



BLUE MOOSE CONSULTING NEWSLETTER

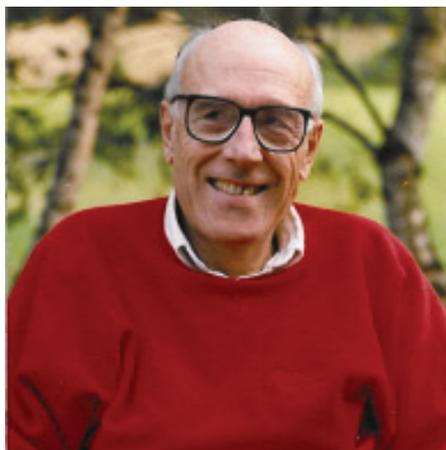
Volume 14, No. 1 • January 2017

Talking Health 30 Years Later, Dr. Luc's Vision Continues

Vision. It is inspiring to follow people of vision. Samuel Hahnemann was certainly a man of vision. Without being there, one can still admire and speculate on how the Father of Homeopathy came to the conclusions that he made, and proved through experimentation, and wrote about and advocated. Genius ideas are rare—a gift to certain individuals—who then have to do the hard work of bringing their ideas to action and accomplishment. Thank you Dr. Hahnemann for bringing the world the safe and affordable system of medicine that the world has been using to better health since he published the “Organon of the Rational Art of Healing” in 1810: thank you for Homeopathy. Hahnemann’s Medicine lives on doing good, well beyond his time on Earth!

As we begin 2017, we should all give thanks for the many good things (and people) that are in our lives. As I enter my 35th year of natural products service—and as Blue Moose Consulting does actually move forward with full faith and direction into our 15th year in service to the health food stores of the mid-Atlantic region—I reflect on some of the amazing people whom I have had the honor and privilege to meet. From the world of healthcare that I have been travelling, the two most amazing people that I encountered and learned the most from were Dr. Qing Nuan Wu (yes, THAT Dr. Wu); and Dr. Luc Chaltin: the Founder, and chief architect of the many exquisite formulas that are available to your communities through **Newton Homeopathics**. This article is a letter of thanks to Dr. Luc.

Dr. Luc was a gem. As I have preached over and over again, Dr. Luc Chaltin, N.D., D.I. Hom. was a historically-relevant clinician, theorist and teacher of Homeopathy. Future textbooks will mention Newton Homeopathics for their contribution to the development of homeopathy as a valid form of Medicine in the United States, and for the volume and effectiveness of Dr. Luc’s formulas. His teachings on Classical Homeopathy—which culminated for Dr. Luc in his establishment of the American Academy of Clinical Homeopathy (AACH)—will also be remembered as an advancement in thinking on the scope and



potential of homeopathy. In manufacture, Dr. Luc’s determination and production were precise and innovative; and more “natural” than anyone or any company that makes homeopathic dispensary. Newton quality is one reason for Newton’s effectiveness. His relentless dedication to Organic and the Environment, and his understanding of the need for clean human energy and intention as integral components in the manufacture of this energy medicine were decades ahead of the science on the environment of medicine.

2017 marks the 30th anniversary of the establishment of Newton’s Homeopathic Manufacturing. Whether today was your first day working in a health food store, or you have been working in this field for a long time but have never explored Newton Homeopathics; or even if you have loved Newton forever, are you willing to get excited and join with Newton in 12 months of celebration and focus on this line, this year? If so, Happy Newton Year!

Today, Newton Labs and Newton Homeopathic are guided through the direction of a student and friend of Dr. Chaltin, Marge Roberts. Newton Homeopathy is in good hands. Marge is very excited to have a proper celebration. Stay tuned for many of the good things that Newton is doing to kindly give thanks for Dr. Luc’s work and for all those health-seekers who have found Newton and know of its power for helping them with their health. At the end of this article, I will remind the reader that Marge is collecting stories about

Dr. Luc for a book that she intends to produce about him and his work in conjunction with homeopathy and health.

Dr. Luc gave us information, he gave us recipes and he steered us in the correct direction. His work, like Hahnemann’s, was a progression to the story of true and natural health. His work will never be static. There are too many people who understand and appreciate the body of work from Newton Labs that his medicine and his teachings provide, for the power of Newton Labs to ever go away. So, let’s consider the importance of Dr. Luc’s vision.

What was the path to Newton Homeopathics? Luc Chaltin was scientifically-trained with that inquisitive and deductive mind that so many engineers have. As such, he never would have considered homeopathy unless he was confronted with a life-threatening crisis. Luc was practical and logical above all else, so when in exasperation he stumbled upon homeopathy, and had the courage to “give it a try,” he was willing to forget the prejudices ingrained in him from his scientific education and embrace the medicine that proved capable of curing him of tuberculosis. Of course, we all are shocked into fear in America to ever use the word “cure,” but Luc Chaltin was cured from a disease by homeopathy, (Homeopathy Works), after all western allopathy failed and succeeded only in getting him sicker (sound familiar!?). People who find the brilliance of wholistic medicine for personal health improvement are usually changed for the better for life. Dr. Luc nobly quit his job, ended his career and dedicated his life to an understanding of the potential and utility of homeopathy. Newton Labs was born from healing.

“Using the clinical approach to homeopathy, Dr. Chaltin healed himself of tuberculosis in the 1960s and then began treating patients in Europe using his newfound knowledge. He soon left his career as an engineer behind and focused full-time on healing others. After treating hundreds of patients in Europe, he left Belgium to come to America in 1983, where he began to treat

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patients throughout the eastern United States.

"Homeopathy is a complete system of healing discovered more than 200 years ago by a German physician, Dr. Samuel Hahnemann. This method, soon accepted by many doctors, quickly developed into the healing method of choice in many parts of the world. Practitioners introduced the method in the US around 1835 and homeopathy became the most widely accepted form of medicine during the entire 19th century. The discovery of the so-called 'wonder drugs' (prescription pharmaceuticals) greatly decreased the use of homeopathy in the U.S., however, not in other parts of the world" (*Healing with Homeopathy* by Luc Chaltin, N.D., D.I. Hom.)

