



Sunshine Today is published bi-monthly as an educational and professional newsletter for Nature's Sunshine Associates.

Please direct your submissions or comments to: Jeff Harmon, Communications 1-877-257-HERB

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Medical Disclaimer

Nothing written or portrayed in this publication should be taken as prescription, diagnoses or a substitute for consultation with a competent health professional. It is advisable to seek the advice of your doctor concerning any ailment or when starting a supplement program.

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Ontario Herbalist Association

Going strong in 2003



he year 2003 has been interesting so far. Starting with the jitters caused by the war in Iraq, closely followed by the Mad Cow Disease, Sars, and West Nile scares, the Canadian economy has been beaten and bashed for the past seven months. Retail sales have been very soft with some major stores going bankrupt and others merging to avoid that fate. Even Air Canada, that great Canadian icon of air travel has teetered on the brink of collapse. Is it any wonder that people are fearful?

Well, with all of that bad news on the table, let me share some good news with you. Despite everything that has been going on outside NSP, you have continued to share our products with more people every month than ever before. We have promoted more new Managers over the past few months, recruited more Associates, and generally improved our business overall. In fact, June 2003 was the best June in NSP Canada's history. Congratulations! Give yourself a pat on the back.

To what can we attribute NSP's success in the face of such adversity? I think there are several reasons, so let me name a few.

First of all, despite the presence of many low-priced nutritional supplements on the market, people are still looking to us for quality. I have heard many stories of people who left us temporarily for price but ultimately returned because of the need for results. They know NSP delivers and we will continue to do so.

Secondly, those of you who have

been around NSP for a while know that "integrity" is more than just a word with us. Our whole staff is working to give you the best service the industry has to offer. That's not just service, it's integrity.

Thirdly, the Canadian dollar has been working in our favor. As promised we were able to raise the PV on a few products this year. In other cases, thanks to the dollar differential, we were able to hold some prices at 2002 levels. We promised, we delivered. This is another example of integrity.

Finally, we are constantly working to improve our service. In order to keep product prices down, we have a relatively small staff for such a large distributor force and everyone here "wears more than one hat". But our staff are dedicated to your success and we want to hear from you about ways we can improve our service. We are currently sourcing a new telephone system, new voice mail boxes, new and better ways of dealing with your many communication needs. Please feel free to send us your suggestions because we do believe in the concept of partnership.

This year is off to a good start in NSP Canada. Let's keep the ball rolling and make it the BEST year ever. Watch for the launch of "the single most important product in our history" at conferences this fall. And let's all do our part to benefit each other as partners in success!

Garry Ford

General Manager
Nature's Sunshine Canada

Lany Fore



Charlottetown, P.E.I. Conference

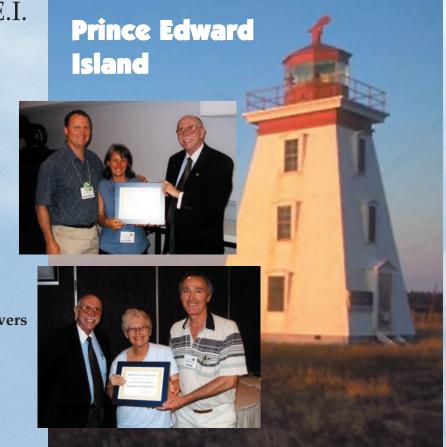
Top Personal SalesDavid & Carnah Collins

Top Personal Group Volume Deborah Ferguson

Top Total Group Volume Ron & Beryl Collins

Top RecruiterDeborah Ferguson

Leadership Conference Achievers
Ron & Beryl Collins
Louise LeBlanc &
Michael Illingworth



Sunshine Today, Aug/Sept 2003

News & Tools

Hours of operation

Monday September 1, 2003 closed for Labor Day.

Tuesday September 30, 2003 customer service is open until 7:00 pm for your ordering convenience.

Sunshine Hours—What's Up?

If you are currently doing Sunshine Hours or have ever considered doing them, please send an email to Carrie Millen at sunhours@Natr.com and request to be on a special Sunshine Hours email Mailing list. You will be kept up to date on specials and enhancements to the program. Thanks for your participation.

Purolator Courier Reminder

Please remember that if you are leaving for holidays or if you are just going to be out for the day and you have a delivery coming from Natures Sunshine Products, that you ensure that you have an alternate delivery address set up. If you live in an apartment building and a buzz code is needed to enter the building, please ensure you give it to the Customer Service Rep. that takes your order. Our courier needs that information to deliver your package in a timely manner.

Two new tools to help you share with others

Natria Brochure

This 4 page brochure is great for handing out to clients. Showcases the complete Natria product line. Stock #15196-1 \$5.89 (15)



Coming this Fall New NSP Product Guide

A great resource for NSP Associates, the Product Guide contains all products and is conveniently organized according to body systems. Even includes the LifeStyle Analysis and a chance to win a

Stock #15171-1 \$1.00 ea

trip for two!



Rising Stars. . . Top NSP Silver Managers were recognized at Rising Star Convention in Utah, USA recently. Congratulations to all attendees.



Attendees:

Linda Fordyce
Louise LeBlanc
Michael Illingworth
Birgid Lehmann
Tracy Pilling
Colleen Zade

Christopher & Barbara Opolski

hen Christopher and Barbara Opolski came to Canada from Poland over 20 years ago, they could not have imagined the success they would experience by helping others find health and prosperity.

Like many Canadians, the Opolskis worked away at their careers to make ends meet. But that all changed when a friend of Barbara's went into hospital with an acute case of leukemia with little chance of recovering.

"I would visit with her everyday and I could see her condition," remembers Barbara. "One day her husband brought her herbs from Betsy Vourantoni (an NSP Diamond Manager). In about four days there was a big improvement. After about a week she was released home."

Christopher admits they were skeptical about herbal remedies; but witnessing the recovery of their friend started the two on a path that would change their life completely.

Then came a visit to Betsy Vourantoni to received help for their own health concerns and Barbara's pregnancy. "Betsy said I would have a beautiful baby, and with the help of the herbs I did," says Barbara. Today, the Opolskis have four children, which they don't believe would have been possible it not for herbs.

"It immediately occurred to me that this is something I should look into," say Christopher. "I had a few books about herbs and I was interested in iridology. I just started learning under Betsy and took herbalist courses. I signed up with Nature's Sunshine in 1993 and that's how our adventure began."

Profile



And a rewarding adventure it has been for the couple. Seven years ago they realized another one of their life dreams: For Barbara to stay home and manage the household, while Christopher concentrated full-time on their NSP herbal business.

Their passion for helping others has brought them notable successes. They have reached MasterGold level with NSP, and have received several of NSP's top awards. In 2002 they earned the Award of Excellence—NSP highest award of achievement. Their steady progress has also earned them several trips and vacations abroad.

