com) and download the SupplySide Network 365 app from the App Store or Google Play Store. If we can answer any questions or help you prepare further, please feel free to contact us.

Welcome to the SupplySide West community—we can't wait to see you in Vegas!



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Registration Hours

Monday, October 31 | 7am–5pm
 Tuesday, November 1 | 7am–5pm
 Wednesday, November 2 | 7am–5:30pm
 Thursday, November 3 | 8am–5pm
 Friday, November 4 | 8–11am

Expo Hall Hours

Wednesday, November 2 | 10am–5:30pm
 Thursday, November 3 | 10am–5pm

The health & safety of our SupplySide community remains our top priority as we prepare for our 2022 event. Learn more about our health & safety measures here:





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Booth #7000



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Supplier Management • Cost Trending • Forecasting • E-commerce Integration • EDI • Quality Control • Shipping • MMR/BPR

Contact: Henry Wythe

henry@crystalsystems.biz

(435) 659-2931

www.crystalsystems.biz

Why Attend

Innovation doesn't happen in a vacuum. At SupplySide West & Food ingredients North America, we bring together leading professionals from across the health and nutrition community to discover the latest and most innovative ingredients and solutions to hit the market.

Come celebrate this silver anniversary with us and join top ingredient buyers and suppliers from the dietary supplement, beverage, functional food, personal care and sports nutrition industries as they share ideas and trade perspectives around product ideation and development.



1,000+ Exhibiting Companies



12 In-Depth Education Sessions



16,000+ Attendees



Can't Miss Show Features



2-Day Expo Hall



Endless Networking Opportunities

See what our attendees have to say.

"SupplySide is the single most compelling event for the industry."

Sudipta Veeramachaneni, Ph.D.
Chief Science Officer,
GNC



"After every SupplySide West, I feel more connected, better informed and more inspired."

Paul Mittman, ND, EdD
President/CEO, Sonoran
University of Health Sciences



"From the opportunities to network, see the latest innovations in ingredients for natural products and the always outstanding education sessions, there is no equal."

Marc Ullman
Of Counsel, Rivkin
Radler LLP



"SupplySide West & Food ingredients North America is the human connection engine powering health and sustainability innovation for the new rocket ship CPG industry. Don't get left behind."

Tim Avila
President, Systems Bioscience, Inc.





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— GOT A —
FRESH LOOK.

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Expo Hall

Wednesday, November 2 | 10am–5:30pm & Thursday, November 3 | 10am–5pm

See what's trending this year in ingredient and product innovation. Meet with the industry's top ingredient suppliers and service providers at our 2-Day Expo Hall in the Mandalay Bay Convention Center.

Who's Exhibiting?

- + Supplement Ingredient Suppliers
- + Food & Beverage Ingredient Suppliers
- + Contract Manufacturers
- + Flavor & Fragrance Suppliers
- + Equipment & Machinery Companies
- + Packaging & Labeling Suppliers
- + Lab Testing & Analytical Firms
- + Wholesalers, Distributors & Brokers
- + Legal/ Regulatory Professionals

Who's Attending?

Business professionals with a concentration on:

- + Research & Development
- + Product Development
- + QA/QC
- + Purchasing
- + Supply Chain Management
- + Marketing
- + Processing Innovation



Exhibitor List



Visitor List



Floor Plan

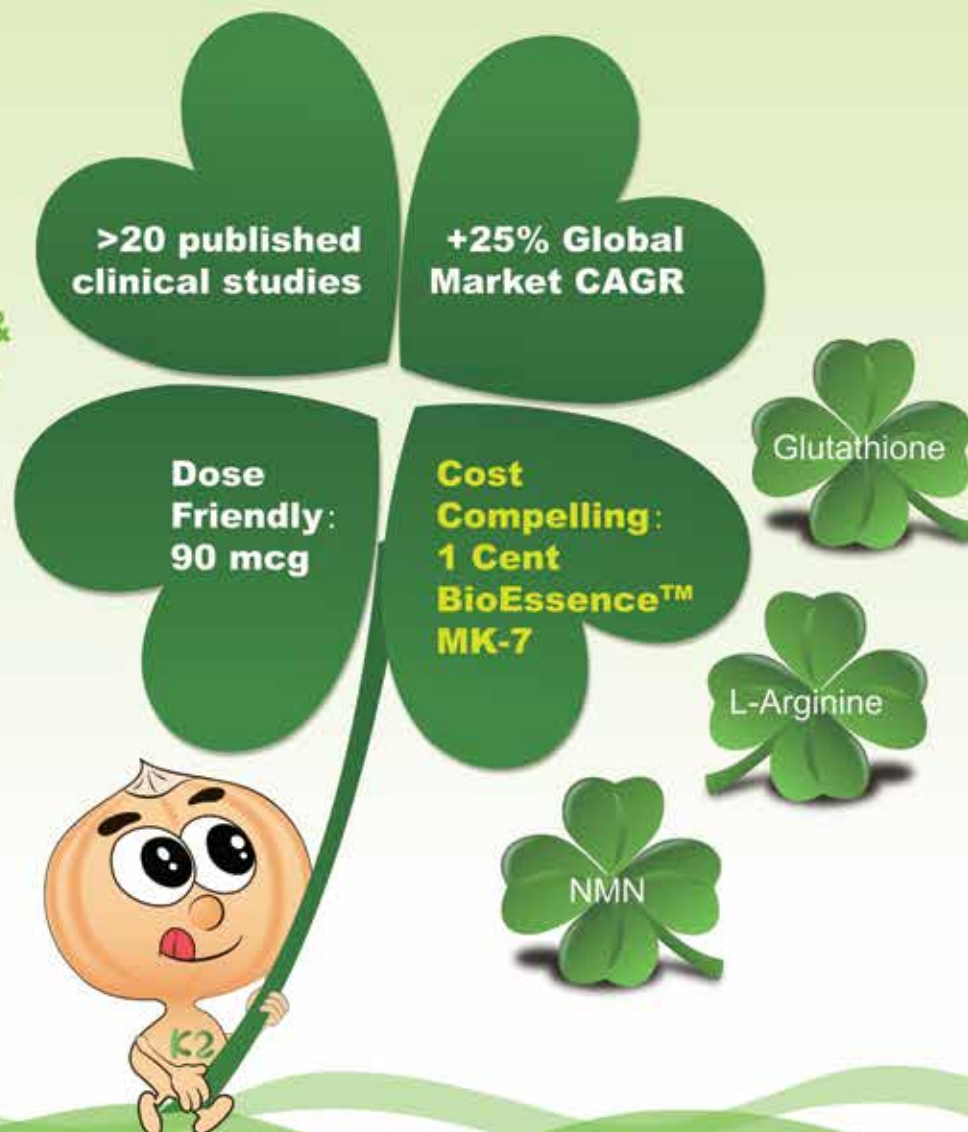


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 **SINO LION**

Cheers to 25 Years!

