

## Talking Health: The Fast Track Seems to be the Right Track

Many of us are about to take a very fun marketing ride, and the results may be quite unexpected. Random House has published Ann Louise Gittleman's latest book, and the title is very deceiving but perfect for the American market. ***The Fast Track One Day Detox Diet*** may get the consumer inside the cover of her 25th book, but everyone will come away quite surprised and impressed with the message infused throughout.

This is a book that may be just what mainstream America, and the natural foods industry, needs at this time!

Already several store buyers have commented on the title of this latest entry by the best-selling author of the *The Fat Flush Plan* (2001) which is still a highlighted book in most mass-market bookstores. Although several stores profited well by promoting this book and its program—some even basing entire quarterly promotions on it—

it really succeeded more outside our industry, and the reason is not really certain.

Ann Louise Gittleman is a PhD, clinical nutritionist who is espousing the importance of the liver, and its function in overall health, and even in achieving a certain healthy weight-loss. This should be right up our alley. But like low-fat and, to some extent low-carb, our industry might not be the leader once again. It is not too late though.

So, are we willing to go inside the book and see what this program is all about? Over and over in easy to understand text, Ann Louise proselytizes the crucial importance of organic foods. Her contention, which has some very strong and intriguing research to back it up, is that weight problems in modern society have a direct link to toxic buildup and its effect on our livers and other organs.

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### TAKE 5 MINUTES

What issue could hit closer to home concerning food safety than **genetically modified foods**? This issue should be front-and-center. Go to <http://www.thecampaign.org/> and register your store as a community resource for getting out the information on this issue. Make a small donation (a big donation) and place a sign up stating that your store is ACTIVE on this important issue. The Campaign to Label Genetically Engineered Foods is the only American organization dedicated solely to this issue (Europe is very active) and they need YOUR help!!

## Talking Business: Making Your Busiest Day Most Profitable

In my many years of healthfood retail, I remember that little giddy feeling I would have when I went to open the door every Saturday. Rain or shine, I knew I would have a day with sales 2-4 times what I did on my best weekday. For some stores, the busiest day may be another day of the week, but every store knows what day is their best and should turn a sharp business eye to why that is and what they can do to capitalize on that business reality.

Even though I would be excited about the bustle of sales, I cannot say that my actions focused well enough on these great sales days. Too often, every day of the week had its obligations and priorities, and the main goal we ran our stores on was to have all available product on the floor, and ready to move. Saturday was not for stocking or deliveries. The world has changed, and now delivery days are dictated by the trucking companies that define distribution; but I realize now that

there were many other tactics I never dreamed of that could have pushed sales up another \$200-800 easily if I had used the basic principal of thinking ahead. So, what can you do to maximize sales in your store on your best day; or how can you turn a newly designated day into a super-sales day?

The number one suggestion would be to make sure that you staff the floor with the best sales people possible. Too many stores have forgotten the merits of having a trained staff, and they hesitate to allow staff people to be trained. A good salesperson may just be the most personable person, or the person who has the best ear for listening to the customer. Usually, it is good to have a listener who can "hand-hold", and a person fluent in every option and the distinctions between them all. This way, the most knowledgeable staffer doesn't get bogged down in the long, though important, story. A good staff will be led to understand that

the veterans should be left to sell on the sales days, and all should understand their role to make the team work most profitably!

Just as important, understand the time-constraints of your one-day shopper. Many people have one day to get all their chores accomplished. Be aware of the needs of this shopper. Be swift, but not rushing for the person who needs direction, but who doesn't have the time to dawdle. Show your respect for their time, and make their experience pleasant with your friendly efficiency.

Stores often create sales once a month and then sit on them. That creates little enthusiasm, and believe me—I understand how much time even that task takes (remember, I write this newsletter anew every month!). But to reverse the coin here, how many times do people tell me that they have certain product that doesn't move? Usually new items that are past the

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## The Fast Track

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Curious? Yes. Most likely a correct diagnosis? Yes. Guaranteed to be controversial? Yes. A ground-breaking concept that should have us all thinking? Yes.

Now, Dr Luc Chaltin of **Newton Homeopathics** has been all over both the organic and the liver detox issues for 40 years, but here is a nutritionist claiming to have clinical premise to conjecture that we all need to start promoting “liver-loving foods” and to focus our weight-loss category on liver-supporting nutrients. Move over ephedra, the real solutions are moving in.