A focus on niche markets

The Opolskis have built their business on niche markets of Polish, Ukrainian, Russian and Sri Lankans in the Toronto area. And they have started working in Poland with Barbara's father who is a medical doctor. Christopher explains that being a practitioner is only one side of their business. The other side is promoting the products and business opportunity to others. A radio show, newsletters, website, meetings with their downline, and even the odd TV appearance are ways in which they reach people.

Christopher also lectures and teaches on herbology.

"I'm constantly on the lookout for good leaders who want to build a business," says Christopher.

"There are opportunities for everyone with NSP. You don't have to be like me or be a well trained specialist to be successful. With the right tools anyone can be successful. The slogan I put on our newsletter and website is, Nature's Sunshine: There is a place for you."

One such 'simple' marketing tool Christopher mentions specifically is the pH Balancing brochure and test strips. "This is an excellent tool, says Christopher. "You don't have to know a lot—anyone can use it to do a pH test on someone with immediate results."

The future is Diamond

Ask the Opolskis where their future is headed and they'll tell you! "Our goal is to become Senior Diamond level with NSP. It's the only game in town for us—that's where we want to be," says Christopher. "And to achieve Senior Diamond level our focus is to build new business leaders."

QUALITY, SERVICE, INTEGRITY

A message from Daren Hogge, President, International Division



s I travel around the world, often times, people I talk to feel unappreciated for all the work they do, not only in their professional lives, but in their personal lives as well.

Unfortunately, feeling unappreciated is common. Sometimes people feel that people winderstands have

that nobody understands how hard they are working and how hard they are trying to succeed.

One piece of advice I have

for those who feel unappreciated is to praise others often.

I hope that each of you are telling your friends and family in Nature's Sunshine Products how much you appreciate their efforts in sharing the message of health and wealth with everyone they meet.

At this moment, I want you to congratulate yourselves. Mentally review all of your recent accomplishments and all of the many things you have done to help others around you live a fuller life. Think about how hard you are working. Think about how much you are contributing to your own goals and the goals of those you work with in Nature's Sunshine.

It is amazing. As simple as it is, it really helps to take a moment and reflect on the great things you are doing, both seen and unseen. This

reflection allows you to remind yourself of how busy you are and how many things you are able to do in a day. It is easy to understand why people sometimes forget or are unable to appreciate hard work, especially when they are absorbed in their own work

President's Message

and their own lives. Sometimes, we get so busy that we forget to pause and reflect. When we take a moment to reflect, however, we regain our perspective and realize that we are making a valuable contribution.

Because of your association with Nature's Sunshine, you are helping the entire world to have a better lifestyle through health and wealth. Many times, recognizing your own contributions is even more powerful and satisfying than hearing it from others. Only one person knows all of the great things you have accomplished. That person is you.

Many times, we do things in secret for other people, seeing joy in their faces, and not needing outside rewards. This is one of the greatest rewards of all. Everyone loves to be congratulated by others. It is necessary. However, if it doesn't happen, do not let it get you down or stop the great things you are doing. Recognize yourself. You can always praise and congratulate yourself for the great

things that you are doing. You deserve it.

If you are doing a great job, tell yourself so. If you are making life better for even one person, or making any type of contribution, then the world is a

better place because of you. You deserve to be recognized.

I want to take a moment and personally recognize and thank each one of you for your tireless efforts in helping Nature's Sunshine Products be the best company in the world. I hope you will also recognize yourself. Tell yourself what a great job you are doing.

Thank you for all of your efforts.

Congratulations again on another outstanding month with Nature's

Sunshine Products.

Sincerely,
Daren G. Hogge
President—International
Nature's Sunshine Products, Inc.

Testimonies

Real-life stories from Nature's Sunshine Managers and Associates of life-changing events.

Skin ulcer improves

The herb butcher's broom has an affinity for circulation, especially in the lower limb. A client had a leg ulcer that was stubborn and would not heal. He began taking four butcher's broom capsules a day and in three weeks there was marked improvement in his leg. He also noticed improved circulation in his feet and does not experience the tingling in his leg he used to.

Helga Lambrecht

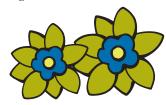
Stretch marks reduced

After the birth of my two wonderful children, I was left with unsightly stretch marks. After only 2 weeks of using Collatrim they started to fade and close in. Thanks! Shelly M. Stonewall

pH level improved

The most amazing results with just two calcium/magnesium tablets happened one morning to a client who tested her saliva pH level upon waking and then after having her calcium/magnesium. On another morning she experimented with another brand of calcium/magnesium and there was no difference to her pH level. She now tells everyone how effective NSP products are.

Helga Lambrecht



Could not work

A 62 year old man had several health complaints. The doctor had diagnosed him with diabetes. He had poor circulation, couldn't gain weight, had trouble sleeping and was unable to work. After a few weeks taking a chinese tonic, a chinese herbal formula and digestive enzymes he started feeling better and is now back to work. *Sara Braun*

NSP Concentrate cleans it all

I have put NSP Concentrate to the test for windows, dishes, appliances, floors, laundry, bathroom, and the puppy rooms in my kennel. We have even used it for our car, inside and out. 100 percent satisfaction!

Marlene and Hans Pietschmann

Sinus congestion better

A friend of mine wrote that upon taking only a few capsules of SN-X her husband's congested sinuses began to break and clear up.

Donna Roth

Help for cold sore sufferers

I really like HRP-C capsules. Many people have problems with cold sores. I have clients use two capsules of HRP-C each day when they don't have an outbreak. *Judith Cohb*

Hoarse throat gone

Since I have started on the Marshmallow and Pepsin, I have been able to stop clearing my throat every 10 seconds. I work in an office of 14 people and it was quite embarrassing having to constantly clear my throat. I have been taking Marshmallow and Pepsin for a year now and it has eliminated my problem and my embarrassment.

Cheryl Pashkevitch

Lives changed

For over six years I have worked in a clinical setting as an herbalist using NSP products. I have had the great privilege of watching hundreds of people overcome disease and illness, regain their health, vitality and quality of life and maintain their physical and mental vigor. I have witnessed the joy on their faces as they tell me of things they are able to do once again, that they believe they would never again be able to do. Things like hunting, walking, picking up their grandchildren, wearing their outgrown clothing, dancing painlessly, laughing instead of crying, becoming an active parent, sleeping again...and the list goes on!

Could they have accomplished these things without using NSP products? I don't know...but why take the chance? When I recommend NSP products, I KNOW that they can accomplish these things. I take great pride in telling my clients about NSP products, and their unequaled quality assurance.

