

POSSIBILITIES. ♦ ♦ ♦

From NUTRITION COALITION, INC. ♦ Fargo, ND 58108-3001 ♦ 1-800-447-4793 (218-236-9783) ♦ www.willardswater.com ♦ December, 2005

Study Finds Aspartame (NutraSweet) Causes Cancer

There has been so much reported in the natural health food regarding the dangers of aspartame (most recognized by the brand name NutraSweet) that this may not seem like headline news to many readers.

However, since a new study has come out that has now found evidence that aspartame causes cancer, it does seem worth noting.

This most recent study was conducted in Italy, by the Cesare Maltoni Cancer Research Center and the European Ramazzini Foundation of Oncology and Environmental Sciences in Bologna, Italy.

Aspartame is the second most widely used artificial sweetener in the world. It is found in more than 6,000 products — from sodas and hot chocolate to yogurt and even some vitamins.

In this study, researchers administered aspartame by adding it to rats' normal diet. The study began when all the rats were 8 weeks old, and ended when all of them died.

Treatment groups received feed containing concentrations of aspartame at doses simulating daily human intake as compared to body weight.

The results showed the treated animals had extensive

evidence of malignancies including lymphomas, leukemia, and tumors in multiple organs.

One of the researchers said, "Our study has shown that aspartame is a multi-potential carcinogenic compound whose carcinogenic effects are also evident at a daily dose of 20 milligrams per kilogram of body weight notably less than the current acceptable daily intake for humans."

The "acceptable daily intake" for people is 50 milligrams per kilogram in the U.S. and 40 milligrams per kilogram in Europe. The researchers said this study calls for an urgent re-evaluation of the

current guidelines for the use and consumption of aspartame. The report on the study was published online by the The National Institute of Environmental Health Sciences on November 17, 2005.

Editor: There has been great concern by knowledgeable people in the natural health field about aspartame and various other health concerns. One is its impact on short-term memory. We know of a number of people who experienced memory problems when consuming aspartame. They all had those memory problems cease when they quit consuming the aspartame. We mention this as just one other example of a possible problem with this substance. ♦

Prozac, Hormones, Etc. In Drinking Water?

Scientists in Britain found levels of the common antidepressant Prozac in the water there. The report on the Prozac in British water did not say how much was found, but it did say it could be potentially toxic. Similar findings have been reported in the U.S. and Europe, but at low levels. In 2002, the first study by the U.S. Geological Survey (USGS) on the study of pharmaceuticals in the water supply in the U.S. was released.

That study showed that:

♦ Pharmaceuticals, hormones, and other organic wastewater-related chemicals have been detected at low concentrations in streams across the U.S.

♦ Many chemicals examined (81 of 95) do not have drinking-water standards or health advisories. Measured concen-

trations of compounds that do have standards or criteria rarely exceeded any of them.

♦ Among the chemicals detected: human and veterinary drugs, natural and synthetic hormones, detergents, plasticizers, insecticides, and fire retardants.

♦ Some of the compounds most frequently detected included: acoprostanol (a fecal steroid), N-N-diethyltoluamide (an insect repellent), caffeine, triclosan (an antimicrobial disinfectant), tri (2-schloroethyl) phosphate (a fire retardant), and 4-nonylphenol (a detergent by-product).

♦ 38 chemicals were found in a single water sample.

The head of the U.S. geological Survey's Toxic Substances Hydrology Pro-

gram says compounds used in small amounts can get concentrated because of the way we handle wastewater, adding "We need more sophisticated technology to filter them". He said most problematic is if antibiotics in the environment cause antibiotic resistance. Also, could natural hormones as well as synthetic ones (birth control pills, hormone supplements and estrogen-like compounds such as detergents) affect fertility? No answers are known yet. But experts say there is no cause for panic.

We don't think there's cause for panic either, but we do think home water treatment is becoming even more important than it has been. We'll be looking for some good units to recommend or make available. We'll keep you posted. ♦

Help for Those Knees?

Another study, this one in Europe, has found glucosamine sulfate may have a role in relieving the pain of osteoarthritis in the knees.

The study involved a group of 318 patients who were randomly assigned to receive treatment of glucosamine sulfate soluble powder, acetaminophen three times a day, or a placebo. Patients could also take ibuprofen if they needed extra relief.

Those taking glucosamine sulfate and acetaminophen both reported improvement in pain, but glucosamine sulfate appeared to provide the best relief, according to the researchers. Glucosamine is produced naturally by the body and plays a role in keeping connective tissue healthy.

Editor: We provide four different products that contain glucosamine sulfate:

◆ **Easy-Flex (Item J-38)** — this is a blend of shark cartilage, glucosamine sulfate, green sea mussel, white willow bark, royal jelly, and L-Histidine. This is often preferred by those with stiffness in more than one area of their body.

◆ **Glucosamine-Chondroitin Blend (Item J-91)** — Based on the book “The Arthritis Cure” it contains glucosamine sulfate, chondroitin sulfate, vitamin C, and manganese. Many people tell us it’s been particularly helpful for their knees.