So, are you confident and daring enough to convince those bathing-suit driven once-a-year healthfood store shoppers that alpha lipoic acid, l-carnitine, chromium, Omega-3 nutrition or even CLA are the winners they need? They are all great, but here we have a thorough marketing scheme created to explain the merits of liver-guided, safe weightloss, compounded with the crazy new idea of—you’ll never guess—fasting.

And the mainstream consumer will literally “eat it right up.” So, Ann Louise Gittleman is the front-person for you on this merry campaign. Wait until you see what Random House plans to help sell its 100,000 first print books. You have nothing to lose to become a Fast Track Headquarters, and—it seems—we all just might learn something!!

*“When it comes to weightloss and health, it is not enough to simply count calories and count carbs, watch portions... (it) may be more connected to a polluted environment than we ever imagined!”* That’s more real-

healthfood than anything I have heard since we let sugar back in our front door. The concept is not to introduce a crash diet, but rather a part of a healthy diet protocol. This is going to hit home for the “follow-the-directions” book readers who want answers spelled out for them.

The concept is simple. This is really an 11-day program consisting of a *prequel* to prepare the liver for a one-day liquid fast, which is followed by a three-day *sequel*. The simple premise is to eliminate the toxins, support the liver, do a moderate liver-flushing one-day fast, and then “seal in the beneficial results” of the fast with a round of beneficial probiotics. Simple and direct enough to capture the American mindset, and calculatedly efficient enough to get results from the vast number of willing participants. That is how a craze gets started.

And what is the end result if this market-heavy phenomenon succeeds the way her last book has? (1) People adjust their diets to add more organic, and think liver when they are making food choices; (2) They shop in healthfood stores where liver-support options usually have 3+ shelves; (3) People start eating more superfoods, and considering the concept of fasting.

Does this book have all the answers: certainly not. Does it have the market’s attention right now? Yes, and it is only beginning.

*“Detox is the next frontier in terms of healthy eating.”* Mark her words, and may she be correct! I like the book already because it addresses an issue I wholeheartedly believe in. Support the liver and the whole digestive system!

She mentions two products Blue Moose Consulting represents, and these products are gonna do super this summer. **Himalaya USA’s** LiverCare is recognized as the world’s #1 best-selling liver supportive product. It is 100% herbal (an Ayurvedic formula created in 1955), and she mentions it has more research support than wonderful milk thistle (300 primary-research studies), and it is beneficial for the Prequel protocol.

The other world’s best-seller is the truly sensational **Dr. Ohhira’s** Probiotics 12 formula (insert in this newsletter). She states unequivocally that this is the best probiotics anywhere. She recommends that people take this vegetarian, fermented probiotic 5 caps each morning and night for the three-day Sequel to end the Fast Track program. Strong and safe.

People are going to be directed to health food stores that sign up to be **Fast Track Centers**, and they will be carrying shopping lists that specify LiverCare™ and Dr Ohhira’s Probiotics 12. Already her [www.fasttrackdetox.com](http://www.fasttrackdetox.com) website gets 30,000 hits a day. LiverCare sells in 60 countries and 300,000 physicians recommend it; Dr Ohhira’s Probiotics 12 has more published studies on it for efficacy and safety than anything being lauded as super-strong in the US today. And its main interest derives from its application in regards to superbugs like *H. Pylori*, *E. Coli* and the dangerous *MSRAs* currently reeking havoc in the “modern” medical establishments of the world. Probiotics 12 may just do some internal cleansing with its TH10 strain of transient LAB that will make participants in Ann Louise’s program much safer and healthier than they ever expected!!

*Fast Track* is on the fast-track to being a national best-seller. More importantly, the ideas championed in the book are so much like everything our industry believes—you just have to get past the glitzy cover designed to get the reader to buy. I believe everyone who reads this book will say the concepts are right-on with ideas we have wanted people to emulate for as long as we have been in health foods. She is directing people to your door—in a crusade to get people conscious about toxins and excited about supporting their liver—and the question arises, are you going to be there supporting her back??

