



It's your body. Run it well.™

Key Facts Company Overview

*A chronological
overview of our
quirky history.*

Early 1980s

FROM A KITCHEN TABLE LABORATORY, TO AN INTERNATIONAL MANUFACTURER OF THE HIGHEST QUALITY USDA CERTIFIED ORGANIC VITAMINS, SUPPLEMENTS AND FRUIT SNACK FOODS

A seventh generation Nova Scotian, Nancy Smithers, President and Founder of Nova Scotia Organics™, has been well versed in healthy living since childhood. An athletic and nature-loving girl, Nancy learned about the basic medicinal properties of her province's native flora from her grandfather and sister, a degreed and trained expert in Physiotherapy and various healing techniques.

As an adult, Nancy began to educate herself more formally on herbal and plant-based remedies from the only institution in Canada offering such course work at the time, Wild Rose College.

Nancy soon realized that the only ingredients available were of inferior quality; most were simply dehydrated herbs or plants, usually 'drum dried', which used hot air to remove moisture, but also significantly reduced the nutritional values in each ingredient. At this time, Nancy committed to formulating and making the products herself.

Late 1980s

Initially working out of her home, Nancy began her manufacturing career by making simple extracts of single ingredients such as Milk Thistle, Dandelion, Echinacea, St. John's Wort, and Borage. She sourced these ingredients from the pristine seaside acres near her home.

Early to mid-1990s

Seeing the strong interest in her products from her sister's clients and from consumers who patronized the existing natural product stores in Nova Scotia that eagerly offered to carry them, in 1993 Nancy purchased a 300 acre parcel of wild land and a number of 150 year old barns on the Atlantic coast in Nova Scotia. This long-fallow farm provided both the space to produce her products and the naturally organic acres from which to harvest, or 'wild craft'.

After restoring many of the barn buildings, Nancy began to manufacture in earnest, applying for and receiving an alcohol license for her liquid extracts in 1994. She also began to negotiate 'contract growing agreements' with Canadian farmers to supplement the crops she was actively growing on her own farmland. Many of these relationships continue to this day, operating on a handshake and a mutual desire to bring real quality to the organics marketplace.

Her original company was incorporated in 1994.

Late 1990s

Realizing her longtime commitment to absolute quality in manufacturing was very unusual in larger vitamin and supplement companies, Nancy Smithers ensured the submission of exhaustive documentation to support her meticulous sourcing of organic ingredients, and compliant manufacturing, storing and handling practices continued without exception. The company received approval to use the USDA Certified Organic seal and endorsement since its inception, most recently from the certifying agency, Quality Assurance International. This certification has continued uninterrupted for over 20 years.

In 1999, Nancy purchased the company's first freeze dryer. With her lifelong obsession with high nutritional levels and quality, Nancy believed this process was the only way to stabilize the organic ingredients to her satisfaction.

2000-2005

During a visit to Japan, Nancy realized the Japanese market was eager to embrace the significantly higher quality products her company was making. Following an exhibition at a national food trade show, Nancy left this beautiful country with several wholesale contracts and a schedule of home shopping channel marketing support. The Japanese market remains a significant one for the company today.

During this time, the company grew in both product line and retail outlets, manufacturing many liquid extracts to organic enthusiasts across Canada. Nancy experimented with many other product forms that could be manufactured with the USDA Certified Organic-level of purity she wanted. This sought after seal of independent verification made it easy for organic customers—as well as those new to organics—to understand the total lack of contamination by herbicides, pesticides, and GMOs in the company's effective products.

2006-2010

Over the next five years, the company expanded significantly, tripled its manufacturing square footage to 30,000 square feet and added many additional capabilities to its daily operation. Industrial quality machinery was added to the production floor that enabled products to be produced in multiple forms—industrial quantities of low temperature extracts, caplets, chewable tablets, loose granulated powders, single serving powder packets and more.

In 2008, the company committed to adhere to Good Manufacturing Practices and was awarded a Health Canada (Canadian government) site license to manufacture natural health products for commercial sale. This license has been renewed without interruption ever since.

2011-Present

In addition to distributing products for the Japanese market, and to retail stores throughout Canada, the company began manufacturing products for distribution in several countries in the European Union in 2012.

In more recent years, Nancy Smithers has found enormous gratification in the exploding growth in awareness of and appreciation for uncontaminated organic medicinal and nutritional solutions in her native North America.

Significant product advances include refining the company's offerings to the largest catalogue of its kind – a complete portfolio of 34 Vitamins, Minerals, Supplements and Snack Foods, all USDA Certified Organic. Many combine medicinal ingredients into consumer-friendly and easy to understand *solutions*, each addressing a specific health or nutritional objective and expanding the natural pharmacy of organic nutrition and wellness to a wider audience.

Today, the company distributes its products in Canada, Japan, the European Union and most recently, in the United States.

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