

The client and market

We are working with a manufacturer that has established various product brands serving the consumer lifestyle market and is now looking to develop products utilising Cannabidiol (CBD)-based consumables. CBD is one of the naturally occurring cannabinoids found in cannabis plants (most commonly derived from hemp), and is increasingly being used by consumers to help alleviate pain, de-stress, calm and promote sleep. However, the **composition of products containing CBD can vary considerably, with contributory factors including the source material, extraction and subsequent processing**, even before the different grades and concentrations. Additionally, there are strict regulations around its cultivation (primarily to ensure the THC-Tetrahydrocannabinol levels are within legal limits), import/export and how it can be marketed to consumers.

Therefore, manufacturers not cultivating and processing their own material (i.e. from seed to shelf), need to ensure the authenticity and purity of their raw and processed materials, both to ensure the quantities of CBD present, and to verify that any controlled substances are within legal limits defined by the UK authorities.

The search

Given these raw materials are not part of the client's own manufacturing capabilities and they are building relationships with potential suppliers, the client needs to ensure they can provide adequate assurance of the purity of materials being sourced for incorporation into their products. The client must **demonstrate the safety and composition of its raw (or formulated) CBD-based materials** for compliance and quality control purposes. They therefore seek to **identify accredited laboratories able to perform appropriate testing of cannabinoid-based materials**.

Potential analytical laboratories should:-

- Have an appropriate quality management system with relevant test methods accredited to an appropriate standard – e.g. ISO/IEC 17025:2017
- Be appropriately licenced to legally receive, test and send CBD samples
- Have accredited methods of analysis with which to :-
 - Determine CBD concentration
 - Identify and quantify other cannabinoid compounds, especially controlled cannabinoids (e.g. THC)
 - Determine associated chemical contaminants (e.g. residual solvents, pesticides, mycotoxins, heavy metals)
 - Quantify the terpene content of CBD materials
 - *Conduct emissions testing for CBD based products (i.e. when heated/aerosolized) and determine degradation products (not essential but desired)*
- Have experience in testing a range of CBD-containing materials, including high purity samples, e-liquids and CBD products for oral consumption

The client has particular interest in laboratories serving the following markets: - USA, Poland and the UK.

What the client can offer

The client company requires ongoing capabilities in this area and is keen to establish working relationships with service providers. Please send preliminary information on any proposed opportunity to – Diane Kolonko via diane@strategicallies.co.uk