The book is currently available from Nutribooks, and you can see ads in this newsletter for LiverCare and Probiotics 12. Stock up on Sweet Leaf stevia and Organic cranberry juices as well. \*

## TESTIMONIALS COUNT

**Well-in-Hand** receives testimonials monthly about these super-clean, healing herbals medicinals. You should carry every product they make. As received:

“My brother is paraplegic and gets very bad sores. He is now living with me. Last March he fell out of his wheelchair and broke both legs. Due to complications of his diabetes, one of his legs had to be amputated. The screws in his remain(in)g leg created sores that made awful sores that got worse very quickly. He had huge, awful bloody sores that refused to heal. The doctor said that he had to lose the other leg. As it so happened, there were no available beds at the hospital. So I had to take him home. His home nurse could not stop the bleeding despite heroic efforts. I decided to use CUT RESCUE and the bleeding stopped immediately. Because he was home with me, I could use herbs to help my brother. The doctore was incredulous and gave me the go ahead to use the herbs if it should start to bleed again. By the time there were hospital beds available, the doctor declared that the wounds were healing well and that he no longer needed amputation! The doctor said that I saved his leg! I tell everyone now about your CUT RESCUE. My friend’s husband is also in a wheel chair and also gets dicubitous ulcers as a result of pressure, like bed sores. We both thank you for CUT RESCUE. The doctore couldn’t believe that in one week’s time it healed enough that he didn’t have to lose his leg. Thank you, thank you, thank you! You saved my brother’s leg.”

—G. C., Scottsdale, AZ (spelling left in its original state)





## May Sales 20% OFF

### Energy & Emotion

Good Mood Tonic

Maca

Rhodiola

St Johnswort

### Allergy Season

Eyebright-Nettle Compound

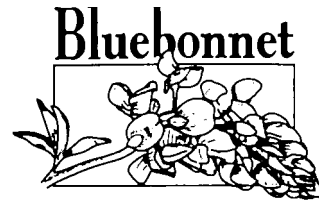
Nettle

Eyebright

Super Echinacea liquid

Super Echinacea Vcaps

Not represented by BMC in NJ, NC



### SPRING SEASONAL SALE SOON TO BE GONE

Stock up now. This great sale ends real soon.

Buy in before May 13 to get these great savings

### SPRING SEASONAL SALE

"Save the Earth One Plant at a Time"

Every Month is Earth Month, and Bluebonnet is working to help you turn all your customers into activists by giving them the opportunity to save a plant and a few dollars at the same time.

1. **BUY 4, GET 1 FREE!** on these popular vegetarian products until May 13.

2. For every product sold, **BLUEBONNET WILL GIVE A PORTION OF ITS PROFITS** to the American Botanical Council (ABC), an independent, non-profit research and education organization supporting the safe use and sustainability of the Earth's plants.

**May is therefore win-win-win-win-win with Bluebonnet**

**The products: (all sizes). 29 SKUs to highlight:**

**Super Earth™ Multi-Nutrient Formula** Caplets and mini-caplets

**Natural Vitamin E** 400 IU mixed tocopherol softgels

**Vegetarian SOD** GliSODin® 100 mg Vcaps

**Evening Primrose Oil** 1300 mg softgels

**Flax Seed Oil** 1000 mg softgels

**Bilberry** 80 mg Vcaps

**Milk Thistle** 175 mg Vcaps

**Super Earth Phytonutrient Soy Protein Powder** Toasted French Vanilla and Natural Chocolate Truffle. 1.1 lb and 8-pak sample sizes

**Shelf talkers and a "Save the Earth" poster available with orders**



## NORDIC NATURALS

### Women's Health

### Highlight these products at 15% OFF in May

#### Omega Woman 120 count

Arctic fish oil with certified organic evening primrose oil Omega Woman provides a balanced ratio of the Essential Fatty Acids EPA, DHA, and GLA. This unique balance promotes hormonal precursors prostaglandin 1 & 3, to support a woman's unique hormonal needs. We have added lemon oil for a delicious taste and natural antioxidants for continued freshness.

#### DHA 90 count

- a best-seller containing 250 mg DHA/ 75mg EPA per serving
- Promotes Healthy Mind and Mood
- Supports Memory and nervous System Function
- the best-tasting supplement on the market today:
- delicious strawberry flavor

Currently, the proposed Adequate Intake of DHA for pregnant and lactating woman is 300 mg. per day. (ISSFAL)\*

Not represented by BMC in NJ and parts of PA

## NEWTON homeopathics

Always safe, always effective.

You have my word on it. Buy the Newton allergy formulas. Recommend them for every applicable instance. And see better results than you have ever seen with homeopathy for allergies of every kind. Dr. Luc's formulas are different, and they are that good. Plus, in the season, you can make an extra profit on all the best-sellers in these categories. Newton Homeopathics is not the same thing every drug store offers. From the #1 detoxifier onward, these formulas are clinically developed to work with modern maladies. Back to the liver, for results.