'6 Steps to Manager' Recognition

CongratulationS....May winners on the 6-Steps to Becoming an NSP

Manager program. Congratulations to the following for earning \$100.00 by completing Step 3 of the "6-Steps to Becoming an NSP Manager" program. This was earned by meeting or exceeding the given PGV goals for month 1-350 PGV, month 2-550 PGV and month 3-750 PGV consecutively. These Associates and their sponsors have also qualified to attend a training seminar with Steven Horne, one of the world's leading herbalists.

Name Sponsor Karyn Ciccone Lily Dingwall

Florence Vitort Barbara Bednarczyk

Norma Volaric Donna Roth Surinder Atwal Lori Coleman Corinne Gilbart Kath Stolth

Lorena & Ferdinand Golke Laura Bennett

Elsie Dowhan Vera Pestik Elfrieda Enns Helen Janzen Gail Pyke

Lisa Marie Papazoglou

Deanna & Rick Burgess Lynn Clark Gini Sturgess & C. Fernley Christine Rassias Timothy Morrison Russell Heffering

The following has won \$300.00 for completing Step 6 by meeting or exceeding the given PGV goals for month 4 - 950 PGV, month 5 - 1150 PGV and month 6 - 1350 PGV.

Name **Sponsor** Carol Lybbert Margaret Kopi



Congratulations to our "RECRUIT YOUR WAY TO LAS VEGAS" contest winners:

Christopher & Barbara Opolski Kim & Hugh Gair **Ean Langille & Lynne Kildaw**

Each couple will enjoy a 4 day trip to Las Vegas including hotel and airfare.

CongratulationS***June winners on the 6-Steps to Becoming an NSP

Manager program. Congratulations to the following for earning \$100.00 by completing Step 3 of the "6-Steps to Becoming an NSP Manager" program. This was earned by meeting or exceeding the given PGV goals for month 1 – 350 PGV, month 2 – 550 PGV and month 3 – 750 PGV consecutively. These Associates and their sponsors have also qualified to attend a training seminar with Steven Horne, one of the world's leading herbalists.

Name

Mary Ann Palmer Joyce & Wendy Sero Sundeep Hayer Pauline Moven Cindy & Al Scott

Sponsor

Lei & Eugene Orr Joy Brant Rob Tomilson Tina & Peter Dyck Sheila Waisen

The following have won \$300.00 for completing Step 6 by meeting or exceeding the given PGV goals for month 4 – 950 PGV, month 5 – 1150 PGV and month 6 – 1350 PGV or their downline has completed the 6 steps.

Name

Tracy Pilling Herman & Susan Froese

Sponsor

Colleen & Bijan Zade Pete & Sarah Nickel

Leadership 2003 Cruise earners



Congratulations to the following who met all the qualifications for the Leadership 2003 Caribbean cruise:

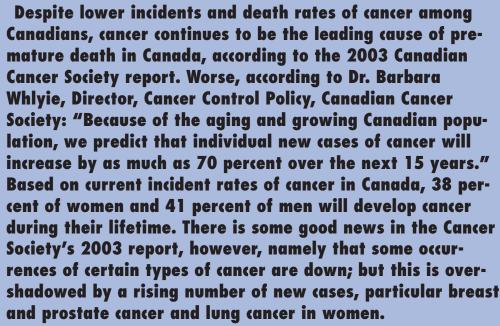
> **Christopher & Barbara Opolski Ronald Collins Deanna & Rick Burgess** Louise LeBlanc **Michael Illingworth** Carla-Lynn & Robert Brown Linda Fordyce Colleen & Bijan Zade

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Know your risks



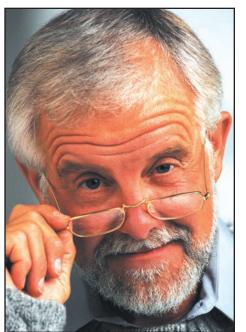
"50 % of Cancers can be Prevented"



If these statistics have you feeling hopeless, don't.

"Based on a recent review of the evidence, we know that at least 50 percent of cancers can be prevented through healthy lifestyles. We must act on what we know now to see rates continue to drop," say Julie White, CEO, Canadian **Cancer Society.**

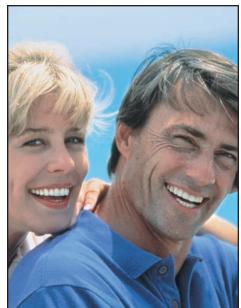
A healthy lifestyle is crucial to preventing cancer according to the latest research. This means knowing and understanding the risk factors of cancer and taking action to minimize



Evaluating your cancer risk factors

"Risk reduction is taking action to reduce or 'cut down' your individual risk of developing cancer. Risk can be increased or decreased by the lifestyle choices you make or the kind of environment you live and work in. But even a person at low risk may get cancer, just as a person at high risk may not." —Canadian Cancer Society

"Our genes may load the gun, but our lifestyle pulls the trigger." —Brad King



ny habit, trait, or use of a substance that increases the odds of getting cancer is called a risk factor, and the risk for nearly all cancers increases with age. Genetic predisposition is considered an influential risk factor but by no means guarantees that the person will develop the cancer.

Environmental risk factors relate to where and how we live.

The most common cancers are linked to three environmental factors: smoking, sunlight, and diet and lack of exercise.

Smoking is linked to cancers of the lungs, head and neck area, bladder, kidney, stomach, cervix, pancreas as well as some leukemias. Smoking is the leading cause of preventable death.

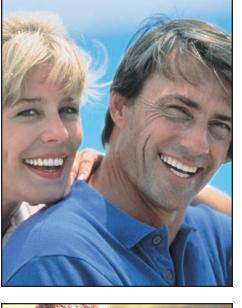
Over exposure to the sun is related to skin cancer.

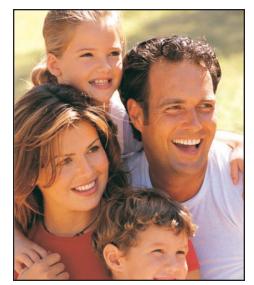
Poor diet and lack of exercise is linked to cancers of the intestinal system, breast, prostrate and uterus. Eating habits that increase one's risk factors are overconsumption of alcohol, fat, and foods that have been smoked, cured, pickled, or charred, a lack of dietary fibre and antioxidant vitamins and minerals.

Many substances in the environment also increase risk such as chemicals, gases, pesticides, second-hand tobacco smoke, cleaning products, paints, preservatives, radiation, and certain viruses, such as HIV, hepatitis B, papilloma and Epstein-Barr viruses.

All these factors contribute to cancer, yet no one factor alone is enough to cause cancer. Instead, cancer results from a "multifactor hit" of age, inherited predisposition, general health and carcinogenic exposure. This is why two people can be exposed to the same risk and one will get cancer while the other doesn't. Everyone's cancer risk profile is unique. What is not unique is that each of us can substantially reduce our risk by healthy lifestyle practices and limiting our exposure to environmental cancer risks.