It's been quite a journey and we're so thankful, excited, and proud to be a part of this community that has flourished over the last 25 years. From humble beginnings of just 60 exhibitors in 1997 to the current bustling international exhibitor representation of 1,000+ ingredient & service provider innovators, SupplySide West represents something bigger than the show floor we all know and love. If you've been a part of this journey along the way, thank you for helping us carve out our corner of this industry. If this is your first time here—cheers! We welcome you as an old friend and look forward to having you grow with us.



We're looking forward to the next 25—See you in Vegas!

—The SupplySide Team



SUPPLYSIDE '99

SUPPLYSIDE WEST

International Trade Show & Conference

SupplySide West

Global Expo and Conference

Gathering Ingredient Suppliers and Buyers from Around the World

SupplySide West
10 Year Anniversary

SupplySide



The industry's
gathering point where
science & strategy
intersect



P.S. Have pictures, memorabilia or something interesting from the first days of SupplySide West? We'd love to see it! Tag us [@suppliesideshow](https://www.instagram.com/suppliesideshow) on Instagram!



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Show Features

GOED Omega-3 Resource Center

The Global Organization for EPA and DHA (GOED) Omega-3 Resource Center is a destination for the global omega-3 market, where you can learn about key issues, network with GOED and its experts, and connect with GOED member companies.

In partnership with:



IPA Probiotics Resource Center

IPA Probiotics Resource Center, organized in partnership with the International Probiotics Association (IPA), showcases the latest information about the probiotics market, all in one convenient location. Connect with IPA member companies and join your colleagues for presentations covering the latest in probiotic technology, important regulatory updates, consumer analysis and market trends.

In partnership with:



Sponsored by:



New Products Zone

Looking to see the latest in product development? The New Products Zone is designed to highlight ingredients and finished products at the forefront of innovation and invention. Visit this show feature in the Bayside Foyer as you're on the way to the Expo Hall, to source the latest offerings to hit the market and learn about the exhibitors who are producing them.

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Satellite Showroom

SupplySide West is committed to helping our partners succeed in the midst of the Global COVID-19 Pandemic. New for 2022, this part of the show floor features companies that are part of the SupplySide community, but couldn't make it to this year's in-person event.

Sponsored by:



SupplySide Lounge

Stop by the SupplySide Lounge to learn more about our different event and content offerings and meet with members of our team to discuss how we can help you meet your business goals.

+ Snap a pic in the photo booth to share on social media to be entered to win our onsite social media contest and be sure to grab some exclusive SupplySide swag!

SupplySide Studio

The SupplySide Studio will be a hub of community activity, with interviews with key members who are improving the industry and world at large. The Studio will feature interviews with ingredient suppliers, CPG brands, service providers, individuals and more who are leading sustainability and JEDI (justice, equity, diversity and inclusion) initiatives that help create a brighter tomorrow. Plus, SupplySide content leaders will be bringing you the trends they are seeing on the show floor, live from the Studio. All sessions will be livestreamed on SupplySide Network 365.

Tasting Bar

It's back! See, touch and sample the latest functional foods and beverages at the Tasting Bar. Companies will showcase product prototypes to drive CPG innovation and the use of unique functional ingredients in different formats.

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The Garden



Need a place to meet with colleagues or get some down time to check emails or recharge your devices? Check out the SupplySide Garden, located near the 6500 aisle on the show floor.

Venable

As the Official Legal & Regulatory Sponsor, Venable is providing our visitors and exhibitors with exclusive access to their legal team. Schedule your complimentary meeting with Venable attorneys in their custom-built meeting space. Venable is prepared to speak with you about:

- + Brand protection
- + Advertising claims, labeling, and marketing (Covid-19, CBD, dietary supplements, amongst others)
- + Product safety, liability/class action litigation
- + FDA enforcement actions (inspections, 483s, WL)
- + GMPs
- + Intellectual property, trademarks and brand protection
- + Export/Import Requirements and Advice
- + FSMA regulations
- + Quality team recommendations
- + Recent AG actions

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Events

AHPA Regulatory Priorities Congress

Friday, November 4 | 7:30am–3pm

AHPA's Congress on Regulatory Priorities in the Natural Products Market will provide guidance to dietary supplement ingredient suppliers, manufacturers, and affiliated firms that understand the impact of regulatory compliance. This unique, one-day hybrid event features a wide array of industry experts offering cultivated and first-hand experience, education, and information.

Topics include:

- + An update on mandatory product listing (MPL) legislation for dietary supplements
- + The regulatory landscape of the sports nutrition segment of the market
- + Obstacles to disseminating truthful and not misleading information to consumers

Separate registration required.

Produced by:



Cheers to 25 Years!

Wednesday, November 2 | 4–5:30pm

Thank you for making the last 25 years of SupplySide West possible! Grab a drink on us at one of the many bars located on the show floor as we toast to YOU – for continuing to innovate in the industry and for years of ongoing support. We can't wait to see what the next 25 years hold and look forward to having you along with us. Cheers!

First-Time Visitor Reception

Tuesday, November 1 | 5–7pm

The First-Time Visitor Reception welcomes new show visitors the evening before the show starts. This two-hour reception offers a fun and intimate setting for new participants to meet with industry rock stars, various members of the SupplySide team, show supporters, and other first-timers.

Separate registration required.

Limited to first-time SupplySide West & Food ingredients North America visitors only.

LGBTQ+ Allies Networking Reception

Wednesday, November 2 | 5:30–7:30pm

SupplySide West & Food ingredients North America strives to promote diversity and inclusion within the industry for our LGBTQ+ peers and colleagues. Join community members and allies for an evening of drinks, networking and fun!

In partnership with:



NCN Ingredients & Technology Investor Meeting

Tuesday, November 1 | 9am–5pm

Dedicated to ingredients and technology in the nutrition industry, Nutrition Capital Network's Ingredient Technology investor event brings together strategic partners and investors with the emerging technologies, innovative ingredients, and the entrepreneurs and management teams behind them.

Companies in nutritional ingredients, science, and technology will present business plans to an audience of investors followed by one-on-one meetings to discuss investment and partnering needs.

Separate registration required.

Produced by:



Wellness Yoga

Wednesday, November 2 & Thursday, November 3 | 7:30–8:30am

Start your busy day with balance. Wellness Yoga is for all skill levels and will be led by a certified yoga instructor. New yoga mats are provided for use and each participant will receive a yoga mat bag and stainless-steel water bottle to take home.

Each session is limited to 100 participants.

Separate registration required.