### ALLERGIES AND HAYFEVER

#### Stock Up This Spring With These Seasonal Specials

##### Over the Counter

# 2 Cough & Asthma

# 7 Hayfever

# 17 Eczema

# 25 Throat Irritation

# 28 Poison Ivy

# 38 Bug Bites

# 39 Cold Sores

# 41 Eye Irritation

# 43 Hives

# 55 Pollen & Weed Formula

# 56 Dust, Mold & Animal Dander

# 57 Dairy & Grain Formula

# 58 Food Additive Formula

##### Newton's For My Kid

F02 Asthma Rescue

F03 Sniffles

F06 Earache

F08 Allergies

F34 Bangs and Scrapes

F59 Hypercalm

##### Women

# 10 Bladder Irritation

# 16 Candida

# 21 Varicose Veins

# 46 Feminine Itching

# 47 Hair & Scalp

**Special #1** Buy 6-11 Same SKU—**SAVE ADDITIONAL 10%**

**Special #2** Buy 12-23 Same SKU—**SAVE 15%**

**Special #3** Buy 24-more—**SAVE 20%**

Must mention discounts at time of order. Discounts good until June 30

Not represented by BMC in NC, WV





### **Olbas and allergy season go together.**

Everyone would love to be enjoying Spring with an Olbas inhaler.

- Promote through a counter display.
- Buy direct and get samples of the pastilles and essential oil!

### **Cinnamon is still HOT**

Make the best choice: cinnamon caps are getting steady sales.

Are you gonna stock some unknown marketer who demands a purchase of 12 bottles?

Nature's Wonderland, from the people who bring you Olbas

- a trusted name...a reputable product
- manufacturing since
- cinnamon powder in Vcaps
- great price in a '00' capsule
- FDA registered facility where we monitor all aspects of manufacturing
- \$100 minimum including all the Olbas products

**BUY 4 OF THE POPULAR CATFISH BITTERS™ (VCAPS) AND GET ONE FREE**

**BUY 4 CINNAMON VCAPS AND GET ONE FREE**

## *Essential Formulas*

### **Dr. Ohhira's Probiotics 12 PLUS**

- World's Best-Selling Probiotic Supplement
- 5-year Natural Temperature Fermentation
- University-based, product specific, scientific research
- Vegetarian, non-GMO, hypoallergenic, enteric-coated, soft capsule
- Unique TH-10 strain of LAB effective against MRSA, C. diff, E. coli and H. pylori
- Proprietary formula includes 92 special vegetables, leaves, bark, herbs, mushrooms, seaweeds and fruits

### **30 count box**

wholesale \$17.95 SRP \$32.95

### **60 count box**

wholesale \$29.95 SRP \$53.95

### **FAST TRACK PROMO PRICING**

Buy 6 boxes get **free shipping**

Buy 10 boxes get **5% off plus free shipping**

Buy 20 boxes get **10% off plus free shipping**



*The Essence of Well-Being®*

### **Special Deal for Blue Moose Consulting Customers**

May 1-15, all essential oils 10 ml or 1 oz size only

**25% OFF - 6 or more per SKU**

**20% OFF any display with testers**

all orders must be placed through our office

***This is the deal you have been waiting for.***

Since 1968, bringing the world the best in Aromatherapy and essential oils. Selling only the best quality, AromaLand



This is the month to exercise your abilities to make an exciting weight-control, healthy lifestyle support endcap. A great food to add to the Fast Track headquarters selections is Juvo. Raw foods meal replacement in a convenient, sealed travel-pouch.

For a limited time, for those stores that are serious about promoting Juvo and can make a commitment to sustained support, Juvo is offering a case display with the unbelievable marketing support to offer customers: **Buy one box of Juvo, get one power mixer FREE.** While supplies last.

If ever there was a time to jump on the Juvo craze, this deal is it.

Call Michael or your Blue Moose salesperson for details.

***Juvo, salad on the go!!!!***



### **Outdoor weather means accelerated hair care**

Here is an easy brush experiment to prove to yourself that you need to be caring combs, brushes and other high-quality bath and body tools that Hair Doc specializes in.

- Buy the fold-up brush with mirror, nylon bristles by the dozen.
- Stock them by the register.
- Get ready to reorder in one week.

These brushes are perfect for travel, beach, wind, sun, excitement and sales... and remember, bathing is a year-round pursuit. A great selection of bath care tools leads to constant, healthy sales.