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What is clinical homeopathy? (Clinical + Classic Homeopathy)

"**Clinical** homeopathy, from a practitioner's perspective, is the approach that diagnoses patients and prescribes homeopathic remedies by clinical evaluation of the condition of the patient. A clinical approach evaluates the underlying and connecting causes of the patient's state and draws conclusions that reach further than the visible symptoms that traditionally guide the classical homeopath. The clinical approach is different from the classical homeopathic approach that diagnoses and prescribes by the examination of the different symptoms of the patient without evaluating the underlying causes which connect the symptoms. This is important to understand because it will result in the improved efficacy of homeopathy, herbs and supplements.

The clinical approach has been used since the last century, but it was only in the 20th century that it became an effective approach. It was the French homeopathic school (Dr. Vannier and Dr. Bernard) that established the rules and discovered the underlying scientific reality that made it possible to develop this approach into an effective diagnostic tool, as well as a successful approach in prescribing and healing."

(<http://aachomeopathy.com/about/what-is-clinical-homeopathy>)

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Dr. Luc became a purist. When he traveled, he sought out and carried his own Organic food. He spurred vices. He loved to learn this new world, and he was fortunate to explore at the time of great advances in nutraceuticals, biochemistry and the American Herbal Renaissance. Dr. Luc chose



MARGE ROBERTS, PRESIDENT, NEWTON HOMEOPATHICS



Marjorie Roberts received her BS in Nursing from the University of Wisconsin and her Masters of Science in Health Professions from Southwest Texas State University. She retired after 30 years of nursing to serve as President/CEO of Newton Laboratories, a manufacturer of homeopathic remedies. She studied homeopathy with the Academy of Advanced Complementary Medicine and received a DAHom from the American Academy of Clinical Homeopathy (AACH). Marge is an individual member of the Homeopathic Nurses Association and a corporate member of the American Association of Homeopathic Pharmacists and the Natural Products Association.

She was the founding president of CAMA, the Complementary/Alternative Medical Association and spent many years advocating at the Georgia State Capitol on behalf of natural medicine. Marge lectures at community gatherings, universities, and national health-related events. In addition, she serves as an adjunct professor at Life University, teaching a two-credit undergraduate course on homeopathy. She is the author of *My Body, My Health, My Choice*, a book about complementary/alternative medicine and the health freedom movement. She has appeared on numerous television and radio talk shows discussing complementary/alternative medicine and issues of health care freedom

to make the mother tinctures for his products from Organic material wherever possible. Luc insisted on making his products with the artisan intention of positive human labor. If you understand that concept, then you will love Newton Homeopathics. Dr. Luc was an explorer, and he never stopped reading and asking and theorizing: he was born to be the leader and to create Newton Labs. "Founded by Dr. Chaltin, Newton Laboratories, Inc. manufactures complexes used in clinical homeopathy as well as single remedies that are used by Classical Homeopaths and their clients." Historically relevant!

"Homeopathic medicines stimulate the body's homeostatic mechanism, thus allowing the healing process to begin at the source of symptoms. Homeopathy is effective in the treatment of both acute and chronic diseases. It has great advantages over conventional medical treatments because it is not toxic in its approach. Doctors and patients who have discovered this advantage have turned to homeopathy in increasing numbers in recent decades.

"Classical homeopathy uses the single remedy approach. It is extremely effective against acute problems such as fever. However, the method lacks effectiveness against the chronic metabolic diseases we encounter today. Hahnemann, in his time, had already experienced treatment problems with these types of chronic diseases. He authored a book explaining that chronic diseases were incurable because of 'miasms', a concept used to clarify the effects of chronic metabolic diseases on the body prior to the discovery of bacteria.

"A French homeopath, Dr. Leon Vannier, wrote a book about his approach to the cure of chronic diseases in the 1950s, yet, most

homeopaths paid little or no attention to his work. I discovered Dr. Vannier's book in 1965 and it allowed me to cure myself from tuberculosis in less than six months, saving my life. Today, we are able to address the metabolic problems associated with chronic diseases utilizing homeopathic remedies.

"I call this 'Clinical Homeopathy.' Clinical Homeopathy addresses the symptoms in their totality. This approach utilizes a combination of different formulas to create a 'complex' remedy. Standard complexes are designed to remove toxins, to stimulate certain organs, or to address specific chronic situations or diseases in the body. Healthy organs, such as the liver and the pancreas, are imperative for a healthy body. (*Healing with Homeopathy* by Luc Chaltin, N.D., D.I. Hom.)

Dr. Luc was instrumental in bringing a lesser-known adjunct of Hahnemann's Homeopathy to America in the mid-1980s. The books and philosophies that he found, that helped him, discussed post-Hahnemann applications of Homeopathy to organ systems—and advanced the concept of "drainage" that most people will understand as detox. Newton Labs famous Homeopathic "Detox" should be the number-one selling homeopathic complex in your store. The spectrum of its effectiveness is limitless. It is gentle enough for the most toxic individual, and powerful enough to benefit the greatest purist. It should be added to every detox and cleansing protocol because it aids these intents in a level that no other medicine touches. Homeopathic detox is amazing and powerful and unique.

Dr. Luc was a teacher and an educator, and the only way that homeopathy will grow to the status it deserves in the United States (providing the medicine we truly need in America) is for people to become involved in

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IMMUNE SEASON PROMOTION

Big savings on essential products for the immune season ways to save up to **25% OFF** through January 31, 2016

- 3-ways to SAVE on sale items listed below
- **15% OFF** open stock – items listed, no minimum
- **20% OFF** ordering 3 units ALL sale SKU highlighted + then you get all identified sale items @ 20% OFF
- **25% OFF** ordering 6 units ALL sale SKU highlighted + then you get all identified sale items @ 25% OFF

KEY IMMUNE SEASON items to get the Promo Pricing

1 oz. sizes in units listed above to get extra discounts

- Daily Immune Builder™
- Lung Expectoant™
- Rapid Immune Boost™
- Soothing Throat Spray
- Super Echinacea®
- Virattack™