Sponsored by:



Register here





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Supplier Presentation Theater

The Supplier Presentation Theater is one of the most effective ways to learn about new and innovative ingredient technologies. These sponsored presentations are devoted to ingredient and service-specific science, applications, formulation, and marketing and are free to all attendees.

Participating Sponsors:



SupplySide Stage

Come learn about expanding and improving your business in this free-to-attend, live, interactive forum. Located on the Expo Hall floor, SupplySide Stage offers a variety of programming, designed to delve into hot topics facing the industry, and offers inspiring presentations to expand your thinking and expand your thinking and advance your business. From supply chain strategies to sustainability, hiring practices, Ingredient Idol, comedy and more – SupplySide Stage is a hub of activity in the Expo Hall.

Wednesday, November 2

Ingredient agility is brand agility | 12–12:30pm

Sustainability, taste, price and healthiness are the top factors shoppers consider when looking to fill their fridge, pantry and supplement cabinet. All four factors are also decided by the ingredients a brand chooses when formulating any product. “Unprecedented times” seem to be here to stay. Companies that can remain agile in sourcing and qualifying new ingredients will be agile enough to thrive in the new normal. Networked ingredients give companies the power to quickly try new recipes, reformulate, document and collaborate with all supply chain partners to move faster.

This session will help brands build and leverage stronger supplier relationships to create a dynamic and agile ingredient program.

- + Paul Bradley, director of product marketing, TraceGains
- + Gary Iles, senior vice president, marketing and business development, TraceGains

In partnership with:





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Food technology trends, best practice & compliance | 12:45–1:15pm

The emerging “food tech” category is quickly evolving with many seeing it as the solution to help feed a growing population with sustainable options; others are wary of the precision fermentation and the genetically modified organisms used in many formulations. This session will review the emerging category with an informed, balanced perspective about the risks and benefits of the precision fermentation and synthetic biology/gene editing technology that is inspiring ingredient innovation across a variety of categories. A proprietary analysis from Nutrition Business Journal and NEXT Data & Insights will explore B2B and B2C market awareness, acceptance and attitudes that shape risks and opportunities in the market. A legal expert will also cover best practices in product labeling and ways brands can ensure they are keeping products compliant to U.S. regulations.

+ **Eric Pierce**, vice president of business insights, Informa Markets

In partnership with:



Conscious hiring & fostering the next generation of leaders | 2:15–2:45pm

As companies across the health and nutrition industry strive to stabilize themselves from rapid changes in the economy, demand and supply chain, many in our industry have the opportunity to rebuild their workforce with an eye toward a future that benefits not only their bottom lines, but the industry as a whole. Companies may feel the urgency to hire the first qualified candidate that applies, but those companies that strategically plan their hiring can help ensure they are creating a more inclusive, supported and diverse workforce that will better fit the needs of a wider set of consumers. In this session, we'll hear the success stories and journeys of natural products companies that are thoughtful in their hiring practices.

Quercefit® -- Quercetin Phytosome™. The multi-target ally for your physical performance. | 3–3:30pm

Sponsored by:



CBD and cannabinoid medicine: A maturing market but still not legal | 4:30–5pm

Unbelievably, it's going on four years since the FDA held its first (and only) public hearing on the status of hemp CBD. While the industry has clamored for regulatory certainty, the FDA has given anything but. The result is a continuous gray area that has kept the big mainstream food and beverage players away, and many (most?) mom-and-pop supplement brands have withered on the vine. Still, the well-capitalized, quality-conscious, market-savvy players remain in it to win it. In this lightning round session, hear three OG hempsters counsel what it takes to keep the faith—patents, bioavailability, testing, gummies, regenerative ag, GMPs, delta-8 and other tips, tricks and lessons learned.

- + **Joy Beckerman**, principal consultant, Hemp Ace
- + **Annie Rouse**, chief operating officer, OP Innovates
- + **Serena Tongiani Ph.D.**, chief portfolio officer, Indena S.p.A.
- + **Marielle Weintraub**, president of the board of directors, U.S. Hemp Roundtable, and analytical services manager, Eurofins

Thursday, November 3

Sustainable packaging | 11:15–11:45am

What's outside a product counts just as much as what is inside. Conscious consumers want products that are healthy, regenerative, environmentally friendly and considerate to all the workers in the supply and distribution channels, and that applies for the packaging too. Products must be packaged in beautiful ways that use less material—especially plastic—and that help ease the burden humans cause to the Earth. This session will dive into the sustainable packaging options for food and beverage brands that keep food safe, tasty and in pristine condition through transportation and shelf life. We'll also cover consumer desire for packaging options, and the challenges and opportunities with creating and using sustainable packaging for natural products.

In partnership with:



Ingredient idol | 12:45–2pm

Straight from the show floor of SupplySide West & Food ingredients North America, Ingredient Idol is a lively competition between ingredient suppliers in front of a panel of judges who decide which is the best-in-class ingredient in each of three different health categories. Contestants will give the judges their elevator pitch for the ingredient—based on science, innovation, market potential and the X-factor. Judges will then pepper the contestants with follow-up questions. As the judges huddle to decide a winner, audience members will be encouraged to vote on their own People's Choice winner. Get the inside scoop and be part of the action to decide the best ingredients to supercharge finished-product formulations!

Inspiration from the research lab | 2:15–2:45pm

Cutting-edge scientific research and meticulous quality control (QC) are cornerstones of delivering efficacious products to consumers. But too often, R&D teams fail to reflect the broad nutraceutical consumer base. Join us for this interactive panel discussion exploring the benefits of bringing more women into science and research—both in the lab and as the focus of research studies.

- + **Heather Granato**, vice president, partnerships & sustainability, Informa Markets

In partnership with:

**Inside Organic: Messaging organic ingredients and today's consumer | 3–4:15pm**

At this Inside Organic event, hear about the state of the organic industry today and key areas of growth. Inside Organic will also present new research on the messaging resonating with today's organic consumer. This will be followed by a panel on the critical role organic ingredients play in organic messaging across the supply chain and how organic ingredients can help brands and retailers tell a sustainability story and communicate their climate commitments.

Produced by:

**IPA probiotic comedy revue starring Ivan Wasserman | 4:25–5pm**

Probiotic comedy is the best comedy. It's been said that laughter is the best medicine. Well, it is also the best dietary supplement. In the final stop of its 2022 "Gut Bustin' and Supportin'" World Tour, 5-time winner of the self-created yet coveted "Probiotic Comic Of The Year" Ivan Wasserman will be joined on stage by the Songbirds of Supplements Andy Hochman and Heather Granato, the genius-genius Mike Bush on guitar, and surprise guests! This zany, absurd, preposterous session is a fantastic way to close out the day.