Source: The Alternative Advisor, Time Life Books, 1997.







At the 2001 Comprehensive Cancer Care Conference in Arlington, Virginia, USA, the role of a diet rich in antioxidants from plants in the prevention and treatment of cancer stole much of the spotlight at the conference.

The question is no longer whether nutrition plays a role in cancer prevention and treatment; the only question that remains is whether Canadians will take the evidence seriously enough to change their dietary habits.

The following is a list of some of the most studied nutrients in the prevention and treatment of cancer. It must be noted that it is only a very small drop in the ocean of information we now have on nutrition's role in preventing disease. There are some 30,000 to 50,000 plant phytonutrients—and we only know the role of a few. The humble tomato, for instance, has over 1000 phytochemicals—not so humble after all.

These powerful nutrients are derived from a diet high in fruits and vegetables and superior protein, and low in saturated and trans fat. One's diet should also include a targeted program of nutritional supplements for added cellular insurance.

Vitamin A, C, E, beta carotene, zinc, and selenium: These are major antioxidants essential for cellular defense and health of cells. They work together to neutralize free radicals and toxic debris before they cause damage.

Coenzyme Q10: A free radical scavenger. Also maintains cellular health by "feeding" the cell's energy-producing mitochondria.

Carotenoids: Lycopene, lutein, quercetin, liminoids and beta-carotene

are all part of the carotenoid family. Not only are they antioxidants, but they assist precancerous cells in the transformation to a non-malignant form. Sources include spinach, tomatoes, squash, Swiss chard, and sweet potatoes.

Bioflavonoids: A family of powerful phytochemicals with anticancer properties and which help stabilize cell membranes. Sources are grapeseed extract, citrus fruits, blueberries, squash, onions, broccoli, parsley, tomatoes, to name only a few.

Glutathione: One of the most important antioxidants inside the cell wall, glutathione binds to toxic cancer-causing compounds and removes them from cells and tissues.

Glutathione also activates enzymes that repair damaged DNA. Foods that raise glutathione levels include leafy greens, nuts and seeds, watercress, lettuce, tomatoes, watermelon, grapefruit, strawberries, cantaloupe, oranges and acerola berries, ginkgo, bilberry, milk thistle, siberian ginseng, and grapeseed and grape skin extracts.

Sulfur compounds (allicin, allyl sulfides, sulforaphane and thiocyanates): Free radical scavengers that work primarily in the gastrointestinal tract and bloodstream. Sulforaphane, abundant in cruciferous vegetables such as broccoli and cauliflower, increases an enzyme which removes chemical toxins from the body. Allicin and allyl sulfides are found in cruciferous vegetables, garlic, onions, leeks and chives.

Essential fatty acids (EFA): These essential fats cannot be manufactured by the body, and therefore must be derived entirely from the diet. EFAs include omega-6 and omega-3 fatty acids. The proper ratio of these in the diet should be between 1:1 and 4:1. EFAs help stabilize cell walls. An imbalance of EFAs has been indicated in increased rates of cancer. Sources of omega-6: sunflower, safflower, evening primrose oil, borage, animal

The power nutrition to protect cells

meat, milk, and eggs. Omega-3: flaxseed, canola, pumpkin seed oil, walnuts, cold-water fish, krill and algae.

Fibre: When three studies were published that cast a shadow on the link between a high-fibre diet and a reduced risk of colon cancer, 54 prominent cancer researchers, comprising doctors, dietitians, and scien-

tists from major universities and hospitals wrote an open letter to the American public and had it published in leading American newspapers. The letter reinforced that, despite these three studies, a diet rich in high-fibre foods (fruits, vegetables, whole grains, beans, nuts and seeds) substantially reduces the risk of colon cancer—a fact supported by more than

200 other studies.

Fibre acts like a sponge in the gastrointestinal tract to absorb bile acids, toxins, pathogens, and carcinogens and effectively carry them out of the body. Experts agree that we should strive to consume 40 grams of fibre daily for optimum health and disease prevention.

Harness the power of your immune system

While diet reduces our risk of cancer, cell mutation is inevitable. At any time there are potentially thousands of mutated cells circulating throughout the body. It is up to our immune system to seek out and destroy these rogue cells. It does so through an elaborate system of enzymes, antibodies, glands, organs and millions of cells. The immune system relies on nutrition and lifestyle factors, such as adequate rest, exercise and nutrients to work effectively. The following are some herbs and foods traditionally used to support the immune system.

Colostrum: One of the most exciting "food" supplements to be developed, colostrum does what no other supplement can do: slow and even reverse the degenerative aging process at the cellular level. One of the ways colostrum helps protect our cells is by increasing the body's concentration of growth hormones IgF-1 and IgF-2, which control how cells grow and repair themselves. IgF-1 stimulates the growth and repair of DNA and RNA, the two most important ingredients in a cell, writes Dr. Donald Henderson, M.D., a colostrum researcher. Colostrum is the only natural source of these growth factors.

According to Henderson, IgF-1 also increases T-cell production, which in turn releases cytokines (including the powerful interleukins). Since the publishing of the book *Quiet Strides in* the War on Cancer by Steven Rosenberg (1985), cytokines have been one of the most researched substances in the search for a cure for cancer. Writes Henderson: "Cytokines act as anti-inflammatories and help boost the production of other immunoglobulins. As we grow older, however, our cytokine production is reduced by a significant extent. It also seems that cytokines might be responsible for regulating our immunological and metabolic responses."

Green Drinks: Green drinks are usually a mixture of herbs and plant foods in concentrated and whole form which supply vitamins, minerals, fibre, antioxidants, phytonutrients, and chlorophyll. Their dense nutritional composition makes them especially beneficial in maintaining cellular health, increasing immune function, reducing inflammation, cleansing the intestinal tract, and neutralizing

Shark Cartilage: Tumors need a supply of blood to live like most living tissue in the body, except cartilage. The premise of using shark cartilage to treat tumors is that if the blood supply to tumors can be interrupted, they will eventually die.

Reishi Mushrooms: The Japanese have prized reishi mushrooms for 2000 years. Containing high concentration of polysaccharides, reishi mushrooms support the immune system and have anti-tumor properties.

Pau d'Arco: A South American tree (Red Lapacho Tree) that has been used for centuries for its powerful healing properties by aboriginals. These properties were not isolated until recent times by Dr. Theodoro Meyer who discovered two compounds: xyloidin, an antibiotic, and lapachol, with antitumor properties.