Other items available on sale at discount tier through Jan. 31st

- Daily Immune Builder™ 2 oz. + 4 oz.
- Lung Expectoant™ 2 oz. + 4 oz.
- Rapid Immune Boost™ 2 oz. + 4 oz.
- Super Echinacea® 2 oz. + 4 oz.
- Kids Immune Avenger™ 1 oz. + 4 oz.
- Virattack™ 2 oz. + 4 oz.
- Kids Immune Fortifier™ 1 oz. *larger sizes expand into a whole new market!*

SALE DETAILS: * Reorders: Original order discount will apply to reorders regardless of the number of units purchased. (for example if your 1st order meets the requirements for 20% OFF, then your reorder will also qualify even if your re-order is less than the 3-unit minimum through January 31, 2017)

* We request that you pass the savings to your customer. Savings pass-along will be monitored

THIS SEASON: take a broad spectrum approach to your Immune Health
Two Steps to Wellness: ^ Daily Immune Builder™ ^ Rapid Immune Boost™

2017 NEW PRODUCTS (new placement discounts apply)

- **Better Bitters™** four (4) useful formulas. USDA-Organic benefit: Supports Healthy Function of the Digestive System*
- ^ ABSINTHIUM ^ BITTERSWEET ^ ORANGE ^ CLASSIC

1 oz. + 2 oz. liquids <http://betterbitters.herb-pharm.com/>

- **Breath Refresher™** New Products; New Names; New Excitement FRESH BOLD SPICY • NEW NAME NEW LABEL NEW FLAVOR
- Breath Refresher™: two best sellers, + now ADD another organic yummy flavor Cinnamon 12 ct. display .47 fl. oz. single: spray \$3.00/MSRP \$5.99

^ these statements have not been reviewed by the FDA, and are not intended to diagnose or treat any illness or disease. Not represented by BMC in NJ



ASK YOUR BLUEBONNET REP about Bluebonnet's 25th Anniversary THANK YOU Promotion

You can stock up NOW or build your shelves AFTER the 1st of the year with a ONE-time Thank You Order placed and identified as your "Thank You order." One (1) extra deal by way of thanks from Bluebonnet Nutrition. Promo extends now through January 13th

New Items to GROW BLUEBONNET IN 2017

- Targeted Choice® STRESS RELIEF vegetable capsules
- Extreme Edge® NITRO POWDER raspberry flavor
- Super Earth® ORGANIC VEGGIE PROTEIN® powder
- * Natural Original Flavor NOW available 1#, 2# + 8-pak
- * NEW all flavors also now in 2 lb. Canisters \$35.37/\$58.95
- ^ Vanilla #1903 ^Vanilla Chai # 1907
- ^ Chocolate #1911 ^Chocolate Mocha # 1915
- Targeted Choice® Wellness Support 30 + 60 caplets^
- Targeted Choice® Sleep Support Vegetable Capsules

Just Announced: coming soon!

- Targeted Choice® Blood Pressure Support 60 + 90 veg caps
- Extreme Edge® BCAA powder PLUS Glutamine NSF-certified for Sport® 13.23 oz. canister 30 servings

NOW SHIPPING:

- Extreme Edge® Pre Workout Strawberry Kiwi PACKETS. #1797 20 Pack Box WHSL \$12.57 & Suggested Retail \$20.95

Bluebonnet: The Most Certified Supplement Brand

Let The Power Inside Give You the Leading Edge

1991-2017

Not represented by BMC in NJ, SC



Nurturing Naturally Since 1987

30 Years of exceptional healing service

January Promos 20% OFF select OTC formulas

Liquid or Pellet complexes listed below^ (Qty 4+ per SKU)

* Shelf tags announcing the sale included with your order

- Prime+ (N212) • Throat Care (N025)
- Kids Sniffles (F003) • Pet Bowel~ Digestive Care (P014)

Prime+ for symptoms associated with aging such as impaired memory, loss of vitality, general weakness + dry, wrinkled skin. (N212)

Throat Care for symptoms associated with throat conditions such as dryness, irritation, inflammation, pain + hoarseness. (N025)

Kids Sniffles for symptoms such as congestion, runny nose, post-nasal drip, sinus pressure and irritated throat. (F003)

Pet Bowel~ Digestive Care Formulated for digestive health + for associated symptoms such as weak digestion, nausea, burning, bloating, gas, cramping and pressure. (P014)

Why Choose NEWTON? • Expertise & Experience • Quality & Safety • Easy to Use • Variety & Selection • Environmental Awareness • Economical & Efficient

NEW YEARS IS HERE!

TIME TO ENCOURAGE Jump~Start Your Health! in 2017

Multiple symptoms, but not sure where to start?

New Year's Resolutions need a focus?

Begin with NEWTON's Jump-Start Your Health!

Clear the path for your body to heal naturally through detoxification, digestive balance + joint support. *Three (3) unique formulas complement each other to assist the body to start health anew

As a world leader in clinical homeopathy, NEWTON realizes that addressing multiple symptoms with single remedies can be challenging. Jump-Start Your Health! - a unique trio of combination remedies formulated for balance and wellness, will help simplify the process.

- Bowel~Digestive Care
- Rheumatic~Joint Care
- Detoxifier

Rediscover a 200 Year Old System of Health & Healing
Made in America ~ Family-Owned • 1987-2017 • 30 Years of Excellence



Nordic Displays Sell Product through every economy Highlight America's #1 Omega-3 with these eye-catching displays:

~effective Q1 2017 Floor Displays:

pick one (1), two (2) or all (3): ALL 25% OFF^

1. 'Generic' Nordic Naturals® floor display:

~ a beautiful + versatile display, awaiting your creativity
~ only one (1) Sku per shelf: Eighty (80) Nordic products to choose from

2. 'American Pregnancy Association' Display (APA)

~ 6 items to choose from; (1) Sku per shelf; Ask Rep for list
2017 reality: we need to nurture the category of products for healthy Mothers and Children