- + **Mike Bush**, CEO, Prenexus Health
- + **Heather Granato**, vice president, partnerships & sustainability, Informa Markets
- + **Andy Hochman**, managing partner, RoundTable Healthcare Partners
- + **Ivan Wasserman**, managing partner, Amin Talati Wasserman

In partnership with:

**Ingredient Idol at SupplySide Stage****Submissions are now open!**

Do you have an innovative ingredient that you believe is best-in-class? We want to see it!

Categories:

Immunity

Gut/
microbiome

Brain

+ Submission Deadline: September 30

Finalists will be chosen on October 14!

Winners will be announced during the Ingredient Idol session at the SupplySide Stage on November 3.

Submit your ingredient at
supplysidewest.com/ingredientidol

Where the Health & Nutrition Community Connects



See you in Vegas!

31 Oct – 4 Nov 2022
EXPO HALL: 2 – 3 Nov 2022

Mandalay Bay
Las Vegas, USA

To find out more, visit:
www.figlobal.com/northamerica

Tapping into the latest North American food and beverage trends

According to Mintel Global New Products Database, more than **21,000 new F&B products were launched in North America** in the past year – an indication of how dynamic and business-friendly the region is. Consumers are open to **trying new flavours & products**, and the regulatory environment encourages innovation.

Want to find out more about the key F&B categories and how to tap into them?

[Download the report now](#)



Interview with Julien Bonvallet

We're excited to co-locate with SupplySide West in Las Vegas again this year. In this interview, Group Director, Julien Bonvallet talks about the challenges and opportunities in the food ingredients market.

Why is the US such an important market for food & beverage ingredients?

North America's F&B ingredient market (with the US holding the largest share) is growing faster than ever, especially in categories such as plant-based alternatives and beverages. Data from The Good Food Institute (GFI) shows that plant-based meat retail sales grew from under \$1bn in 2019 to \$4.2bn in 2020. And it continues to grow rapidly.

What do consumers consider most important?

Sustainability is no longer an add-on for customers, they consciously seek out products that have been produced sustainably. Transparency about ingredient sourcing is important, as is product information. We're pleased to work with Innova Market Insights to understand what's driving the market.

What are the opportunities in the market?

For most new food & beverage products, it is no longer enough to

just find a market need and fill it. Companies need to go deeper and identify on-trend brand values, or be radically unique, among other factors. The categories that showed most potential in 2021 according to Innova Market Insights were alcoholic beverages, bakery and sauces & seasonings.

Which companies can we expect to see at Fi North America this year?

We're pleased to welcome Jungbunzlauer, Prova, Exberry (GNT), California Natural Color and many more. Among the 1000+ exhibitors, you will discover 211 exhibitors (and counting!) on the dedicated Fi North America show floor and hundreds more spread across the event, serving food ingredients solutions.

I'd like to thank our partners and customers, and I'm looking forward to seeing everyone in Las Vegas this October.

[See who's exhibiting](#)

SupplySide West & Fi North America Co-branded Workshops*

SupplySide West and Fi North America aims to connect and educate professionals responsible for developing finished foods, health, and nutritional products with ingredient suppliers across the food and beverage industry. The event provides a platform for doing business, with high quality content and digital services, across the entire value chain.

Co-branded Workshops:

- **Plant-Based Food Technology & Future Growth**
- **Sustainability: people, planet & profit**
- **Basics of food & beverage product development**
- **Healthy beverage formation, innovation, and market insights**

[Register now](#)

**Separate registration required.*



Education Sessions

Separate registration required.

Maximize your experience at SupplySide West & Food ingredients North America by attending our in-depth education sessions. These two and three-hour sessions are designed to successfully help industry professionals develop effective product development and go-to-market strategies. Whether you are looking for information on the latest market trends, clinical research, formulation considerations or regulatory changes—we've got you covered.

Tuesday, November 1

Desire for healthy aging driving the personalized nutrition market | 1–4pm

Consumers are increasingly expecting products and services to meet their individual needs; personalization has never been more relevant. At the same time, we're seeing interest in optimizing health span—not just life span—and an awareness that this means staying fit and supporting the body throughout a lifetime. Healthy aging and personalized nutrition intersect here, allowing companies to connect directly with consumers, providing unique solutions to not only address health challenges but meet their health goals.

- + Silvia Berciano, Tufts University Food & Nutrition Innovation Institute
- + Jennifer Cooper, consultant, Lead Point Solutions
- + Joy Devins, director of personalization, global R&D, Nestle Health Science
- + Matthew Oster, senior industry manager, consumer health, Euromonitor International

Exploring the microbiome: Science, innovation and delivery | 1–4pm

Much has been learned about the diversity of the roughly 40 trillion bacterial cells that make up the human body, and the nearly 1,000 species of bacteria that can be found in the gut microbiome. But researchers are just now beginning to close the gap on the relationship between live microbe intake and specific health outcomes. Reversing gut dysbiosis has shown positive impact on gastrointestinal (GI), respiratory, immunological, and cardiovascular health, weight management and chronic disease avoidance, even mood, psychology and cognitive ability. It's an exciting time for companies producing strain-specific probiotics and supplements, prebiotic nutrients helping to promote positive bacteria, synbiotic combinations of the two, and new postbiotic solutions that are challenging the decades-old stability and regulatory framework of the sector.

- + Alexis Collins, Director of Product and Brand Strategy, Stratum Nutrition
- + Michael Hartman, Ph.D., VP Research and Development, Plexus Worldwide
- + Erin Lewis, Ph.D., scientific director-nutritional sciences, KGK Science, Inc.
- + Arghya Mukherjee, a Marie Skłodowska-Curie career fit postdoctoral fellow at the department of biosciences, Teagasc Food Research Centre
- + Anurag Pande, Ph.D., VP Scientific Affairs, Sabinsa Corporation
- + George Paraskevatos, executive director, International Probiotics Association
- + Sandra Saville, RD, education and communication director, International Probiotics Association

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Immune support pivots from a seasonal to year-round strategy | 1–4pm

COVID upended the world in ways small and large, including a spike in immune-support supplement sales that will likely never drop back down to pre-pandemic figures. That's because consumers now understand immune support needs to be a priority every day of the year. The gold rush is on, and the inevitable leveling out has followed. Still, new ingredients and innovation are coming on the market, and consumers are gaining a more sophisticated view of what to take and for how long. Get ahead of immunity ideation with this session.