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Cat's Claw (Una de Gato): A South American vine known for its ability to stimulate the immune system, cleanse the intestinal tract, and act as an antioxidant and anti-inflammatory. Cat's Claw contains powerful antioxidants called proanthocyanidins which neutralize cell-damaging free radicals, and polyphenols which neutralize potential carcinogens in the digestive tract. This herb is commonly combined with other immune stimulators such as echinacea and astragalus.

Herbal Tea (Essiac Tea, E-Tea): In the mid 1900s, an Ontario nurse named Rene Caisse began using an herbal tea recipe she received from an old native woman to treat cancer patients beyond hope. To the amazement of many, her patients began to experience remarkable recoveries. Doctors and other medical practitioners joined with her in treating cancer patients and the tea became know as Essiac Tea (Caisse spelled backwards). The tea, which must be brewed for 10 or more hours, contains burdock root, sheep sorrel, slippery elm, and turkey rhubarb. Its principle action is to stimulate cleansing and detoxification in the body.

Sources:

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Brad King and Dr. Michael A. Schmidt, *Bio-Age*, Macmillan Canada, 2001.

Step 1 Reduce or eliminate as many potentially harmful substances and known carcinogens from your environment and diet. Some known sources of carcinogens:

- Tap water
- Solvent-based cleaners and paints
- Foods high in preservatives (packaged luncheon meats).
- Cigarette smoke

occurring. For instance, broccoli contains sulforafane, a compound that stimulates the production of enzymes that flush carcinogens from the body. Onions also stimulate emzymes which remove carcinogens. Garlic protects against chemical toxins and carcinogens. Furthermore, green vegetables contain plenty of chlorophyll which aids in blocking carcinogens from being absorbed from the digestive tract in the first place. Oranges are



Step 8 Exercise. A sedentary lifestyle attracts disease and all who even hope to be healthy must adopt some type of regular exercise. Exercise literally benefits every system of your body. It tones the digestive and elimination system, increases circulation, aids in the metabolism of cells, strengthens the immune system, reduces stress and improves our selfesteem.

9 Step Natural Program for Prevention



Step 2 Reduce overall fat in the diet. Individuals with high fat diets are more likely to develop cancer.

Step 3 Eat less barbequed, broiled and fried meat. Compounds called heterocyclic amines form on the surface of fried, barbequed and broiled meat. In the body these compounds turn into dangerous substances which can cause cancer.

Step 4 Take seriously the dietary mandate to eat at least five or more servings of fruits and vegetables per day. The phytonutrients found in fruits and vegetables are antimutangenic, meaning they have the ability to strongly reduce DNA damage or prevent damage from

high in vitamin C, a powerful antioxidant, as well as other phytonutrients which aid in preventing breast cancer. And the list of evidence goes on!



Step 5 Promote
Detoxification. Detoxification in
the body occurs when a potentially
harmful compound is neutralized and
ultimately eliminated. The liver is the
major detoxifying organ, but also
important is the intestinal system and
the kidneys. Keeping these organs and
systems healthy and toned will minimize your risk of potentially harmful
compounds and toxins from circulating throughout your body.

Step 6 Eat as much raw foods as possible to ensure you're getting an adequate supply of enzymes. Enzymes are necessary for all cellular activity. Today, with most of our food being cooked (enzymes are destroyed by heat) we rob ourselves of much needed enzymes. To be sure you're getting enough enzymes take a full spectrum plant enzyme supplement.

Step 7 Bring on the fibre. You ingest many of the harmful compounds that can potentially turn a cell cancerous. Therefore, the digestive system is naturally your first line of defense. Both soluble and insoluble fibre help trap and eliminate potentially harmful compounds before they get a chance to enter the bloodstream.



Step 9 Finally, you will need to supplement for what you're not receiving from your diet. It is no longer enough to rely solely on food to deliver all the nutrition you need for optimal health. Foundational to your nutritional program will be a multivitamin with additional vitamin C, E with selenium, Beta carotene, zinc, calcium and magnesium, B vitamin complex including folic acid, and a proanthocyanidin (grapeseed extract) supplement.

Sources:

Selene Yeager, The Doctor's Book of Food Remedies, Prevention Health Books., Rondale Press Inc., 1998. Herbs for Health, *How do plants help prevent cancer?*, January/February 2000 issue.

Alternative Medicine, The Definitive Guide., The Burton Goldberg Group. Prescription for Nutritional Healing, James Balch, Phyllis Balch.

Know the Caution Signs

hanges in bowel or bladder habits

sore that does not heal

nusual bleeding or discharge

hickening or lump in breast or elsewhere

ndigestion or difficulty swallowing

bvious change in wart or mole

agging cough or hoarseness

Summer Fun AromaPlus Recipes



Summer's a time when most of us break from our normal routine. So be prepared for the unexpected with NSP Essential Oils.

Jet/Car Lag Bath

- 4 drops lavender
- 2 drops geranium
- 2 drops lemon

Mix with 1/2 teaspoon castile soap or NSP Concentrate. Add to running bath.

Tired Feet

- 3 drops lavender
- 3 drops rosemary
- 4 drops lemon

Mix with 1/2 teaspoon castile soap or NSP Concentrate. Add to 2 gallons (8 litres) warm water and mix well.

Insomnia

Diffuse equal amounts of lavender and chamomile or put 2 drops of each on the pillow (it won't stain)!

Uplifting

10 drops of lemon Diffuse or add to 8 ounces of purified water and use as spritzer.

Memory

6 drops of lemon 4 drops of lavender

Diffuse or add to 4 ounces of purified water and use as spritzer.

Burns and Cuts

Apply lavender oil or tea tree oil directly on skin (neat).

Bruises

- 2 drops lavender
- 2 drops geranium
- 2 drops helichrysum
- 2 drops thyme linalol

Mix with 15 mL massage oil and apply.

Air Cleaner

- 6 drops eucalyptus
- 4 drops lemon
- 3 drops thyme linalol

Add to 6 ounces of purified water in a spray bottle. Spray to freshen the air, or put oils directly into a nebulizing diffuser and diffuse.

Common Cold

- 2 drops eucalyptus
- 3 drops lemon
- 2 drops lavender

Blend with 1 teaspoon of honey or liquid lecithin, or 1/4 cup Epson salts. Add to running bath.

Wound Healer

- 5 drops geranium
- 5 drops lavender
- 3 drops frankincense

1 tablespoon aloe vera gel. Mix and apply to wound.

Gargle or Mouthwash

Add 3 drops or essential oil such as bergamot to a teaspoon of vodka or water and gargle. Do not swallow. Use just 1-2 drops if using stronger essential oils.

Nose Bleed

3 drops lemon 1 drop lavender Inhale from tissue.

Energizing oils: lemon, grapefruit, thyme

Euphoric oils: clary sage, rose, ylang ylang.

