



Creating & Supplying Ingredients with Purpose

From our origins as a finished product company, we understand product development struggles all too well. Therefore, we're intentional throughout our process to identify your unique needs, goals, and pain points in order to assist with an on-target and on-time launch every step of the way. Aside from manufacturing ingredients, we also partner with ingredient providers who align with our core values, are passionate about science-driven claims, and whose ingredient tells a powerful story.

We offer a portfolio of research-supported ingredients and technology that stand out in their respective health categories as being progressive, safe, and effective.



1-800-970-4479
stratumnutrition.com
@stratumnutrition

A midwest small town man began what is now Stratum Nutrition®, selling eggs out of the back of a family station wagon purchased after his tour in the Korean war.

Due to the founder's vision, tenacity and innovative mindset, 40 years later he had built the midwest's largest vertically-integrated chicken operation.

Realizing the massive amounts of eggshells being trucked out as fertilizer or waste, he recognized an opportunity and immediately began working on a solution.

Upon discovering the historically documented health benefits of eggshell calcium and membrane, he built the patented technology and all-natural process we use today. This process separates the calcium and membrane from eggshells while also decreasing eggshell waste in landfills and improving the lives of millions around the world.



A company from humble midwestern roots, built on innovation and sustainability.



NEM & ESC help divert over 5 million pounds of eggshell waste from landfills each year.



We uphold a low carbon footprint and the only byproduct of the NEM & ESC manufacturing process is steam.



We supply unique, sustainable, eco-conscious ingredients with an emphasis on science and claims that create marketability.



Our roots remain steadfast and continue to guide our values. We pride ourselves on being proactive and understand our growth relies on relationships we build.

We don't expect you to take our word for it.

"NEM has surpassed our expectations and has allowed our product to quickly become one of our best sellers by helping a wide array of customers.

 **Alterra**
Herbasanté

Patrick Toledano, *President*

"Stratum's support was great, Ahiflower is a powerful vegan omega alternative and sales have been amazing!

- Caroline Beckman, *CEO*

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Meet the Stratum Executive Team



Micah Osborne
President & CEO

Micah Osborne began his career in the nutrition industry in 2003, when he decided to join his grandfather in the family business. In 2007 Micah took over the role as president of ESM Technologies, the manufacturer of eggshell calcium and eggshell membrane wellness ingredients, ESC[®], and NEM[®]. In 2010 Micah led ESM to join into a joint-venture with Novus Nutrition Brands, a Novus International Business supplying functional and specialty health ingredients through its subsidiary, Stratum Nutrition. Micah was elevated to President of Stratum Nutrition in 2017 with the consolidation of Stratum Nutrition and ESM Technologies under the Stratum Nutrition Brand. Micah is also an active executive board member of the Council for Responsible Nutrition. With over 18 years of experience in the nutraceutical industry, Micah has continuously held to the core values of producing ingredients that improve quality of life, are sustainable, traceable, and research-backed. He is knowledgeable in the entire ingredient lifecycle, from farm to supplement.



Elaine Waring Burr MSA, CPA, CISA
Sr. Director Finance & Operations

Elaine is responsible for accounting, budgeting, human resources and information systems. Elaine joined ESM Technologies, LLC (ESM) in 2013. Before joining ESM, Elaine performed financial audits, information systems audits and consulting with Price Waterhouse (nine years) in San Diego, Los Angeles and San Jose and also with Sun Microsystems, Inc., a NASDAQ 100 company. Her experience includes different industries such as manufacturing, distribution, financial services, government contracting, entertainment, health care, real estate, biotechnology. Additionally, she has experience in small business and not-for-profit accounting. Elaine is a Certified Public Accountant, a Certified Information Systems Auditor (non-practicing) and brings more than 25 years of knowledge and experience to ESM.



Kevin Ruff Ph. D. in Organic Chemistry
Sr. Director of Scientific & Regulatory Affairs

Kevin's career spans much of the pharmaceutical development cycle -- from mechanism of action studies through clinical trials. Kevin has worked in R&D researching small to medium scale processes for manufacturing early phase clinical active ingredients. He has also worked in process development for large scale manufacturing of later phase clinical active ingredients. Kevin has been involved in the commercialization (pre-validation, validation, etc.) of a number of API manufacturing processes. He has designed numerous in-vitro and in-vivo studies to investigate the mechanism of action of substances. Kevin has designed toxicological studies in preparation for registrations. He has been involved in the design and conduct of clinical trials, primarily dealing with rheumatologic conditions. Kevin spent some time early in his career at the FDA reviewing the analytical portion of New Drug Applications. More recently, he has been involved in international regulatory for the import and registration of finished dosage forms.

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Alexis Collins MA Medical Science, MS Nutrition
Director of Product & Brand Strategy

Alexis is a scientist and researcher with broad experience in nutrition and medicine. She has direct experience with product development of dietary supplements, evaluating clinical studies, animal research, and medical science reviews. Specialties: Evaluating, reviewing, and discussing clinical research; nutrition, nutritional supplement ingredients, dietary supplement research and experiment protocol.



Danny Long
Director of Quality

Danny joined ESM Technologies in 2003. Danny's father, Frank (Dan) Long, was the first scientist to work on NEM®. Danny joined his father at ESM Technologies in 2003 and has worked in almost every area of the company. Most of Danny's career has been devoted to the development and maintenance of Stratum Nutrition's Quality Unit and Systems.



Chris Haynes
Sr. Director of Global Sales - Human & Pet

With over 20 years of experience in the Dietary Supplement Industry, he feels a very strong personal commitment to the brands, ingredients and colleagues in our industry. He has had the great satisfaction and success in working with companies of all sizes and scope; from manufacturing, to retail sales, to branded ingredients. He considers his ability to build teams and consensus, to coach staff to higher levels and create a positive environment for growth as key to his success. His current responsibilities allow him to maintain a presence in branded ingredient sales and retail sales. The scope of his sales responsibilities have expanded to include Australia, New Zealand and South America.

Meet the Stratum Sales Team



Myron Kaufman
Eastern Region
Account Manager



Alyssa Izzi
Southwest Region
Account Manager



Eric Brown
Northwest Region
Account Manager



Mark Dmitroff
Canadian
Sales Agent