- + Rend Al-Mondiry, partner, Amin Talatii Wasserman, LLP
- + Jeffrey Bland, president, Big Bold Health
- + Carl Germano, VP, Verdant Oasis

- + Holly E. Johnson, Ph.D., chief science officer, American Herbal Products Association
- + Claire Morton Reynolds, senior industry analyst, Nutrition Business Journal
- + Charlotte Traas, director of education and training, New Chapter

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Plant-based food technology and future growth | 1–4pm

The plant-based foods market is growing and is expected to value over US\$162 billion in 2030, according to Bloomberg Intelligence. This growth is fueled by formulation sophistication that addresses consumers' need for the replication of the savory and "meaty" taste of meat, but with favorable sustainability and animal impacts. This type of food R&D takes precision, expertise and care, and should be complemented by transparent and clear marketing messages to consumers.

- + Steve French, COO, NMI Solutions
- + Carl Jorgensen, Agriculture Consultant, Plant Based Foods Institute
- + Katha Shelke, Principal, Corvus Blue LLC
- + Zak Weston, Senior Supply Chain Mgr, Good Food Institute

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Wednesday, November 2

NextGen business and leadership | 9–11am

This is not your grandparents' workplace. Today's marketplace and workforce is fluid, demanding and empowered. The pandemic amplified these and other challenges facing industry leaders. Success demands not only adaptation, but creative and emotional intelligence, and leaders must consider diversity, authenticity and mutual benefit when building a company culture that attracts and inspires to improve production and growth.

- + Dan Lourenco, CEO, Ghost Lifestyle
- + Joshua Schall, president, J.Schall Consulting

Sustainability: Accelerating your business journey | 9–11am

Sustainability is more than just a buzzword; it's an expectation from consumers that businesses are acting in a responsible way across the supply chain. What are their expectations and how can simultaneously prioritizing people, planet and profits work together to protect business success in the short term, as well as the long term? Hear more about driving forces in the market, new considerations in sourcing, and ways to effectively communicate with consumers.

- + Chisara Ehiemere, NYU Stern School of Business
- + Carol Fitzgerald, Buzz Back
- + Julie Johnson, Health Focus

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Thursday, November 3

Basics of food & beverage product development | 9–11am

New to the industry or to the food and beverage marketplace? This session is for you. It will give a broad overview of the to-do list for new product development for food and beverage brands. The global packaged food market size is forecasted to grow at a compound annual growth rate (CAGR) of 6.27%, to reach over US\$4.26 trillion by 2026, according to ResearchAndMarkets.com, making this an attractive segment to enter. But entrepreneurs and companies from other market categories may not know what they need to do to get started on a great product formulation. This session will help.

- + Carlos Barroso, CJB and Associates
- + Lynn Dornblaser, director of innovation & insight, Mintel
- + Heather Fairman, CEO, chief consulting officer, DF Guardian Consulting, Inc.
- + Sam Kressler, owner, Stir Innovation
- + Aimy Steadman, co-founder & COO, Beatbox Beverages

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State of dietary supplement regulations and litigation: 2022 update | 9–11am

2022 has been a stimulating time for U.S. supplement regulations and legal affairs. The market has seen a bill introduced in Congress that would require manufacturers list their dietary supplement product labels and other information with FDA, a new FDA guidance document related to enforcement discretion on a staple supplement ingredient, class action lawsuits on how products are labeled, a first-time FTC ban of former supplement industry advertisers and more. This session will feature legal experts covering the latest regulatory, legal and legislative developments affecting U.S. manufacturers and marketers of dietary supplements.

- + Mark Ullman, of counsel, Rivkin Radler LLP
- + Jack Wenik, member of the firm, Epstein Becker Green

Friday, November 4

Healthy beverage formation, innovation and market insights | 9am–12pm

Beverages that quench thirst and deliver nutrients are all the rage, especially if they also showcase a clean label and positive environmental footprint. It's a lot to juggle for brands who must also contend with formulation and organoleptic challenges, as well as supply chain and labor concerns. But consumer interest in healthy beverages is strong, and this category—despite large market share—offers plenty of opportunity for thriving product sales. This session will help brands take the next step to upgrade their beverage offerings.

- + Dan Machtemes, director of research and development, Allen Flavors Inc.
- + Maria O'Day, co-founder, Owl's Brew
- + John Simmons, co-founder, Weller
- + James Tonkin, founder & president emeritus, Healthy Brand Builders
- + Tom Vierhile, VP of strategic insights, North America, Innova Market Insights

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In the mood for nootropics | 9am–12pm

The brain can be entertained in many ways, and among the things that are “all in your head”—stress, sleep, anxiety, depression, joy, peace, serenity—the leading cognition condition appealing to consumers today is mood. It's a somewhat nebulous term, making it attractive for marketing purposes. It's not quite stress relief,

nothing as serious as depression, more of a balancing out—and who doesn't need a little balance after two-plus years of pandemic? Experts will discuss various elements of improving mood through the targeted intake of supplements.

- + Suzy Badaracco, president, Culinary Tides, inc.
- + David Foreman, president, Herbal Pharmacist Media, LLC
- + Kaela Gerald, associate director, regulatory, Humanity
- + Randy Kreienbrink, VP of marketing, MartinBauer
- + Claire Morton, senior industry analyst, Nutrition Business Journal
- + Crista Murphy, associate director, scientific substantiation, Lumantiy
- + Pat Murphy, filmmaker, Hard Rain Films
- + Mike Wagner, MartinBauer

Underwritten by:



Sports Nutrition's rebound and regrowth | 9am–12pm

As the sport nutrition industry gets back up to speed following pandemic-related disruptions, brands and their partners face new regulatory, demographic and other market challenges, including lingering supply chain issues. To reclaim its glory as an innovative, cutting-edge segment, the sports nutrition industry needs to adapt to and overcome some evolved and new considerations when developing, formulating and marketing new products.

- + Ryan Bucki, ceo & founder, Fitness Informant, Benjamin Kane, president, PricePLOW
- + Rick Collins, partner, Collins Gann McCloskey & Barry PLLC
- + Doug Kalman, Sr. VP of scientific and regulatory affairs, Natural Products Association, co-founder, ISSN
- + Diana Morgan, VP of global regulatory, Nutrabolt
- + Kyle Turk, director of Govt Affairs, Natural Products Association

Supply chain strains causes major business interruption | 9am–12pm

Contract manufacturers saw firsthand and up-close what supply chain and logistic disruptions look like, many for the first time during the course of the pandemic. With the continued challenges of inflation, tightening logistics and ingredient shortages, having the right relationships is key to surviving and even thriving when the next inevitable disruption hits. All sides of the contract manufacturing partnership need to do their due diligence when it comes to relationship-building. That means asking the right questions of prospective customers or manufacturers and focusing on transparent communications among the parties.

