



Custom Manufacturing/Blending/Packaging Requirements

For a production run of dry blends our minimums are 2,000 pounds; and for liquids, it is 600 gallons. In order to convert to case equivalents, you would divide the quantity (pounds by 16 for weight ounces, gallons by 128 for fluid ounces) and then multiply by the number of internal packages. Typically, we will package anywhere from 4 to 12 jars, bottles or cans to a case, and 4 to 24 bags per case. Cases also tend to weigh 38 pounds or less for regulatory compliance. Lasco's internal capabilities for packaging and production will also potentially limit or exclude the production of certain items.

The time to production can be anywhere from 12 weeks to 6 months depending upon the complexity of the item and our current production schedule. In a contract manufacturing situation, we ask our partners to *purchase the entire run before the time of production*. (If the quantity is not too great, then we will warehouse and ship on an as-needed basis.)

Based upon your recipe, it may require substitution and sourcing of ingredients and significant development & lab time by the R&D department.

That said, we would require a deposit of \$10,000 to begin development of your item. These funds would be applied at an agreed upon rate, to the time spent in development. All funds could then be applied towards the cost of the finished product, also at an agreed upon rate.

If you would like to proceed, please call me at my office number below.

Sincerely,

Jon Colt

Business Development Manager

(314) 802-2529