3. NEW 'Gummies Floor Display'

~ Mix & match from eleven (11) items listed below

one (1) product per shelf, 20 minimum, 60 maximum

- Nordic Berries 120 ct. + 200 ct.
 - Omega-3 Fishies 36 ct.
 - Omega-3 Gummies 60 ct. + 120 ct.
 - Omega-3 Gummy Fish 30 ct.
 - Omega-3 Gummy Worms 30 ct.
 - Nordic Probiotic Gummies Kids 60 ct.
 - Vitamin C Gummies 60 ct. + 120 ct.
 - Vitamin D3 Gummies Kids 60 ct.
- The best-tasting Gummies, ever. The easiest way to encourage compliance. Clean ingredients, made in Nordic Naturals® dedicated facility

THINK BIG with America's #1 Omega-3 25% OFF case orders

one order per ship-to-location, minimum order 5 cases, maximum order 15 cases. mix & match full case packs only

NEW ITEMS! The Nordic name: trusted by those looking for Probiotics

* dairy-free * vegan * stable * non-GMO

Nordic Flora™ Probiotic DAILY with 12 billion CFU 60 capsules #1672

Nordic Flora™ Probiotic WOMAN with 15 billion CFU 60 capsules #1677. A blend of six probiotic strains with 15 billion live strains, prebiotics + whole cranberry powder, supports vaginal flora and urinary tract health*

Nordic Flora™ Probiotic COMFORT with 15 billion CFU 30 capsules #1676.

Supports regularity and alleviates bloating* a blend of thirteen probiotic strains with 15 billion live strains, prebiotics to promote gut biodiversity and optimal digestion*

^ these statements have not been reviewed by the FDA, and are not intended to diagnose or treat any illness or disease.

Not represented by BMC in NJ, SC & Philadelphia area



JUVO™

ReJUVOnate + Regenerate
The kindest raw food meal replacement company wishes you a Healthy 2017

2017 PROJECT: **Build a Wall of JUVO for Community Health**
GOAL: **JUVO every day for Health**

- Natural Raw Meal Canister
- Raw Green Superfood Can
- Raw Green Protein Can
- Raw Meal Fantastic Berry
- Raw Green Grass Bottle
- Raw Meal Green Apple
- Raw Meal Vanilla Chai

JUVO Raw Meal packets
(10 packets)

- Organic Raw Meal packets
 - JUVO Fantastic Berry packets
 - Raw Green Protein packets
 - NEW JUVO Raw Meal Green Apple
 - NEW JUVO Raw Meal Vanilla Chai
- Raw, Organic, Whole, Non-GMO
Oncologist Formulated
ReJUVOnate Yourself!*

oxylent®

DRINK OXYLENT BREATHE LIFE™

2017 is for Oxylent®
DRINKOXYLENTBREATHELIFE™
Happy New Year...New You!
JANUARY LINE DRIVE! 20% OFF*

\$200 min / no max

30-CT PACKETS:

versatile for use every day

- Sparkling Berries
- Sparkling Mandarin
- Sparkling Blackberry Pomegranate
- Variety Pack: 3 flavors above
- Prenatal Oxylent Sparkling Cranberry Raspberry
- Children's Oxylent Bubby Berry Punch
0.15 oz. packets

OXYLENT® CANISTERS

30 servings 6.3 oz. net wt.

- Sparkling Mandarin canister
 - Sparkling Blackberry Pomegranate canister
 - Sparkling Berries canister
 - Best-selling Sport Oxylent
 - Sport Oxylent®, Blueberry Burst canister 7.5 oz.
 - Sport Oxylent®, Blueberry Burst 15 stick packets
0.25 oz.
 - NEW Sport Oxylent® Lemon Lime canister 7.5 oz.
30 servings contains 140 mg S.O.D. per serving
whls.: \$23.97 MSRP \$39.95
- 7 ct. boxes for travel & trial,
in 9 box counter-top display:**
- Sparkling Berries • Sparkling Mandarin
 - Sparkling Blackberry/Pomegranate

*Discount is normally applied on orders of \$400 or more.
Free shipping is at \$200.
See Retailer Order Form for additional details"

 Dr. Ohhira's Probiotics

*Providing Synergistic Ingredients
to supercharge your health goals*

Product of the Decade:

Reg'Activ™

**And the Most Complete
Probiotic Available:**

Dr Ohhira's Probiotics®

from Dr. Ohhira to the World: the award-winning Probiotic Original Formula, Essential Living Oils + Propolis PLUS® evolve from vegetable extracts, mushrooms, selected herbs, fruits + seaweeds, all naturally fermented for three years, assuring superior digestive + immune support. Hand-made in Japan with a true respect of nature & reverence for science.

**Seven (7) Best of Supplements
Award 2008-2015**

**Reg'Activ™- powerful effects for
CARDIO, DETOX + IMMUNE Wellness^
A Probiotic Strain that Makes
Antioxidants**

Discover Lactobacillus fermentum ME-3

^ These statements have not been evaluated by the Food and Drug Administration.

This product is not intended to diagnose, treat, cure or prevent any disease.

Dr. Ohhira's Probiotics®

AloeLife.

INTERNATIONAL

Health Education • Health Products • Aloe Vera

JANUARY Monthly Specials*

Mix & Match, sale items listed below

12 items min for 15% OFF

24 items max for 20% OFF

- Herbal Detox PLUS Juice Concentrate 16 oz. whole leaf unfiltered concentrate with no water added. One oz. daily! ActivAloe Certified from Certified Organic Leaves
- Herbal Detox PLUS Juice Concentrate 32 oz.
- Healthy & Slim Daily Greens powder + tablets 4 oz. + 11 oz. powders in glass jars 120 tabs
- Body Heat vanilla rub 7 oz. topical relief

DETOX FORMULA: 10 healing herbs: Organic fresh Whole Leaf Aloe Vera Juice, Cat's Claw, Chamomile Extract, American Ginseng extract, Red Clover tops extract, Milk Thistle, Burdock root extract, Turkey Rhubarb extract, Sheep Sorrel extract, Slippery Elm bark extract, Astragalus root extract, Pau d' Arco bark extract.
Natural Lemon Lime Fruit Juice Concentrate (F1:20).
The delicious sour-bitter flavor of Whole Leaf Aloe Vera Juice Concentrate along with powerful liquid extracts makes for something very, very healthy! Stronger than a 3:1 concentrate, containing yellow sap (averaging 14,500 mg of solids per bottle), with 3rd-party tested proof. Contains no added water so the essential actives, including polysaccharides, are present for optimal health