- + Jim Emme, CEO, NOW Health Group
- + John Fagan, chairman and chief scientist, Health Research Institute
- + Heather Fairman, CEO, chief consulting officer, DF Guardian Consulting, Inc.
- + Karen Howard, CEO, executive director, Organic & Natural Health Association
- + Wilson Lau, CEO, NuTraditions, President, Nuherbs
- + Mark LeDoux, Chairman and CEO, Natural Alternatives International, Inc.
- + Alan Lewis, VP govt affairs, stakeholder relations, organic compliance, Natural Grocers
- + Melissa Mack, VP of Operations, Pharmore Ingredients, Inc.
- + Larisa Pavlick, Senior Director, Product Quality and Technical Affairs, Consumer Healthcare Products Association
- + Pat Schneider, CEO, Healthy Bizz
- + Brea Viratos, CEO, Columbia Nutritional

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GMP & Regulatory Compliance Training Program



Separate registration required.

Connect with leading good manufacturing practice (GMP) experts and get the latest critical learnings that will elevate your business. We've teamed up with NSF to offer training courses on some of the most important issues facing the global health & nutrition industry.

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Monday, October 31

21 CFR 111 Dietary Supplement GMP Overview - Part 1 | 8am–5pm

Attend an extensive 2-day training course on 21 CFR 111, the current Good Manufacturing Practices (cGMPs) in manufacturing, and packaging, labeling, or holding operations for dietary supplements. The course provides an in-depth review of the regulation and provides case studies to review recent FDA Warning Letters initiated to Dietary Supplement companies for non-compliance with 21 CFR 111 GMPs.

Dietary Supplement Claim Substantiation | 8am–5pm

The labeling and promotion of your dietary supplement products are the most visible ways that the Food & Drug Administration and the Federal Trade Commission can track your compliance with federal regulations. A perfect complement to "Dietary Supplement Labeling Compliance", this course will go over in detail each type of permitted claim that is available to you and the criteria for making each one. We will cover FDA and FTC standards for substantiation. We will also go over how to build the substantiation for each claim that the FDA and FTC requires you to hold to ensure your claims are accurate and not misleading, and how you can avoid making implied claims which could lead to regulatory enforcement. Participants will learn how public knowledge of FTC and FDA enforcement actions affect business performance, enforcement/litigation trends and other responsibilities of dietary supplement manufacturers such as structure/function claim notification.

QMS Technical Writing Course for Dietary Supplement | 8am–5pm

This training covers the documentation needed for a robust Quality Management System (QMS) when manufacturing dietary supplements, as well as the best practices to follow when conducting internal audits. The first section of the course covers types of documentation and associated best practices. Emphasis will be placed on the procedures and documentation required for when deviations or unexpected occurrences are encountered and the associated material reviews and CAPA process needed. In the second section of the course, we will take a deeper dive into internal auditing and the audit documentation.

Vendor Qualification and Audit Training | 8am–5pm

This course is designed to give people who want to improve quality in their facility and who already have a basic understanding of the Dietary Supplement GMPs, the knowledge and skills necessary to qualify suppliers. Since the evaluation of all types of suppliers often involves auditing, this course will incorporate a fresh look at the process of auditing and the skills and techniques necessary to get the most from these activities. The auditing skills and techniques learned in this course are independent of the type of auditing or the standard being audited. These skills and techniques will be useful when conducting internal audits as well as performing audits of suppliers.



Tuesday, November 1

21 CFR 111 Dietary Supplement GMP Overview - Part 2 | 8am–5pm

Dietary Supplement Label Compliance | 8am–5pm

It is up to dietary supplement manufacturers to ensure their supplement labels are compliant before they go to market, however the regulations can be confusing and difficult to interpret. Label noncompliance can cause your product to be considered misbranded and subject to Food & Drug Administration regulatory action. Learn about the regulations that govern dietary supplement labeling including what can be considered a dietary supplement, mandatory aspects on the principal display panel, Supplement Facts formatting, ingredient lists, and type of permitted claims, enforcement/litigation trends, and other responsibilities of dietary supplement manufacturers such as Adverse Event Reporting. The course is interactive, with hands-on exercises. Bring your questions and prepare to interact with the instructor and your peers in the industry.

Entering the Dietary Supplement Market as a Startup-Facility Design for GMP Compliance | 8am–5pm

Entering the dietary supplement market as a startup, facility design for GMP compliance training will cover how to create a facility that adheres to industry standards. We will discuss facility design for GMP compliance, sources of contamination and how to prevent them. The FDA expects all companies that manufacture, package, or hold dietary supplement products to follow 21 CFR 111, the Dietary Supplement CGMPs.

Internal Auditing Training | 8am–5pm

This dietary supplement internal auditing course will help you understand the fundamentals of auditing and how to conduct an internal audit focused on cGMP and other FDA requirements. The training incorporates internal audit best practices, regulatory requirements, and information on turning internal audit findings into useful information. Requirements for 21 CFR 111, supplier programs and FSMA are incorporated into the content.



Breakfast & Lunch Briefs

Separate registration required.

Maximize your time at the show by attending a Breakfast or Lunch Brief presentation. During these sponsored sessions, research experts will delve into their cutting-edge clinical findings on key nutritional ingredients and the potential they hold for new product development. In each presentation, you will enjoy a meal with peers along with a moderated discussion.

Wednesday, November 2

Breakfast Briefs | 9-10am

**Catalent Consumer Health:
Exclusive Presentation**

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formula with regulatory compliant claims

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applications: 5 years of preclinical and
clinical studies

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Latest expert panel consensus on role
and quality of lipidosterolic extracts of
saw palmetto for urinary symptoms and
prostate health

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Lunch Briefs | 12-1pm

World's First Biodegradable
plastic bottle developed for the
Nutraceutical and Pharmaceutical
Industries

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Copper, an Immune Modulator: Finally,
a Clear Understanding of Copper's
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Thursday, November 3

Lunch Brief | 12-1pm

You down with OTC? Yea, G.M.P.!

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*These statements have not been evaluated by the Food and Drug Administration. This product is not intended to diagnose, treat, cure, or prevent any disease.

**This product is not intended to replace a gluten-free diet for individuals with celiac disease

† Ido H, Matsubara H, Kuroda M, et al. Combination of gluten-digesting enzymes improved symptoms of non-celiac gluten sensitivity: a randomized single-blind, placebo-controlled crossover study. Clinical and Translational Gastroenterology. 2018;9(9):181

††Percentage values represent the average relative increase in amino acid liberation from soy and pea proteins by P³ HYDROLYZER™ compared to the average of two top competitors in a standard in vitro gastric digestion experiment.





