

BUSINESS SPONSOR OF THE MONTH



MOUNTAIN PEAK NUTRITION

BY DYLAN KOLLER

Camas native, Grant Bergstrom, began laying the foundation for his long career in the dietary supplement industry as his father's first full-time employee at Bergstrom Nutrition, formerly Cardinal Associates, founded in 1988. After accruing years of first-hand knowledge and experience, Grant ventured out to broaden his horizons, traversing the globe, until opportunity ultimately brought him home.

After graduating from Camas High in 1990 and attending the University of Washington, Grant returned to help his father grow Cardinal/Bergstrom to become the world's leading manufacturer of the MSM ingredient which they sold to the industry's biggest brand names. Desiring to venture out into global commercialization roles for companies like The Wright Group and Unigen, Grant fortified connections and broadened his understanding while simultaneously looking for a consumer product brand he could start, earn his way into, or possibly buy.

In 2013, Grant met Maureen, a registered nurse with the best Boston accent you've ever heard, who immediately recognized the ambition in him.

"The moment I met him, I knew he had that entrepreneurial gene," Maureen said in an interview.

After stints in San Diego and Dallas, the two settled in Seattle in 2015 and were married. In 2019, the stars finally aligned for Grant's entrepreneurial dream.

Established in 1996 by Dr. Jim and Karen Massey, Mountain Peak Nutritionals has long been gaining a reputation for sourcing and supplying the highest quality ingredients in their dietary supplements. Primarily sold and distributed through the Healthcare Practitioner (HCP) channel, the brilliance of Dr. Massey was his manufacturing of combination products which he coined "condition specific". These products provided greater nutritional benefits in less volume which led to a higher likelihood of compliance, a major win for all parties considered.

Prior to leaving Cardinal/Bergstrom, Grant was actually involved with an investor group that had considered purchasing Mountain Peak at the time, though things didn't pan out. Then, in 2019, a mutual friend brought the Masseys and Bergstroms together at the perfect confluence of when the Masseys were ready to sell and the Bergstroms were ready to buy, and for Grant, it was a full circle moment.

The acquisition also brought Grant and Maureen back to Grant's roots. Initially located in Beaverton, the couple initially had to commute from SW Washington to Mountain Peak, which proved especially challenging for Maureen, who still allocated half her schedule to nursing part-time at the Vancouver Clinic. In 2022, however, Maureen officially switched to Mountain Peak full-time, and in another full circle event, they relocated the company to the Columbia Tech Center, just a stone's throw from where his father built Bergstrom.

Today, Mountain Peak continues to supply supplements made of the best nutrients on the market. Currently, they offer over 30 condition-specific products that cover over 90% of what an HCP would commonly see in their clinics, everything from gastrointestinal support to sleep aid. Though still distributed mainly through the HCP channel, they recently began supplying directly to consumers with products now available on Amazon or directly through their website.

Under Grant and Maureen's guidance, Mountain Peak continues to grow, not just because of the value of the products they offer, but because of the way Grant and Maureen complement one another. They're a team that truly aims for the mountain's peak, and together a dream has already been realized, a family business has been brought home, and life has truly come full circle.



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