Stimulating oils: rosemary, clove, oregano

Calming oils: lavender, bergamot, frankincense

Grounding oils: patchouli, sandalwood, myrrh

Relaxing oils: chamomile, sandalwood, lavender

Sunburn Soother

- 4 ounces plain, organic yogurt, cold from the refrigerator
- 25 drops of lavender
- 8 drops helichrysum
- 5 drops geranium 4 drops chamomile

Mix in a glass container with a wooden spoon. Apply to sunburned skin. Try adding 4 drops of eucalyptus to the blend. Keep refrigerated. This mixture will stay fresh for about one week.

Sunburn Spray

1.5 ounces purified water

1/2 teaspoon vodka

1 tablespoon aloe vera gel

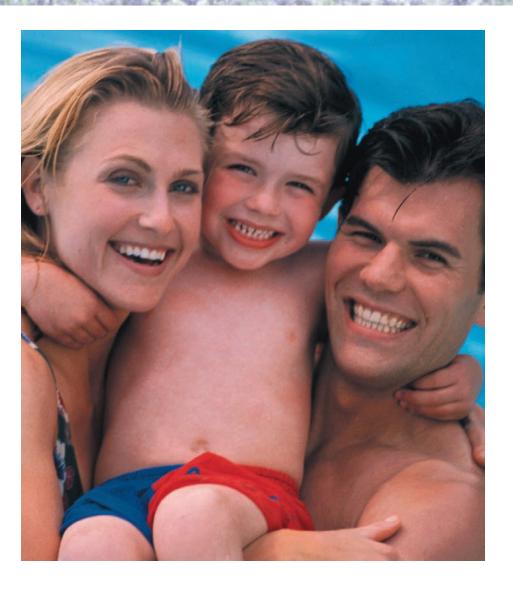
50 drops lavender

Combine all ingredients in a 2 ounce glass spritzer bottle. Shake before each use. Keep it in the refrigerator for extra cooling effect.

Insect Repellent

- 4 drops thyme linalol
- 4 drops geranium
- 4 drops lavender
- 4 drops peppermint

Add to 2 tablespoons witch hazel and dilute in 4 oz. water. Spray on skin to deter insect bites



AromaPlus Circle of Excellence

(AromaPlus Presenters attain Circle of Excellence Membership by holding a minimum of five personal Sunshine Hours average per month with at least \$1500 average per month in retail sales from parties beginning in January 2003)

May 2003

Judith Cobb Birgid Lehmann Diane Ray

Norma & Emil Volaric Marlene Pietschmann

June 2003

Judith Cobb Margaret Voth Diane Ray

Norma & Emil Volaric Marlene Pietschmann

Kathy Deane Birgid Lehmann



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Topic: Sunshine Kids

Calgary, AB
Tues. Aug. 12 7:30pm
Cobblestone Health
2036-42nd Street

403-287-2991 \$5.00 *Judith Cobb

Barrie, ON

Mon. Aug. 11 7pm High Point Apt. Mtg. Rm 2 Kozlov Street 705-722-5898 \$2.00 *Sharon Johnstone

Edmonton, AB

Wed. Aug. 13 7pm Ramada Hotel 11830 Kingsway Ave 780-454-5454 \$3.00 *Speaker: TBA

Kitchener, ON

Mon. Aug. 18 7:30pm 16 Wellington St. N. (parking available) 519-568-8731 Free of Charge *Ginette Ethier

New Westminster, BC

Tues. Aug. 19 7pm BC Justice Institute 715 McBride Blvd \$3.00 *Speaker: TBA London, ON

Thurs. Aug. 21 7:30pm St. Jude's Hall Corner of Fanshaw & Adelaide 519-720-6969 \$5.00 *Russ Heffering

Kelowna, BC

Thurs. Aug. 21 7pm Kelowna Library On Ellis Street \$3.00 *Donna Roth

Oakwood, ON

Fri. Aug. 22 7:30pm Oakwood Fire Hall Meeting Room South of Lights in centre of Hwy 7 705-953-9937 \$2.00 *Speaker: TBA

Duncan, BC

Tues. Aug. 26 7pm St. John's Hall Jubliee & First Street 250-748-6802 \$3.00 *Lorene Benoit

Sherbrooke, PQ

Friday Aug, 22 7:30pm Auberge, Elite 4206, rue King Ouest 1-888-325-4372 Free of charge *Robert Levert Quebec, PQ

Friday Aug, 29 7:30pm Maison Jesus-Ouvrier 475, boul Pere-Lelievre 1-888-325-4372 Free of Charge *Robert Levert

Montreal, PQ

Wed. Aug, 20 7:30pm Rotisserie St. Hubert 6225, rue Sherbrooke 1-888-325-4372 Free of Charge *Robert Levert

Moncton, NB

Date: TBA
Wedgewood Hall
1201 Mountain Rd
506-859-0383
\$2.00
*Deborah Legere

Everyone welcome so bring a friend.

Note: Speakers are subject to change without notice. Please contact Customer Service.

Product Corner with Spence Masson B.Sc., Director of Science and Technology



How will the new Natural Health Product Regulations affect NSP?

he long-awaited Natural Health Product (NHP) Regulations were published in Canada Gazette Part II on June 18, 2003. The NHP Regulations will come into force on January 1, 2004, with a transition period ranging from two years (for site licensing) to six years (for product licensing, for products already issued a Drug Identification Number). The transition period allows stakeholders time to meet the new requirements. The Regulations place requirements on people who manufacture, package, label, import or distribute NHPs.

Note the word "distribute" above. The Regulations state "distributor means a person who sells a natural health product to another person for the purpose of further sale by that other person." This means NSP Managers and Associates will NOT be considered distributors of NHPs under the new Regulations. This is a good thing, because it means our distributors do not have to apply for site licences, which would require demonstration of full compliance with all aspects of the Regulations, including manufacturing, testing, packaging, labeling and storing of NHPs. I'm sure all of you are aware that our products are already manufactured in a facility that is fully compliant with Good Manufacturing Practices (GMPs), so we have nothing to worry about there. NSP Canada will take care of obtaining a valid NHP Site

Licence as an Importer and Distributor so that we can all continue operating our businesses as usual.

The products that fall within the new Regulations include herbal remedies, homeopathic medicines, vitamins, minerals, traditional medicines, probiotics, amino acids and essential fatty acids (such as Omega-3). The only disappointment is that vitamin K is not included in the final list of NHP substances, although it was included in earlier drafts.

Previously, NHPs were sold as either drugs or foods under the Food and Drugs Act and Regulations, since there was no other category in which they could be classified. During consultations on NHPs, the creation of a category distinct from both food and drugs was considered, however a change of such magnitude would have required an amendment at the level of the Act. This is a legislative process that would have been very lengthy and time-consuming. The decision was made to regulate Natural Health Products as a sub-set of drugs under the Food and Drugs Act, with a set of regulations specific to NHPs.