### **TIP OF THE MONTH:**

**Stand by your health.** Create a sign that is friendly but clear: No Smoking in front of your health food store. It is a clear affirmation to all who pass by and enter that your store is all about health. Maybe under a smiley face image, write "but we have many healthful things to help you quit inside. Come visit and see!!"

### **MARKETING IDEAS**

Many stores have some empty shelves that could and should be sales space. Now is a great time to **cross merchandise items** that do sell in areas where that empty space is not doing you any good. Examples: Olbas in the allergy section, sports nutrition section and the register. Bluebonnet Optiberry in the eye-care, whole food, and antioxidant. Juvo near the produce, in the whole foods section, in the dieting section and by the cash register. Think of the added chances to make a great sale!

Not represented by BMC in PA, NJ







**The Time is LiverCare Time!!**

*LiverCare leads Himalaya USA's detox and digestion formulas*

All these formulas were created by doctor's after careful clinical trials. They are time-tested effective and, like all Himalaya USA products, made in an internationally registered pharmaceutical facility where every batch of every product is tested for heavy-metals. Quality that is unmatched.

LiverCare, proven success since 1955: caper, chicory, black nightshade, arjuna, negro coffee, yarrow, tamarisk. A specially formulated liver support product sold worldwide and widely recognized by thousands of health professionals as one of the most effective liver formulas, with beneficial effects reported in over 300 studies.

**Stock up and Save on this HOT-selling products**

**PURE HERBS AND LIVERCARE PROMO**

Quantity	LiverCare	Pure Herbs
<20	10%	5%
20	17%	7%
32	20%	10%
64	27%	15%
100	30%	18%
250	32%	20%
500	35%	23%

and this is the perfect time to bring in all the 'seed-to-shelf' Himalaya USA Pure Herbs

America's new name for pure herbs from India's herbal dispensary



*Health Education ❖ Health Products ❖ Aloe Vera*

**Allergy, Detox and Aloe Life.**

**Aloe Life** juices are great for ANY Allergy program!!

Whole Leaf Aloe builds **collagen/connective tissue strength** thereby building stronger tissue walls. This will help to keep outside allergens in the outside environment. Hence, they are not able to cause itchy eyes, scratchy throats, or swollen nasal passages.

Also Aloe Life juices can help reduce Candida loads in the body, which will help reduce auto immune response to allergies.

*People just feel better faster with Aloe Life products!*

Remember. Aloe Life is your best-profit aloe vera as well. Learn how wonderful aloe is for your customers health needs, and you can easily make extra discounts on Aloe Life products. Best tasting, best 'active aloe' and at the best price if you believe in the miracles of Aloe Life aloe vera. Ask your Blue Moose Consulting rep how to save more.

**Aloe Life—always Organic!!**



**10% OFF, DIRECT**

**Jasmine Desire Body Wash Foamer  
Good. Clean. Fun.**

This natural body wash foamer makes a fun pink foam. The botanical foaming body washes are certified vegan and are made with 100% natural castile soap, Calendula and pure, aromatic essential oils.

You can stock the entire line of body wash foamers in a convenient wooden counter display which holds 5 of each of the 5 varieties: Minty Mischief (green foam), Spicy Rumor (white foam), Unscented Mystique (white foam), Lavender Lunacy (pink foam), Jasmine Desire (pink foam).

**All the body wash foamers are at a great new price:**

wholesale \$ 6.00 retail \$9.95

**Create a bath sensation and feel good about it!!**



**\*\*\*\*NEW PRODUCTS\*\*\*\***

**Mandarin-Rose-Coconut Ultimate Face and Body Scrub**

Uplifting and Toning Mandarin, Rejuvenating Rose and Nourishing Coconut Oil blend together to create a truly unique face and body scrub...a sweet, exotic indulgence leaves your skin silky soft and perfectly radiant!

**Hazelnut Coffee Ultimate Body Scrub**

Take in the awakening aroma of fresh hazelnut coffee while treating your skin to a super, smoothing experience. Coffee a natural exfoliant known for its stimulating properties combines with nourishing plant oils to soften and revive your skin perfectly!