Schedule

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MONDAY, OCTOBER 31

7am-5pm	Registration	★	FENCHEM Ingredient Technology	
8am-5pm	21 CFR 111 Dietary Supplement GMP Overview - Part 1	*	NSF	\$
8am-5pm	Dietary Supplement Claim Substantiation	*	NSF	\$
8am-5pm	QMS Technical Writing Course for Dietary Supplement	*	NSF	\$
8am-5pm	Vendor Qualification and Audit Training	*	NSF	\$

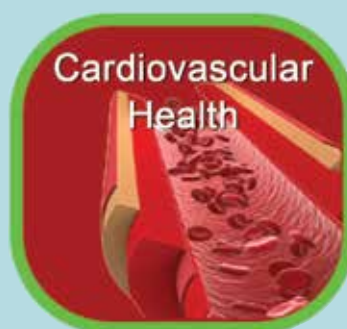
TUESDAY, NOVEMBER 1

7am-6pm	Registration	★	FENCHEM Ingredient Technology	
8am-5pm	21 CFR 111 Dietary Supplement GMP Overview - Part 2	*	NSF	\$
8am-5pm	Dietary Supplement Label Compliance	*	NSF	\$
8am-5pm	Entering the Dietary Supplement Market as a Startup-Facility Design for GMP Compliance	*	NSF	\$
8am-5pm	Internal Auditing Training	*	NSF	\$
9am-5pm	NCN Ingredients & Technology Investor Meeting	*	Nutrition Capital NETWORK	
1-4pm	Desire for healthy aging driving the personalized nutrition market			\$ 📺
1-4pm	Exploring the microbiome: Science, innovation and delivery	○	ipa INTERNATIONAL PROBIOTIC ASSOCIATION	\$ 📺



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1-4pm	Immune support pivots from a seasonal to year-round strategy	▲	IGY LIFE SCIENCES	KIP [®] Authentic Botanical Extracts	\$ 📺
1-4pm	Plant-Based Food Technology and Future Growth	○	Fi Food ingredients North America		\$ 📺
5-7pm	First-Time Visitor Reception				\$
WEDNESDAY, NOVEMBER 2					
7am-5:30pm	Registration	★	FENCHEM Ingredient Technology		
7:30-8:30am	Wellness Yoga	★	KERRY		
9-10am	Breakfast Brief: Catalent Consumer Health: Exclusive Presentation	★	Catalent CONSUMER HEALTH		\$
9-10am	Breakfast Brief: Botanical Regulations; JointAlive [®] The first clinically proven botanical Traditional Chinese Medicine (TCM) formula with regulatory compliant claims	★	CHENLAND		\$
9-10am	Breakfast Brief: CBD/CBDA-Rich hemp product applications: 5 years of preclinical and clinical studies	★	Cultivate BIOLOGICS		\$
9-10am	Breakfast Brief: Latest expert panel consensus on role and quality of lipidosterolic extracts of saw palmetto for urinary symptoms and prostate health	★	valensa Enhance Health		\$
9-11am	NextGen business and leadership				\$ 📺
9-11am	Sustainability: Accelerating your business journey	○ ▲	Fi Food ingredients North America	Cargill [®]	\$ 📺
10am-5:30pm	Expo Hall				
10:30am-5pm	SupplySide Stage				
12-12:30pm	Ingredient agility is brand agility	○	Fi Food ingredients North America		📺
12:45-1:15pm	Food technology trends, best practice & compliance	○	Fi Food ingredients North America		📺



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To schedule a meeting at SupplySide West, contact

Jim Rex, President of The GHT Companies

858.740.6919 | jrex@theghtcompanies.com





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2:15-2:45pm	Conscious hiring & fostering the next generation of leaders				📺
3-3:30pm	Quercefit® -- Quercetin Phytosome™. The multi-target ally for your physical performance.	★			📺
4:30-5pm	CBD and cannabinoid medicine: A maturing market but still not legal				📺
11am-5:20pm	Supplier Presentation Theater	★	✱	华恒生物 A.T.P. CO., LTD.	
12-1pm	Lunch Brief: World's First Biodegradable plastic bottle developed for the Nutraceutical and Pharmaceutical Industries	★			\$
12-1pm	Lunch Brief: Copper, an Immune Modulator: Finally, a Clear Understanding of Copper's Function	★			\$
4-5:30pm	Cheers to 25 Years!				
5:30-7:30pm	LGBTQ+ Allies Networking Reception	○			