◆ **MSM Glucosamine Blend (Item J-94)** — 3 Capsules contain: 2000 mg MSM, 1000 mg glucosamine sulfate, 90 mg Vitamin C and 15 mg Grape Seed Extract. Many people say they think this is even more helpful than the J-91 (Glucosamine with Chondroitin), but it is very much an individual thing.

◆ **Glucosamine Vegetarian with MSM (Item EN-1)** — This is a liquid product, containing natural vegetarian source of glucosamine made from fermentation of corn. It has 1500 mg of glucosamine and 1500 mg of MSM per serving, along with an herbal blend and more. Many users rave about this product, as well as the ones mentioned above.

Countless people have told us **Real Willard Water** use has greatly reduced their problems with arthritis... of the knees, and elsewhere. Though it doesn’t contain glucosamine, we just can’t not mention it in discussing products people have said helped their arthritis pain and symptoms. And, Real Willard Water seems to help the above products, and any natural products, work better. Some believe this is due to increased absorption of the other natural product(s). ◆



Heart Function

Actually Improved...

That’s what a study on the effect of dogs on heart patients found. Kathie M. Cole, R.N., led the study at UCLA Medical Center in Los Angeles to learn the potential benefits of animal-assisted therapy on health. Researchers studied 76 hospitalized heart failure patients, comparing their reactions to a 12-minute visit from a person and a dog, a person only, or no visit at all. The dog visits included having the dogs lie on the patients’ beds so they could touch them.



Blood volume, heart function, and blood vessel resistance before, during and after each visit was measured. Anxiety scores dropped 24% in patients receiving a person-dog visit. In the person-only group the score dropped 10%, and the no visit group’s score did not change. Stress hormone levels dropped a significant amount more in the dog group than the other two groups and atrial pressure was reduced only in the dog group.

Cole said the study shows even a short-term exposure to dogs is beneficial, physically as well as socially and psychologically. Cole said dogs make people feel happier, calmer and more loved, and “that is huge when you are scared and not feeling well”. We’re sure no other dog lovers are surprised by this, but it’s nice to have our beliefs confirmed, isn’t it? ◆

Trivia & Tidbits . . .

1. How much does the 555-foot-5-1/8-inch-high Washington Monument weigh?
2. How many windows are there on the 102-story Empire State Building?
3. To what amount did Congress raise the minimum wage on October 26, 1949?
4. If you weigh 154 pounds, how many stone do you weigh, or kilograms?
5. What does a vexillologist study?
6. How many rooms are there in Buckingham Palace?
7. What is an undecennial?
8. At what wind speed does a snowstorm become a blizzard?

AND THE ANSWER IS...

1. 90,854 tons.
2. 6,000.
3. They raised it to 75 cents an hour; it had been 40 cents.
4. You would weigh 11 stone, or 70 kilograms; a stone equals 14 pounds, a kilogram equals 2.2 pounds.
5. Flags.
6. There are 600.
7. An eleventh anniversary.
8. In excess of 35 miles an hour.

ON “THE WEB”!

www.willardswater.com

(Note: “willardswater” is all one word, all lower case with an “s” between “willard” and “water”—that’s how people usually ask for it!) *Come visit!*

Please Note: We are not health authorities of any kind. This newsletter represents our own views—presenting information we believe to be true and correct, but is “opinion”, nonetheless. We also have a vested interest in most of these topics, so don’t claim to be impartial. This newsletter, or anything else we publish, is no substitute for a competent health professional. User reports, though published here, don’t prove anything—we pass them along because they certainly are of interest to others using the same products, or who have an interest in them.

Reach Us At: 1-800-447-4793 (218-236-9783)
NUTRITION COALITION, INC.
 P.O. Box 3001 Fargo, ND 58108-3001



PRODUCT HIGHLIGHTS & UPDATES FROM CHARLIE

Let me try to explain...

CLARIFICATION ON ACID/ALKALINE/DISTILLED WATER, ETC. In last month's issue we mentioned that cheaters in the Willard Water business who have purchased the concentrate in 55 gallons, then diluted it with huge quantities of distilled water before actually bottling it . . . have sometimes wound up with allegedly full-strength Willard Water concentrate which is so diluted that it actually tests somewhat acidic. That shows how far some people will go to make a buck since the full-strength concentrate is VERY alkaline, and it would have to be diluted with a HUGE amount of distilled water to actually get it "below neutral".

That information was "rather academic" for our customers because readers of this newsletter are getting the REAL thing, FULL-STRENGTH, from us. However, many of our customers drink distilled water, so they realized that if they take the concentrate and dilute it the typical 128-1 by putting one ounce in a gallon of distilled water, they would seemingly be making their Willard Water somewhat acidic. Since one of the benefits of Willard Water Concentrate is raising the alkalinity of water it is added to, they became concerned and contacted us about that.