Healthy & Slim Daily Greens Formula: contain the highest concentration of Gluten-Free Certified Organic Greens + Vegetables per tablespoon (2 servings) than any other product blends on the market. 6,850 mg of greens per 2 tablespoons from 12 Daily Greens

* discounts must be requested when placing order.
Not combined with other discounts

Aloe Vera is FOUNDATIONAL TO HEALTH
Aloe Life #1 Herbal Superfood

BASS®

Brushes

**Cold Weather, Indoor
Evenings:
BATH WEATHER**

*Market a bath kit to those 100
customers looking for a good bath
Bath Brushes, clothes & towels*

- Loofa Collection
- Sisal Collection
- The versatile Shower Brush!
- Exfoliating Body Gloves + Mitts
- Facial Cleansing
- Exfoliating Cloth
- Full Face Masks

#1-selling product in the catalogue, item #35: Flower Bath Sponge, extra thick

**Creating a New Category now!
2017 means new business.
6-month investment**

December: January Bass Bath tools

February: 'Love your Pets Month'
Pet Groomer Collection

March-April: show those Bass Green
Brushes

May: Bass Makeup Tools & Brushes

June: Bass Shaving Tools + Military
Brushes

**The Hair Doc Company: makers of The
Green Brush® by Bass Brushes®**

ECO LIPS®

The best lip balm for the world

**January EcoLips Promotions
Winter New Year 15% OFF^**

- Specialty Lip balms 36 pc. displays
 - ~ Gold w/baobab Unflavored
 - ~ Hemp w/hemp seed oil Vanilla
 - ~ Medicinal w/tea tree
- Bee Free fair-trade: non-gmo 24 ct
 - ~ Lemon-Lime. 24 ct. + 36 ct.
 - ~ Superfruit ~ Sweet Mint
 - ~ Unscented Unflavored
- Pure & Simple all 48 pcs.
Fruit flavors in a 100% edible formula
- ~ Coconut ~ Grape ~ Kiwi Strawberry
~ Assorted (16 each)

Medicinal Lip Balm: #00040 0.15 oz. 36 ct.
Wholesale: 2.99 MSRP \$4.99 case sale price:
\$91.68 (SAVE \$15.96 wholesale). The powerful
effects of organic tea tree oil, camphor, lemon
balm and calendula are known to aid in the
healing of cold sores. Keep this all-purpose balm
on hand at all times.

*Sunflower seed oil, * Beeswax - Fair Trade
Certified™, Cocoa seed butter- Fair Trade
Certified™, *Coconut oil, *Peppermint oil, *Tea
tree leaf oil, Lemon Balm leaf oil, Non-GMO
Tocopherol (Vitamin E), Camphor oil,
Calendula flower extract. (USDA Organic)

^ for independent retail stores only, direct orders only. Not to be
combined with any other discounts. Discount is off-Invoice
+ these statements have not been reviewed by the FDA,
and are not intended to diagnose or treat any illness or disease.

The Best Lip Balm for the World



bodyceuticals

organic bodycare

January Promo: Love your skin with Bodyceuticals

All-natural, Vegan, Wheat Free/Gluten Free

Bodylove Bath, Body & Massage Oils

Choose from our 4 delicious
flavors:

- Coconut • Chocolate
- Almond • Cherry

10% OFF 2 flavors
15% OFF 3 flavors
20% OFF all 4 flavors

BodyLove body, bath and massage oils feel silky and leave your skin feeling nourished and moisturized without feeling heavy. With 100% food grade ingredients, this makes for one amazing (and romantic) massage oil. The no-spill pump bottle is convenient to travel with too! Leaves skin feeling silky smooth - never greasy or sticky
Ph balanced. For all ages

Must use promo code: LOVE
Promo valid thru January 2017
www.calendulaskincare.com



Surya Brasil Tinted Lip Balms

100% Vegan & Kosher
Organic & cruelty-free

for smooth, soft, hydrated lips
The perfect middle ground between
lip care and lip color

Six Deliciously Sophisticated Shades

- Sugared Fig
- Blood Orange
- Coconut Nectar
- Pomegranate
- Pink Grapefruit
- Vanilla
- Dragonfruit
- Assorted flavors

0.15 oz. wholesale \$2.50 MSRP \$4.99

NO parabens,
No petrolatum,
NO animal ingredients,
No animal testing
NO artificial coloring,
NO artificial fragrance,
NO beeswax,
NO synthetic preservative
NO gluten,
NO mineral oils or GMOs

Detoxify Your Beauty
<http://suryabrasilproducts.com>

AROMA LAND

January Bodycare Promotion* The Bodycare Collection Ylang Ylang & Ginger

12 oz. bodycare

- Shampoo
- Conditioner
- Shower Gel
- Hand & Body Lotion
- Massage & Body
- Bath Salts 20 oz.

~ including Pure Therapeutic Grade Essential Oil Blend: scented & enhanced by Ginger, Ylang Ylang, Cedarwood, Rosewood, Lavender, Lavandin, Vetivert, Basil, Cedar Himalayan, Nutmeg, Green Myrtle, Patchouli for a rich, warm and spicy aromatherapy experience.

Buy 3 ea. per SKU = 10% OFF
Buy 6 ea. per SKU = 15% OFF
Buy 12 ea. per SKU = 20% OFF

AROMALAND CANDLE* SALE
all four (4) styles of the Terracotta
Ylang Ylang & Ginger candles are on sale
10% OFF in units of 4 ea. per style

- Cup Terracotta Soy Candle - 7.6 oz.
 - Amphora Terracotta Soy Candle - 7.4 oz.
 - Classic Terracotta Soy Candle - 7.1 oz.
 - Elegance Terracotta Soy Candle - 8.1 oz. (2 wicks)
- * made in the USA in Santa Fe New Mexico

Aromaland Essential Oil Promotion:

beautiful new labels! 10 ml

10% OFF in units of 3 ea.