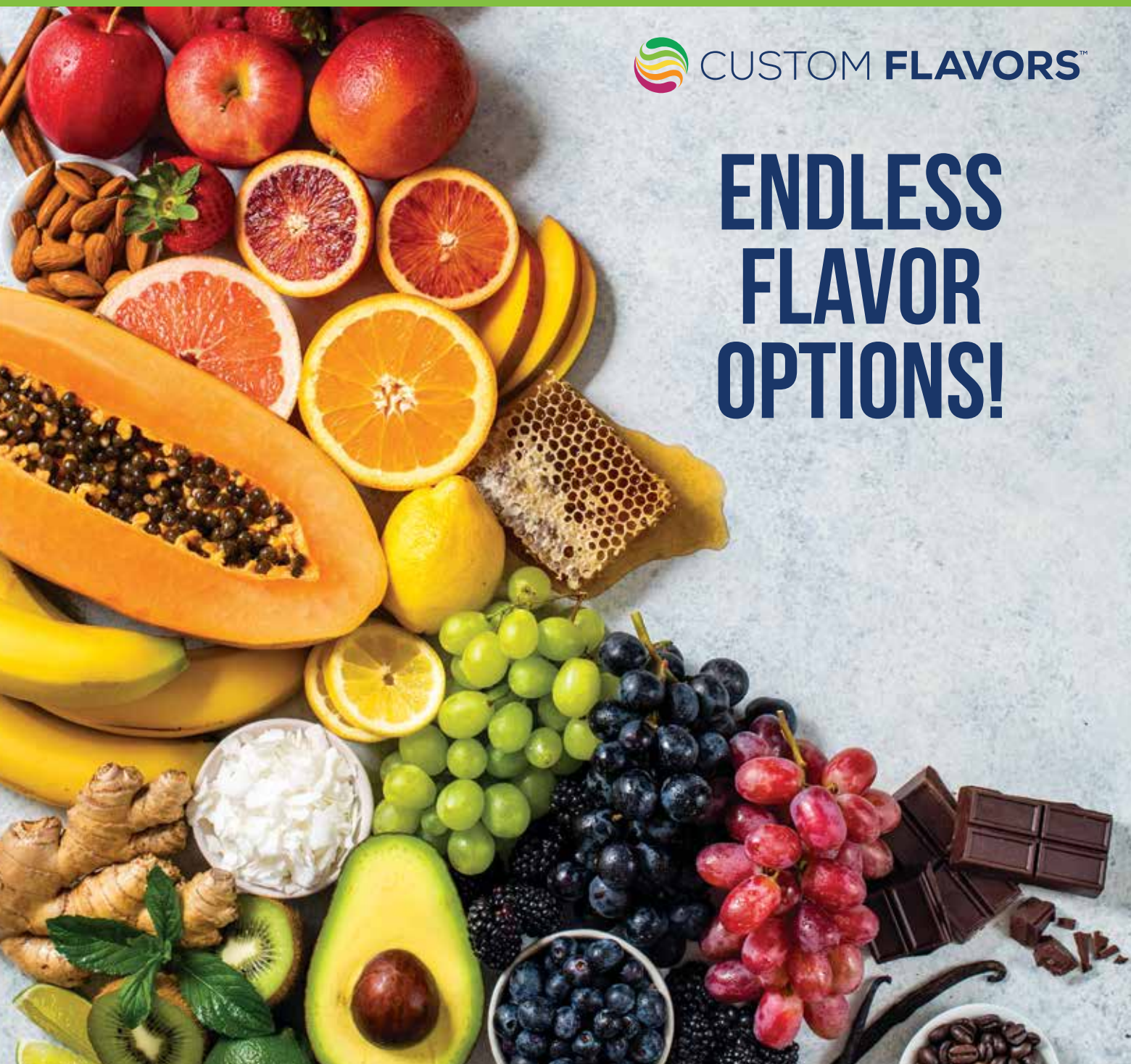
THURSDAY, NOVEMBER 3

7:30-8:30am	Wellness Yoga	★			
8am-5pm	Registration	★			
9-11am	Basics of food & beverage product development	○			\$ 📺
9-11am	State of dietary supplement regulations and litigation: 2022 update				\$ 📺
10am-5pm	Expo Hall				
10:30am-5pm	SupplySide Stage				
11:15-11:45am	Sustainable packaging				📺

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12:45-2pm	Ingredient idol				📺
2:15-2:45pm	Inspiration from the research lab	○			📺
3-4:15pm	Inside Organic: Messaging organic ingredients and today's consumer	*			📺
4:25-5pm	IPA probiotic comedy revue starring Ivan Wasserman	▲			📺
11am-2:50pm	Supplier Presentation Theater	★			
12-1pm	Lunch Brief: You down with OTC? Yea, G.M.P.!	★		\$	
FRIDAY, NOVEMBER 4					
7:30am-3pm	AHPA Regulatory Priorities Congress	*		\$	
8-11am	Education Registration				
9am-12pm	Healthy beverage formation, innovation and market insights	○		\$	📺
9am-12pm	In the mood for nootropics	▲		\$	📺
9am-12pm	Sports Nutrition's rebound and regrowth			\$	📺
9am-12pm	Supply chain strain causes business interruption	▲		\$	📺

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Sustainability

We know sustainability is increasingly important to our visitors and exhibitors, as well as to our community as a whole. Operating SupplySide West gives us many opportunities to improve our impacts environmentally, socially and economically in Las Vegas each year. Our team is driven to make our event more responsible and to also play a key role in helping our market improve its own sustainability.

Our Three Pillars

Environmental Impact



Carbon Neutrality

2022 is a BIG year as we pursue CarbonNeutral® Event Certification for the first time at SupplySide West.



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We partner with our Official Water Sustainability Sponsor Aker BioMarine to reduce the carbon and waste generated by single-use water bottles. Attendees can stay hydrated by bringing their reusable water bottles and filling them at water stations throughout the Expo Hall.

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Waste Management

Aisle Carpet has been removed from the expo halls, saving more than 275,000 sq. ft. of carpet, padding, and visqueen. That's over 4 and a half football fields of material saved!



Procurement

Expo Previews, Show Directories, and other printed materials are produced using recycled paper.

Social Impact



Accessibility, Diversity & Inclusion

Our educational program features diverse speakers in terms of ethnicity, role in the industry, age, industry experience and background.



Community & Wellbeing

SupplySide exhibitors donate leftover booth material to Las Vegas Habitat for Humanity.

Industry Impact



Purposeful Content

Our approach has always been content-forward, covering major industry issues, examining trends and predating future market movement. Companies in the health & nutrition space have been front runners in their care for environmental sustainability, giving us a great opportunity to be early adaptors in the coverage we provide in that area.



Purposeful Partnership

We focus on partnering with organizations who are committed to improving the health & wellness of communities around the world.

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Registration Options

	Early Reg Open – September 8	Advance September 9 – October 25	Onsite October 26 – November 4
Expo Hall Pass Manufacturers, Distributors of Finished Goods, Health Practitioners, Food Services, Retailers, Investors	\$249	\$299	\$349
Expo Hall Pass Suppliers/ Raw Ingredient Distributors, Business Services/ Other	\$549	\$699	\$849
Education Pick 3 Pass Manufacturers, Distributors of Finished Goods, Health Practitioners, Food Services, Retailers, Investors	\$399	\$499	\$699
Global Pass All Business Types	\$699	\$799	\$899
Virtual Only Pass All Business Types	\$199	\$199	\$199
Virtual Pass Upgrade Expo Hall Pass is required	\$99	\$99	\$99
A La Carte Education Sessions	\$159	\$179	\$199

+ See which pass gives you access to:

	Expo Hall	Education Pick 3	Global	Virtual Only	Virtual Upgrade
Expo Hall , including Food ingredients North America co-location	✓	✓	✓	✗	✓
SupplySide Stage	✓	✓	✓	✓	✓
Supplier Presentation Theater	✓	✓	✓	✗	✓
Event-specific content on the SupplySide Network 365 mobile app	✓	✓	✓	✓	✓
3 of the 12 education sessions in person, livestreamed and on-demand	✗	✓	✓	✗	✗
ALL education sessions in person	✗	✗	✓	✗	✗
ALL education sessions livestreamed	✗	✗	✓	✓	✗
ALL education sessions on-demand	✗	✗	✓	✓	✓

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*5 Winners will be chosen on September 8, 2022 and notified via email.



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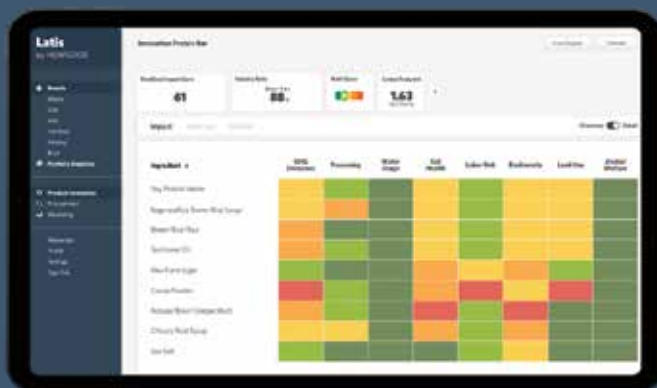
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