



AMAZON COMPLIANCE

Helping Supplement Brands Navigate Amazon's New
Certificate of Analysis (COA) Requirements

Developed by NutraStar

WHAT YOU NEED TO KNOW



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In November 2020, Amazon instituted new Certificate of Analysis (COA) requirements for supplements sold on their platform.



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Designed to raise quality standards in the marketplace, this new protocol can send supplement sellers scrambling to quickly and authoritatively verify their compliance.



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NutraStar is here to a NutraStar can provide you with all the necessary documentation to clear the new standards. Moreover, our account executives provide provide custom tailored support in helping you get your supplements approved. necessary documentation necessary to ensure frictionless compliance to the new amazon protocols.

AMAZON'S NEW COMPLIANCE SPECIFICATIONS



Amazon now requires a Certificate of Analysis (COA) from an ISO/IEC 17025 accredited laboratory for each dietary supplement sold on Amazon. The COA must possess the following specifications.

- Product name.
- Batch/lot number or date code of product.
- Name and address of the manufacturer or distributor.
- Quantitative analysis to support the active ingredient concentration as claimed on supplement facts panel.
- The active ingredient name on supplement facts panel should match the active ingredient name on the CoA.
- The concentration units on the supplement facts panel (i.e. mcg/mg) should match the unit of measure on CoA.

AMAZON'S NEW COMPLIANCE SPECIFICATIONS



Additional CoA requirements:

- CoA submitted to Amazon must have been issued within the past six months.
- Laboratory test results of expired product will not be accepted.
- CoA documents must be accompanied by legible product images as referenced below in Item 2 (“Product Images”).
- Product Images must meet the following requirements:
- Have all sides of the product label visible, including batch/lot number or date code.
- Have a clear image of the supplemental or nutritional fact panel, and ingredient list.
- Contain name and address of the company.
- Contain product name.



Letter of Guarantee:

- On official manufacturer letterhead.
- Contains complete product name as listed on label, and labeling.
- Assurance that the product is manufactured under current Good Manufacturing Practices as listed in 21 CFR Part 111.
- Assurance that only lawful and safe, as defined in section 402 (f) of the FD&C Act, ingredients are utilized.
- Assurance that concentration of active ingredient(s) as stated on the label and labeling is safe for consumption.

NUTRASTAR IS HERE TO HELP!



At NutraStar, quality is everything. The standards and methods we have perfected over the past decade give us a headstart in help you effortlessly clear Amazon's new compliance measures.



On-site ISO 17025 accredited lab

We are one of the few manufactures to possess an on-premise lab of this caliber.



Testing with robust validation methods

We utilize our in-house ISO accredited lab to ensure tests are perform with validated methods to ensure results are valid and within spec.



cGMP accredited manufacturing facility

Full cGMP compliance and accreditation from UL, a global leader in manufacturing safety.



Team of Seasoned Experts

We also have a compliance team the ensure each product is formulated with lawful and safe ingredients as per as defined in section 402 (f) of the FD&C Act.



Rigorous formulation process

Where many facilities take a shortcut of formulation to save money, we ensure each finished produce matches its label claim.

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ISO 17025 Accreditation

ISO 17025 is one of the most sought-after accreditations in the supplement industry. This accreditation attests to our laboratory's ability to analyze and yield precise and accurate data from a variety of tests, samples, and calibrations to international standards.

The ANSI National Accreditation Board (ANAB) is a non-profit, non-governmental entity. It is the largest multi-disciplinary accreditation body in North America.



Certificates of Conformance and Inspection

Underwriter Laboratories, (UL) is one of the largest third-party certification bodies ensuring compliance and quality.

These certificates affirm our good practice in manufacturing, packaging, and labeling.



Additional Certificates



SERVICE, SERVICE, SERVICE.



At NutraStar, our mission is simple - to provide you with the absolute best manufacturing experience possible.



Our account executives are available at virtually any time of the day to help you get your supplements to market. We are your partner in this process. Your success is our success.



Our quality team has direct access to FDA. When we have a questionable ingredient or label claim we present our question directly to the FDA. We help dozens of customers get compliant and save them from FDA writing them up a 483 warning letter.



With decades of experience manufacturing products for literally hundreds of supplement brands, we have refined this to be as “hassle-free” a process as possible - so you can get to work growing your business.

Let us know if you have any questions about the new Amazon guidelines, or anything else supplement related. We are always happy to chat!