- Ylang Ylang & Ginger Essential Oil
- Ylang Ylang Essential Oil (Cananga odorata)
- Ginger Essential Oil

immune HEALTH BASICS

CLINICALLY PROVEN IMMUNE SUPPORT

January Promotion! Wellmune WGP® 250 mg/60 ct. **15% OFF**

Minimum purchase 8 bottles

RESEARCH Immune Health Basics is the culmination of years of research. Early studies focused on the mechanism of action - how the product works in the body. Later research measured the positive effect of Immune Health Basics on human biomarkers that can be used to measure immune responses. More recently, a multi-year clinical program has evaluated the efficacy of Wellmune WGP® in humans under various physical and psychological stress situations. It is well documented that stress weakens the immune system, rendering individuals more susceptible to health challenges. Scientific Literature contains a list of research supporting the safety and efficacy of Immune Health Basics, from research collaborations with several major university and government institutions:

- The University of Louisville
- University of Montana
- Miami Research Associates
- University of Houston
- The National Institute of Health
- Brown University

MushroomScience®

January Medicinal Mushroom Special MAITAKE

Anti-oxidant[^], Immune Support[^]

Maitake 90 Vcaps
25% polysaccharides
Organic, full spectrum
300 mg per serving

4 ea. = 10%
8 ea. = 15%
12 ea. = 20%

~ Not combined with other specials
~ Must mention 'BMC January Promotion'
when placing order

Maitake (*Grifola frondosa*), contains polysaccharides in a unique beta-1,6 1,3 glucan structure. Research shows that these beta glucans stimulate the macrophages + have the ability to directly enhance the activity of Natural Killer (NK) cells, & to change NK precursor cells into activated NK cells.*

* These statements have not been evaluated by the Food and Drug Administration. This product is not intended to diagnose, treat, cure or prevent any disease.

**Setting the standard for quality in
medicinal mushrooms since 1994!**

PRODUCT HIGHLIGHT

Winter Protection that smells GOOD

Aromaland's best-selling Personal Defense
"Deep Cleanse" Hand Soap

- An all-natural blend of Eucalyptus, Thyme, Tea Tree & Wild Marjoram
- Plant oils traditionally used for their naturally hygienic properties.
- 12 oz. + 2 oz. soap

Ingredients: purified water, Potassium Cocoate (soap of coconut oil), Decyl glucoside (coconut-based surfactant); Essential Oil Blend of: Eucalyptus (Eucalyptus Globulus) oil, Tea Tree (Melaleuca alternifolia) oil, Wild Marjoram (Origanum vulgare), Thyme (White Thyme) oil, and Potassium Chloride.

NO: no parabens, no artificial colors, no petroleum products, no synthetic fragrances, no animal testing + alcohol free.

This product is a personal Michael favorite: in several rooms of the house all year round!! A perfect way to upgrade the protection beside the store bathroom sink.

**A Natural Surfactant derived from Coconut Oil
Utilizing the Deep Cleansing Action of Essential Oils
No Harsh Chemicals Eco Friendly**

Silky Smooth - Cleanses and Moisturizes. Creamy Lather

A surfactant is the cleansing and suds making agent found in all soaps and cleansers. For over 11 months Aromaland's chemists focused on developing a biological and environmentally friendly surfactant that has the deepest cleansing properties without the use of harsh chemical compounds. Combining the most advanced Natural Cleansing Base with Essential Oils that are historically and scientifically known to demonstrate deep cleansing activity, Aromaland introduces this revolutionary breakthrough in liquid soap. Modern times dictate that nothing is more important than regularly using deep cleansing hand soap. Aromaland Natural's Defense Formula liquid hand soap is a must at every sink in your home, office or business.

Your hands with feel clean and smell wonderful!

+ stock the essential oils from the best blender in the industry:
Ralf Muller @ Aromaland®. Since 1985

The Personal Defense essential oil blend is inspired by the original "Four Thieves Vinegar" recipe along with other essential oils that have recently gained scientific attention for their ability to discourage bugs from growing, like Lemon Myrtle and Lemon Tea Tree and the classics, Niaouli, Green Myrtle and Cajepout

10 ml (1/3 oz.) MSRP \$14.79



the mission of education about homeopathy. Big topics need to be advanced. Dr. Luc was the first homeopath to bring the concept of homeopathic detoxification to the United States. He was the first practitioner to present homeopathics to help with allergies (back in the 1970s when Allergy Medicine was not such big medicine), and his complexes are without doubt the best available today. Dr. Luc problem-solved with the health needs of energy and stress, and he found equations to present products that would have influence on every individual. (Again, one of the most beautiful aspects of homeopathy is that if it is the wrong remedy, it will do no harm: the truest proof that a medicine can heal!)

NEWTON Homeopathy Course

Not a healthcare professional, but you would like to be?

Newton's sister company, AACH (American Academy of Clinical Homeopathy) offers a Correspondence Course in Clinical Homeopathy.

"Homeopathy is a wonderful art of healing. It saved my life 40 years ago. It is important to me that I share my knowledge with as many health practitioners as possible. I want them to experience the effectiveness of homeopathy in their practice. For this reason, I have priced the correspondence course to be very affordable. I hope that many will benefit by the knowledge of this successful healing method."

— Luc Chaltin (quoted in 1991)

Today, Luc Chaltin's vision continues with Newton Labs. Thanks to the marvels of youtube, you can learn more about Newton, Homeopathy and many of the products from smartly-made and easy to understand videos. These are great to tag to your website in conjunction to your monthly Newton Homeopathic sales (ask your BMC Rep for the 2017 Promotional Calendar).

Newton's Youtube Channel

https://www.youtube.com/channel/UCBWPY8OA2sKgMnHoSgQ_bQ

Do you or your team have 30 minutes (actually 26:34 mins) this week to catch these of educational videos?

