

# Finding a Co-Packer

A guide to help consumer goods entrepreneurs bring their products to market.



# Things to Know



The term co-packer refers to companies that manufacture products on behalf of consumer goods brand owners.



A co-packer provides increased manufacturing capabilities, product expertise and industry connections.



Co-packers often differ in their approach to pricing, sourcing, storage and finished product shipping.



Brand owners will need to work with a co-packer's minimum order quantities and lead times.



It can be challenging to find co-packers for products that are unique, complex or require small order sizes.



The co-packer and brand owner partnership benefits from a priority on clear communication and common goals.

# Getting Started

## Plan Ahead

Build brand awareness and product demand with a small scale launch before committing to larger amounts with a co-packer.

## Research Options

Consider a wide range of manufacturers including those who do not advertise broadly as offering co-packing services.

## Focus The Search

Prioritize requirements for production, minimum order size, certifications, sourcing, storage, shipping, quality control and expertise.

## Be Prepared

Identify the most important product benefits to guide decisions related to any changes needed.

## Protect Your Business

Gather references from other companies and have a business contract in place that is reviewed by your legal advisors.

# Search Tips

Finding co-packers can be challenging.

These tips will help you find the right partner for your business.

- Expand the search to include manufacturers who do not advertise broadly as co-packers.
- Reach out to manufacturers that make different products but use similar equipment, ingredients, temperature controls and storage.
- Check with ingredient and packaging suppliers for leads.
- Reach out to industry associations, government departments and attend trade shows that align with your product category and target consumers.
- Use a variety of online search words to find small or unique companies that do not appear in standard search results.
- Consider purchasing specialized or required equipment that would be used by the co-packer.

# Questions To Ask

These questions will help you get started.

Continue to research to find the right partner for your business.

- Can they make your product as is or are changes needed for ingredients, packaging or other features?
- Do they meet all provincial and federal regulations for producing and distributing across Canada and beyond?
- What quality control systems or 3rd party certifications are in place?
- What are the minimum order quantities (MOQ's)?
- What is the lead time once an order is placed?
- Will they source and store ingredients and packaging or does the brand owner manage this?
- Does the price include product development, testing, ingredients, packaging, storage and shipping?
- Will they sign a non-disclosure or exclusivity agreement to protect brand confidentiality?

# Places To Look

click the links below



## Industry Directories

[Thomas Directory](#)

[CompanyListing.ca](#)

[Cosmetics Alliance Canada](#)

[Health Canada Natural Health  
Product Site License List](#)

[CFIA Licensed Food Registry](#)

[Ontario Trillium Network  
Manufacturing Search Tool](#)

[BCFoodconnection.ca](#)

[Sask Manufacturer Search Tool](#)

[Alberta Food Processors  
Association Member List](#)

[Food and Beverage Manitoba  
Member List](#)

[Food and Beverage Atlantic  
Member List](#)

[Partnerslate Co-Packer  
Matching](#)

These industry directories will help you get started.  
Continue to research to find the right match for your business.



# Places To Look

## Food and Beverage

[Giraffe Foods](#)

[Ya YA Foods](#)

[Sunopta](#)

[TreeHouse Foods](#)

[Skjodt Barret Foods](#)

[BevMax Co-Packing](#)

[Blue Ocean Tea](#)

[Delmare Quality Foods](#)

[Belvika](#)

[Crofters Organic](#)

[Halls Kitchen](#)

[Lynch Foods](#)

[Select Food Products](#)

[Morehouse Foods](#)

[Mema Foods International](#)

[Victory's Kitchen](#)

[Apex Food Source](#)

[Original Foods](#)

[Phytimpact](#)

[South Ridge Maple Co.](#)



# Places To Look

## Food and Beverage

[Delcato](#)

[Howards Foods Co-Packing](#)

[Big Mama's](#)

[North House Foods](#)

[WN Foods](#)

[Just Perfect Specialty Foods](#)

[Luda Foods](#)

[Inovata Foods](#)

[Holy Cow Foods](#)

[Ta Foods](#)

[Pangea Foods](#)

[Your Bar Factory](#)

[Nutri-Nation Functional Foods](#)

[Sunny Crunch](#)

[Rex Pak](#)

[BCC Co-Packing](#)

[The Spice Guy](#)

[Rocky Mountain Spice Co](#)

[Canadian Co-Packing](#)

[WG Pro-Manufacturing](#)

[Feature Foods](#)

[Nutri-Bake](#)



# Places To Look

## Health, Beauty, Wellness

[Delta Pharma](#)

[Canadian Custom Packaging](#)

[Apollo](#)

[International Custom Pak](#)

[Cosmetica Labs](#)

[Vicora Cosmeuticals](#)

[Clamar Cosmetics](#)

[WG Pro Manufacturing](#)

[Avaria Solutions](#)

[Nutralab Corp](#)

[GFR Pharma](#)

[Pharmaline Inc.](#)

[Nutra North](#)

[Avive](#)

[Dynamic Supplements](#)

[Prime Health](#)

[Canadian Premier Supplements](#)

[Orchard Vale Naturals](#)

**These industry leads will help you get started.  
Continue to research to find the right match for your business.**

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