This does not mean that Health Canada is turning herbs into drugs or restricting our access to herbal remedies. Rather, it is recognized that unlike foods, NHPs are taken for therapeutic reasons. The new Regulations include provisions for a full range of health claims that will be supported by evidence. This is an improvement over the current scenario in which we

can't make any health claims for our products at all.

All natural health products in Canada will now require a product licence before being marketed. Product labels will bear a product licence number preceded by the distinct letters NPN, and will be required to specify directions for use, the recommended use or purpose (health claim), medicinal and non-medicinal ingredients, and any cautions, contraindications or known adverse reactions associated with the product.

Some people have wondered if the new Regulations will increase the cost of NHPs to the consumer. Depending on the current quality of the manufacturing practices used by different companies, and the safety and efficacy information they have gathered in formulating their products, some of them may experience a significant financial burden in attempting to achieve full regulatory compliance. An increase in the cost of these companies' products could reasonably be expected. We do not anticipate such a cost increase with our product line.

NSP has set the standard for quality in the herbal industry for over 30 years. We have guaranteed the purity, potency and quality of our products all along. Our products are manufactured in a state-of-the-art, fully GMP-compliant facility. We do not have to spend another nickel to ensure that our products are manufactured in accordance with the new NHP Regulations.

Vitamins— To Pill or Not to Pill

We are all familiar with vitamin pills, but you can also get injections of most vitamins, sprays that are claimed to be absorbed through the tissues inside the mouth, nasal sprays, and even shampoo. Although injections are used for treatment of deficiencies, the other routes generally are not very effective for most nutrients. While there is absorption of some compounds through the oral or nasal mucosa, some vitamins are clearly not absorbed this way. The intestine is designed as an absorptive surface; the upper parts of the gastrointestinal tract do not have absorptive surfaces due to their microscopic structure, even though limited absorption can occur. Remember that your body is designed to absorb nutrients via the intestine, not the mouth or nose.

Here's what you need to know:

The amounts of vitamins and minerals required is more than can be obtained in a nasal spray or sublingual tablet. In addition, the price of these sprays is so much greater than the price of pills that there is no justification for them. If you think you need a supplement, an ordinary pill makes the most sense.

(Originally appeared in Nutrition News Focus on April 6, 1999.)

Raising Healthy Children





n 1985, Dr.
Robert S.
Mendelsohn
published a book
entitled How to
Raise a Healthy
Child: In Spite of
Your Doctor. At
the time he wrote
this book and

Confessions of a Medical Heretic, Dr. Mendelsohn was the Chairman of the Medical Licensing Committee for the State of Illinois, Associate Professor of Preventive Medicine and Community Health in the School of Medicine of the University of Illinois, and he had received numerous awards for excellence in medicine and medical instruction.

A pediatrician by profession, Dr.

Mendelsohn taught that parents should not rely heavily on doctors for their children's health, but rather rehabilitate themselves in their role as care providers for their children. He also taught that most childhood diseases can be taken care of with time, love, good nutrition and simple home remedies. Parents need to remember that they, not the doctor, are the main providers for the health of their children. A good doctor may help the parents when a child is seriously ill, but parents can and have the responsibility to keep their child healthy.

My wife and I have personally been influenced by Dr. Mendelsohn's teachings while raising our four children. At no time have we felt the urge to bring them to the emergency or have them on over-the-counter or prescrip-

tion drugs. We felt we knew better, because we were well-informed parents. This approach, which we have nurtured with our children is now duplicated by them with their own children as a legacy of health knowledge for the upcoming generations. Unfortunately, too many parents ignore what they can do to raise healthy children without the help of doctors and pharmaceutical drugs.

In his forward to Dr. Attwood's Low-Fat Prescription for Kids, Dr. Benjamin Spock, author of the classic Dr. Spock's Baby and Child Care, writes: "The only way to combat our country's shockingly high death rates for coronary disease, stroke, and cancer in adulthood is to adopt a low-fat diet beginning in childhood. I was raised on a vegetarian diet until the age of 12, became 6 feet 4 inches tall by 14, rowed on an 8-oared crew that won gold medals in the 1924 Olympics, became a pediatrician because pediatrics is primarily preventive, then went back to a low-fat diet at 88 because of a transient stroke." Dr. Spock died at 95 years of age having dedicated most of his life to the well-being of children.

When it comes to taking charge of our children's health, there are nutrients and herbs that are especially suited to our children's needs and the achievement of glowing health. Indeed, there are safe, natural, and effective alternatives for dealing with the needs and health concerns specific to our children.

First of all, a mother who breastfeeds her newborn gives him the best start possible in life. As long as the nursing mother has proper nutrition, the mother's milk is always nutritionally perfect for the newborn and keeps pace with the infant's changing requirements. Mother's milk begins as colostrum, a yellowish fluid that confers important immunity factors and

has a high protein content, both necessary to start the baby off right. It also cleanses the baby's intestinal tract. Mother's milk gradually changes into a thin white liquid with the perfect combination of water, fat, proteins, sugar, vitamins, and minerals. It is biologically designed to foster brain function, growth, and development. Breastfed babies have fewer colds, as well as fewer problems with colic, ear infections, diaper rash, and skin conditions. According to The Lancet (1981; 304:792), a plant-based diet reduces levels of environmental contaminants in breast milk, compared to that of meat-eaters. To promote and enrich the milk flow, either Liquid Chlorophyll, GreenZone, Marshmallow, Dandelion, Red Raspberry and Catnip & Fennel can be taken. If the mother feels that her diet is lacking in the necessary nutri-

ents, it would be wise to consider taking a multiple vitamin and mineral supplement and/or a calcium and magnesium supplement to insure she and the baby are getting all the nutrients needed, especially calcium. A large quantity of calcium is excreted in the milk, to enable the baby's bones to grow rapidly. Red Raspberry, Slippery Elm and Red Clover are highly nutritive herbs and can be added to the nursing mother's diet or easily mixed to the baby's cereals during the first months of the baby's life.

During their first year, colic and teething pain are some of the main reasons for babies and children to cry. Catnip & Fennel (glycerine base) has long been used as a remedy for colic, as well as for gas, indigestion, upset stomach, nausea, diarrhea, food allergies and other bowel problems. For teething pain, a small quantity of undiluted Lobelia (alcohol base) can be rubbed on the gums. Another way of soothing teething pain is rubbing 1drop of Chamomile essential oil

mixed with 1 teaspoon of Aloe Vera Gel on the gums. Catnip & Fennel (glycerine base) has also been used to alleviate teething pain.