"History of Homeopathy in the United States" [6:49 minutes]

<https://www.youtube.com/watch?v=e-kKNOp1OjY>

"What is Homeopathy?" [6:31 minutes]

<https://www.youtube.com/watch?v=6RPDREleY7U>

"Why Homeopathy?" [8:19 mins]

https://www.youtube.com/watch?v=2zmn_O2vKbW

HERB PHARM PROMOTION: JANUARY 1 - MARCH 31 HERBS FOR GASTROINTESTINAL HEALTH Q1 2017 Promotion

MIX & MATCH any 12-24 of the Featured Products for a 20% OFF discount
MIX & MATCH any 25+ of the Featured Products for a 25% OFF discount

FEATURED PRODUCTS: four (4) useful formulas

- Better Bitters™ ABSINTHIUM 1 oz.
- Better Bitters™ ORANGE 1 oz.
- Better Bitters™ ABSINTHIUM 2 oz.
- Better Bitters™ ORANGE 2 oz.
- Better Bitters™ BITTERSWEET 1 oz.
- Better Bitters™ CLASSIC 1 oz.
- Better Bitters™ BITTERSWEET 2 oz.
- Better Bitters™ CLASSIC 2 oz.

Each period you can choose from a selection of Bonus Products (listed below) that will qualify[^] for the same discount as the Featured Products on your order. No minimums

BONUS PRODUCTS:

- Tummy TLC™
- Intestinal Soother™
- Peppermint Spirits
- Liver Health
- Herbal Detox

Tummy TLC™ Calms & Soothes Upset Stomach[^]*

Proprietary extract blend: Chamomile flower*, Lemon Balm leaf*, Catnip herb*, Fennel seed*, Ginger rhizome*, Peppermint essential oil*. CONTAINS NO ALCOHOL

Intestinal Soother™ Compound Soothing Comfort for the Intestinal Tract[^]*

Proprietary extract blend: Chamomile flower, Fennel seed, Turmeric rhizome, Wild Yam rhizome, Cinnamon bark, Peppermint leaf, Peppermint essential oil
Additional Ingredients: Certified organic alcohol, distilled water & vegetable glycerin.
GLUTEN-FREE

Liver Health Supports Healthy Liver & Gallbladder Function[^]*

Proprietary extract blend: Dandelion root, leaf & flower*, Oregon Grape root[^], Milk Thistle (Seed Coat)[^], Artichoke leaf & flower bud*, Schisandra berry*, Fennel seed*

Herbal Detox™ Proprietary extract blend: Red Clover leaf & flower*, Licorice root*,

Buckthorn aged bark*[^], Burdock seed*[^], Oregon Grape root[^], Stillingia root[^], Phytolacca root*, Wild Indigo root[^], Prickly Ash bark[^]

[^] reorders of any Featured or Bonus Products will receive the qualified discount throughout the promotional period. Discount applies 1, 2, and 4 oz. sizes. The same discount structure applies to reorder.

[^] these statements have not been reviewed by the FDA, and are not intended to diagnose or treat any illness or disease.

"The Discovery of Homeopathy" [4:55 minutes]

<https://www.youtube.com/watch?v=qDfDEihijTE>

Watch them each 3x and become really smart!

Dr. Luc was strong of mind. In 1987, at the age of 64, Dr. Luc founded Newton Labs. His vision drove him to get his medicine available to the world. He gradually grew his line to the fine and broad selection of OTC's that are available today. He also took on the topics of children's health and pet health.

Interestingly enough, I found Newton Homeopathy when I met my friend and Dr. Luc's stepson Robert Scott Bell, when I worked at Peggy Kleysteuber's wonderful health food store, Cash Grocer. I will admit that I was hesitant at first to embrace another homeopathic line. I believe because of Peggy's love of animals and her dogs, I bought in the entire "Newton for Pets" line and the Detox formula. Quickly, I was glad that I did—and I expanded the line soon thereafter.

Dr. Luc worked with an R.N. to create the Newton for Kids line, and these are the formulas that I have seen the greatest result from over the years.

[There is no "placebo effect" causing the children to be healed, because of some mind-over-matter delusions inferred by the skeptic-tools on the internet about the veracity of homeopathy]. Parents are gravitating towards homeopathy as a worthy first line of healing for their kids, and Dr. Luc was a futuristic pioneer in this field in the United States. Likewise, with Newton for Pets. Every store can build a great new category for petcare with the line of products developed by Dr. Luc Chaltin for Newton Labs.

Dr. Luc studied everything, he incorporated the best after careful experimentation and observation, as a world-class homeopath would. Dr. Luc—who many may have seen as kind and keen and patient and sometimes civilly cantankerous—was a revolutionary. He dedicated himself to advancing the most sophisticated medicine in the world, and he left a healing mark on humanity. His works are still here, and look for Marge's book which will appear in conjunction with this 30th Anniversary. Dr. Luc has taught many people about homeopathy, and his work lives on through their work. He always preached quality of raw material, Organic, glass bottles for liquid remedies, no preservatives (what a silly idea for homeopathy!!), and the need for

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alcohol as a carrier for liquid product created for sale to the public. Dr. Luc advanced the field of homeopathy: historically and clinically relevant.

Can homeopathy be taken with food, drink, peppermint, caffeine, etc?

Historically, it has been recommended that one should refrain from consuming foods that contain strong aromatics or stimulants such as coffee and peppermint. NEWTON has found that the "15-Minute Rule" is a sufficient window between taking homeopathy and consuming food or drink. Simply take your remedies 15 minutes before or after eating, drinking or brushing your teeth. Homeopathy may also be mixed with a small amount of clean, preferably filtered, water.

When I was asked to represent Newton Homeopathics with Blue Moose Consulting, I was honored. Quickly, I got full large sets in several stores in Virginia and Maryland, and those stores still sell those large sets of Newton Homeopathics today with confidence. The leap to embrace Newton Labs is easy, and the reward is great!

Sponsor an Event:

April 10th—Celebrate Newton Homeopathics' 30th Anniversary... while also celebrating all homeopathy. Invite a Homeopath to speak at your store. Ask your BMC Rep about your yearly Newton Line Drive. Have Newton brochures at the register and remind people that HOMEOPATHY WORKS.

Why April 10th? Because it is the 202nd Anniversary of the birth of Dr. Samuel Hahnemann, born in 1755.

What's New at Newton

Newton Homeopathics has a New Home

Newton Homeopathics has been a mainstay of Conyers, Georgia, a suburb of Atlanta, since the early 1980s and was officially incorporated in 1987. When Dr. Luc Chaltin started Newton Homeopathics it was in a spare room in his home. In 1992, he bought a home on Upland Trail and was granted a rezoning so that he could continue his business in that home. In 1995 he built a 7500 square foot facility off of Rockaway Industrial Blvd. Newton has since outgrown that facility and has relocated to a 21,000 square foot facility at 455 Gees Mill Business Court.