**Be the first to offer your customers the benefits of organic luxury**

**NEW ORDERS SAVE 15% on Ultimate Face and Body Scrubs during the month of May.**



## Blue Moose Consulting

P.O. Box 557  
Falls Church, Va. 22040-0557

### GOT EMAIL?

IF YOU'D LIKE TO RECEIVE  
INFORMATION BY EMAIL,  
SEND YOUR REQUEST TO  
MICHAEL@BLUEMOOSECONSULTING.COM

## VISIT US AT OUR WEBSITE! WWW.BLUEMOOSECONSULTING.COM

### Making Your Busiest Day

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initial sale, but still not well-known. Make a list of items you want to see movement on, and post one-day sales by the door so that people read the day's menu. Prompt the staff with reminders as to what is special about these products. This simple operation that will likely eliminate most slow-moving items (if you believe in them to begin with). Identify one person to organize and accomplish this weekly goal, including the one-minute refresher on the salient sales points. Announce the successes of big sales results. Now everyone is gaining excitement for the big day sale.

Identify another day, and focus the sales on that day to the audience you most want to capture: a seniors day, or student day, or parents-bring-their-children day. Create meaningful educational, cultural or entertaining sideshows to make the delineated day worth the visit. Use your brokers, manufacturers and even local public interest groups to foster a sense of community. Move a case stack out of its normal spot, and create a fun sign that gets people to smile as they think.

Make the environment enjoyable. Play a nice variety of music. Walk around with a happy-to-be-in-business smile. Greet people with excitement. My Saturdays were fun, and I enjoyed the joy as I bagged for the lines that formed at the busy times.

Someone has to be the organizer though. Big days don't just happen the way they used to. Too many options; too many stores not seeking the exceptional alternatives (too much reliance on the

same two distributors!). Have a brainstorming session with management. Tell your staff you are going to create a festive atmosphere for the biggest day(s). Create a second jump-day for new sales.

And have faith. Great sales days are still in every store's future if creativity and street smarts combine with the right attitude and good business sense. \*

### How to reach Blue Moose Consulting

*Call as often as necessary: we want to be of assistance*

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office: 202-588-8238 • cell: 202-236-3735 • fax: 202-986-9501  
Michael@bluemooseconsulting.com • www.bluemooseconsulting.com  
PO Box 557 • Falls Church, VA. 22040-0557  
3509 Connecticut Ave. # 150 NW • Washington, DC 20008

#### COMPANIES REPRESENTED:

##### Bluebonnet Nutrition Corporation

www.bluebonnetnutrition.com  
800-580-8866  
fax: 1-281-240-3535  
Sugar Land, Texas 77478

##### Herb Pharm

www.herb-pharm.com  
information: 541-846-6262  
orders: 800-348-4372  
fax: 800-545-7392  
Williams, Oregon 97544

##### Nordic Naturals: The Ocean Product Authority

www.nordicnaturals.com  
800-662-2544 • 831-724-6200  
fax: 831-724-6600  
Watsonville, CA. 95076

##### Essential Formulas, Inc.

www.EssentialFormulas.com  
972-255-3918  
fax: 972-255-6648  
Irving, Texas 75062-8005

##### Newton Homeopathics

www.newtonlabs.net  
800-448-7256 • 770-922-2644  
fax: 1-800-760-5550  
Conyers, GA 30012

##### Well-in-Hand: Epic Herbal Medicinals

www.well-in-hand.com  
434-534-6050 • 888-550-7774  
fax: 434-534-6040  
Forest, VA. 24551-1200

##### Aloe Life International

www.aloelife.com  
619-258-0145  
orders: 1-800-414-ALOE (2563)  
fax: 619-258-1373  
San Diego, CA. 92107

##### The Hair Doc Company

www.thehairdoccompany.com  
800-7 hair doc  
818-882-4247  
fax: 818-341-3104  
Chattsworth, California 91406

##### Perfect Organics, Inc.

www.perfectorganics.com  
888-304-4558  
fax: 703-852-7199  
Merrifield, VA 22116

##### Olbas/Penn Herb Co., Ltd.

www.olbas.com • pennherb.com  
215-632-6100  
orders: 800-523-9971  
fax: 215-632-7945  
Philadelphia, PA. 19154

##### Himalaya USA

www.himalayausa.com  
800-869-4640  
fax: 713-863-1686  
Houston, Texas 77042

##### AromaLand, Inc.

www.aromaland.com  
505-438-0402 • 800-933-5267  
fax: 505-438-7223  
Santa Fe, NM 87507

##### Healthville USA Corp./Juvo

www.gojuvo.com  
714-562-1515 •  
800-558-Juvo (5886)  
fax: 714-562-1516  
Buena Park, CA 90620



Support all the lines we represent: Independence, Quality, Strength