From two years of age to puberty, children are often very particular about the foods they eat. Often it is difficult to get them to eat a balanced nutritional diet; thus Herbasaurs Multiple Vitamins Plus Iron can be a helpful way to ensure an adequate amount of essential nutrients. To avoid upsetting your child's stomach, it's best to give vitamins and minerals with a meal. Other products are designed specifically for children, namely Herbasaurs Bifidophilus and Herbasaurs Elderberry Plus. While Herbasaurs Bifidophilus promotes a healthy gastrointestinal system, Herbasaurs Elderberry Plus helps improve immunity, and prevent and relieve colds, fever and flu; it is especially helpful during seasonal changes, as well as during spring allergy season. All the Herbasaurs products are designed for children in the convenient chewable tablet form. Liquid Calcium, which is a great and tasty way to bank on calcium for adulthood and elderly years, is also available on its own. Calcium is vital for the formation of strong bones and teeth and for the maintenance of healthy gums in children as well as adults.

The products and herbs that I have chosen to discuss in this article are safe for a child as long as the size and weight of the child are accounted for and the dosage is adjusted accordingly. Please read the labels carefully before giving any herbal product to your child.

Oregon Grape (glycerine base) is to my view the best herb you can use if you feel your child needs support in cleaning out the liver, blood and bowels, and otherwise detoxify the system. Oregon Grape also has a direct action on the skin and helps restore

the skin to a clear, smooth condition following any type of skin disease.

Red Raspberry Blend liquid extract (glycerine base) is valuable for diarrhea, sore or infected gums; Red Raspberry leaves are rich in vitamins and minerals, particularly calcium and

Ultimate Echinacea liquid extract (glycerine base) contains the best immuno-enhancing herbs (echinacea purpurea, echinacea angustifolia, echinacea pallida) that I know of for a

bacterial and fungal infections. It's also very helpful in purifying the blood and eliminating toxins, and is especially useful in fighting cold sores when used internally and externally.

A mixture of **Black Walnut** liquid extract (alcohol base), Hawthorn Berries liquid extract (alcohol base), and Licorice extract (alcohol base) has proven very effective in helping children with hyperactivity or ADD. Just mix the contents of each bottle and give to your child before and after



child. Taking Ultimate Echinacea at the first sign of a cold or flu can arrest the problem and shorten the duration of symptoms.

CBG liquid extract (alcohol base) is the product to use in case of an earache or ear infection. Put one or two drops in each ear once it has been warmed, and it works wonders. It also very helpful in fighting colds, fever, sore throat, and whooping cough when taken internally.

HRP-C liquid extract (glycerine base), a Chinese combination, strengthens immunity against viral,

school. Fortunately, there are natural alternatives to Ritalin and other drugs.

Golden Salve is a wonderful product to have on hand at all times for firstaid needs, including abrasions, blisters, boils, bruises, calluses, chapped/dry skin, chapped lips, cold sores, cuts/scratches, mouth sores, poison ivy, rashes (including diaper rashes), sunburn, and minor wounds. It can be used in place of pharmaceutical antibiotic creams or ointments.

In the event that your child has head lice, **Tea Tree Oil** is a strong herbal disinfectant that will help get rid of

head lice. Simply add 25 drops of Tea Tree Oil in 1 pint of pure water. Rub this mixture into your child's hair and scalp three times daily, and then comb your child's hair with a fine-toothed comb to remove lice and eggs from the hair shaft. You can also apply shampoo boosted with ten drops of Tea Tree Oil. Massage into hair, leave on for ten minutes and rinse; repeat procedure once or twice a week.

If you are considering the use of other herbs, which are not available in liquid extracts, you can make an herbal tea with encapsulated herbs. When the herbal tea is ready, you can sweeten it with Stevia or mix it with your child's favourite fruit juice. Did you know Stevia is sweeter than sugar, contains no calories, and doesn't promote tooth decay? Because of its intense sweetness, it is primarily used to enhance the flavour of bitter herbs. Since it is very sweet, go lightly.

Finally, if your child has bedwetting problems, Steven Horne recommends the intake of 1/2 tsp of Essentials Liquid Minerals and 1/2 tsp of Licorice liquid extract just prior to bedtime. Another bedwetting treatment is Aloe Vera Juice. Researchers in Russia found that almost all the children in their study not only stopped wetting their beds when they were given Aloe Vera Juice, but also became noticeably less irritable. Mix Aloe Vera Juice with an equal amount of your child's favourite fruit juice. One-half to one cup a day should do it.

Isn't it comforting to know there are so many simple things we can do as parents before heading to the emergency? I believe it is possible to raise healthy children in spite of the doctor as long as we are well-informed parents.

Dare to Compare



HERBASAURS vs the Competition. **Nature's Sunshine** compared their **Herbasaurs Multi Vitamins and Minerals with** randomly selected brands of chewable children's vitamins and found that Herbasaurs provide

more B vitamins than most other brands tested. We also compared the additives used in each of the samples and found the following illustrated in the chart below.

	Artificial Colouring	Artificial Flavouring	Sweeters Used
NSP	No	No	Fructose
Garfield Vitamins	FD&C Red 40, Yellow 6, Blue 2, Blue 1	Yes	Sucrose
Flinstone Vitamins	Yellow 6	Yes	Aspartame
Centrum Jr.	Blue 2, Yellow 6, Red 40	Yes	Aspartame



New Feature **ASK SUNNY!**

Got a question or a comment? Submit your questions or comments to ASK SUNNY and we'll answer them. It might even end up in Sunshine Today!

Find Sunny

Win your way to a FREE gift.

This issue of the SUNSHINE TODAY contains a hidden picture of Sunny, the Sunshine Today

When you spot Sunny, fill out the ballot and return it to Nature's Sunshine. Each correct ballot will be placed in a draw where 20 winners will receive free shipping of one order. The draw will take place on Sept 15, 2003.

Don't miss your chance to WIN!



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Fax#:
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Aug/Sept 2003

hlorophyll NSP's #1 Seller

Chlorophyll, the green matter in plants, is found abundantly in nature. Through a chemical process called photosynthesis, chlorophyll harnesses the sun's energy in order to perform various metabolic functions. When humans and other animals eat plant chlorophyll, we also benefit from this energy. Science has discovered that chlorophyll is molecularly very similar to the red pigment in the human blood cell. In fact, the only difference is the human red pigment has a centre atom of iron, while

chlorophyll's centre atom is magnesium!
This discovery has lead to the use of chlorophyll as a health-enhancing nutritional substance with many benefits.

Gentle, refreshing and full of goodness . . . make NSP's Liquid Chlorophyll part of your daily nutritional program and experience the benefits of Nature's Green Sunshine!

- Made from premium quality alfalfa.
- Good for people of all ages.

Chlorophyll Special

Buy 5 and get one FREE

Valid on the 946 mL bottle only!
Stock #11698-1