WE ARE HEALTH FOOD PEOPLE

One-time hub, traffic-control specialist, problem-solving firefighter & talented friend! A respected star of the Nordic Naturals® team for 14 years!



We all have to show gratitude for the wonderful people whom we meet as we walk this path along the natural products channel. I have asked Greg Gray to open our BMC 2017 Newsletter series titled "We Are Health Food People." As Greg writes:

My name is Greg Gray and for the last 14 years I have had the privilege to work for a natural products leader, Nordic Naturals. When I first came to Nordic Naturals we were a very young company with less than 20 employees. The Omega-3 category was just beginning to take off. I like to think that what that small group of dedicated Nordic employees, with a science based, high quality product did back then has helped shape the Omega-3 category that we all know today.

For the last 8 years I have been the Inside Sales Manager, running the show here at our beautiful headquarters in Watsonville California. It has been a very rewarding experience working with all of our amazing natural channel customers across the country, as well as our outstanding team of field reps. In my opinion the very best reps in the industry.

Recently I made the difficult decision to leave Nordic Naturals and move into semi-retirement. I plan on pursuing some new ventures, and to spend more time enjoying the great outdoors, and my passion for camping and backpacking. I am so proud to have worked in an industry that promotes health and wellness for all. Best, Greg Gray

Everyone finds friends through their work: it is one of the peripheral side benefits of the chores, and the workweek. Greg is a man I have always respected and have equally come to know as a good friend. We should revel and embrace these special work friendships that we all discover and enjoy. Greg was as responsible for the building and success of Nordic Naturals in his tenure as almost anyone, Thank you Greg for helping to bring us the Nordic Naturals® that we all know and respect today.

Let's celebrate friendship in 2017.

Best to you in your conscientious and open, free lifepath, Greg. Peace, my friend!

Newton's quest for quality was a driving force in moving Newton to a larger facility where a state-of-the-art Class 100,000 cleanroom could be built. Although not required by FDA for homeopathic manufacturing, it adds another layer of quality and safety to its products and increases the level of cleanliness. Newton will be one of few, if not the only, homeopathic manufacturing facility in the nation to have a cleanroom on the premises.

You will find Newton Homeopathics in every state and internationally. If you are unfamiliar with homeopathy, you will find educational videos and literature on newtonlabs.net.

Newton is dedicated to education. This is your year to dedicate your store to the possibilities of healing through homeopathy. Dr. Luc wisely got his message on paper: and he created a School of Homeopathy to teach about Homeopathy, Clinical Homeopathy and his teachings. "In 1991, with a desire to teach others his technique, he formed the American Academy of Clinical Homeopathy and began publishing a Correspondence Course for both practitioners and for those who wanted to take care of themselves and their families. It is through the concepts taught in this course that many are able to utilize homeopathy as a useful tool in promoting health and healing.

In 2004, Dr. Chaltin turned over the day-to-day operations of Newton

Laboratories and the AACH to Marjorie Roberts. With a Bachelor's Degree in Nursing and a Master's Degree in the field of Education, Ms. Roberts is committed to continuing the legacy of natural healing and education that Dr. Chaltin began.

Want to learn more about homeopathy?

<http://aachomeopathy.com/>

Want to know more about Newton Homeopathics than you ever thought you could know? In about 20 minutes, you can review these facts, and you will then become fairly proficient in a wide range of ideas, differentiating points and that make Newton Homeopathics who they are. Check it out:

<http://www.newtonlabs.net/faq.asp>

In the first quarter of 2017, every BMC Sales & Education Rep has been directed to offer two levels of training to your sales team. First, we will intend to clearly give you the specific sales points that will allow homeopathy to be suggested in every conversation and for almost every malady, so that you can offer every customer the full range of choices that are available in your store, including homeopathy. Second, we will offer to have a simple chat with everyone willing to take the time to go over these Newton Facts, so that issues can be discussed and questions answered.

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Blue Moose Consulting

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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

"If you don't read this newsletter every month, you are missing something."

30 Years Later Dr. Luc's Vision Continues *continued from page 7*

Understanding the value that Newton Homeopathics brings to your store, with its repertoire of suggestions for health and betterment, it would make sense to consider Newton Labs as your premier homeopathic line. Look into the line: they bring the best value to the consumer, and they all were designed to work wholistically as a Clinical Homeopathic should. Newton Homeopathics was built with a loyalty to the stores that stock their products

Newton Homeopathics are created to be profitable to the store that concentrates on homeopathy. Newton products are very profitable, a 50% margin.

Where does homeopathy fit into your life? I fully remember the first time I experienced the marvel of homeopathic healing. For me it was for the flu. Homeopathy Works. Today, I have greater confidence in Newton's Flu Care formula than I have in that well-known, best-selling homeopathic flucare formula that worked for me years ago. Truly, there are many credible and effective homeopathic companies making safe and effective formulas. Newton is probably the best value of them all: made with the best ingredients, and with the best profit for the retailer. Newton is only sold in a few innovative pharmacies nationwide, and other than that, it is largely the domain of the health food store. Newton Labs has chosen not to sell to etailers, and is very serious about their M.A.P. Policy. Newton is made for the true natural retail store! Because of Dr. Luc's foresight, Newton is an asset available to you today for your community. Thanks to Newton Labs, Newton Homeopathics is growing every year since Dr. Luc passed December 28th, 2009. He died, after one of his twice daily hikes, as a health healer at the kind and wise age of 85. Still hiking, after a brilliant life of service when he had been expected to die of tuberculosis as a young man: Homeopathy works. God Bless You, Luc Chaltin. We continue your work in gratitude today! ❁



How to Reach Blue Moose Consulting

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

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

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Note: The BMC newsletter sale list is available by the first day of each month as a one-page faxable form that easily fits on the wall for quick viewing/decision-making. Want to receive all the deals on the great BMC lines this via fax early every month? Call your BMC Rep and put in your request now.