They are correct . . . Distilled water is quite acidic . . . probably because the minerals are taken out of it along with everything else. We don't use distilled water ourselves, but did buy a gallon and brought it in here to check.

Simply using the fairly crude "test strips" which we, and a great many health food stores, sell, the distilled water appeared to be about 5.5. ("Neutral" is, of course, 7.0) Adding dark WW concentrate at the rate of an ounce per gallon, it still tested below 6.0. The Willard Water is still helping,

in that respect, because if added to the water you drink, it makes that water less acidic.

However, if you add TWO ounces of WW concentrate instead of one, the ph jumps up to around 8.0, at least according to the test strips.

Another approach you can take is to add calcium and magnesium to the distilled water. What we came up with was if we added 3/4 tsp of our J-201, non-capsulated coral calcium, to 16 oz of distilled water, that, by itself, got the ph up around 7. Add one tsp. of WW concentrate to that mix and you are apparently up to around 8.0.

Some customers who have found great benefits from MSM, also add bulk MSM (item J-99) to their WW. That also seems to increase the ph of the water, although not as much as the calcium/magnesium does.

If you are a believer in distilled water (certainly better than typical tap water, to say the least), you are hardly wasting your WW if you mix it in distilled water. There are a number of obvious major benefits and its alkalinity is only one of them. However, if you are concerned about your body's ph but do prefer to use distilled water, then we certainly suggest that, as above, you "mix the WW stronger" and/or add calcium and magnesium to it.

As I said, we don't use distilled water personally, but it would seem to us that, for your drinking, beginning with distilled water (which should be completely without any harmful contents) and then adding minerals and increased amounts of WW concentrate, you probably have the best situation possible in drinking water.

We should also note that distilled water is apparently not the ONLY acidic wa-

ter. We checked local tap water, bottled spring water, and water from a purifier we use for our own drinking water, and they all tested (again, based on the rather inexact test strips) on the acid side . . . Not nearly as acidic as the distilled, of course, but still acidic. Adding the normal amount of WW concentrate to them, got all of them at least to "neutral", which certainly wasn't the case with the distilled water. So, adding TWO ounces of Willard Water, even to these types of water, would get it to a much more alkaline water, if that's what a person's goal was.

Bottom line: Whatever you are drinking, particularly if it is acidic (coffee, for certain), adding WW to it is certainly going to "make the ph friendlier", even if it is still somewhat acidic.

Further comment . . . We've always stayed out of "the water wars" . . . Except to say that distilled is controversial. Plenty of people think we should only drink distilled, and many other people are absolutely opposed to drinking distilled water except temporarily, for special (e.g., cleansing) purposes.

And most of the people who have strong opinions on what method of purification is the best, have a vested interest in the matter. So how can the rest of us know?

Comes down to what we can learn about each type of device.

Even though we don't drink distilled water, and never have, if you can get the ph of it up, and get "friendly" minerals back into it, in sufficient quantity, as far as I know, that pretty well eliminates the arguments against it. And that should also make it a very desirable water.

I hope this clarifies things and doesn't confuse them further! ♦

This Area Is Intentionally Left Blank In this Version on our Site — It Is Used For Mailing Information In The Printed Version Sent to Customers



THE BOND IS NEVER BROKEN...

Contributed By Kolleen Sunde

“This time of year often leaves me, like so many others, feeling, all over again, the loss of loved ones who have died. This year I prayed I’d receive some sort of sign that those I miss are still somehow connected to me.

“The first ‘answer’ seemed to be a sign that Tex is still connected...he was a dear, dear, friend, who died suddenly in a car accident. Shortly after my prayer, a man with interests like those Tex had, who lived in the same small town, and who had only known who Tex was but who had never known him, called with questions like Tex would have had. It seemed like a sign.

“Next, I was frantically trying to find a particular toy for our granddaughter for Christmas, but all the stores were sold out... even online stores. Then I tried e-bay—there were some new ones available there, but so many people bidding, I kept losing. I thought of my Dad and ‘something’ told me to search again for the toy, and this time a new one, not listed before, appeared—I clicked on it... it was a ‘buy it now’...no auction to have to win...and it was at a discounted price due to a slightly damaged corner on its box.

According to the ‘counter’ on the site, I was the first and only person to have seen the listing (it had been on for well under an hour, I don’t remember how many minutes). I clicked ‘buy it now’ and my frantic search ended...

“My father had been a toy salesman and one of my most prominent memories of him at Christmas was how he would work so diligently to find the toy some child we knew dearly wanted when there were none left—and he’d *always* find one even when all the warehouses were emptied of them. I really felt my ‘luck’ with that e-bay item was a sign of his connection.

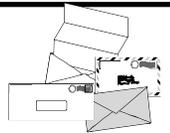
“Then came the photo in the mail of the artist who did the oil painting of Doc Willard that hangs in our front office. That painting was a Christmas gift from Doc’s sons to Charlie and me the year after Doc died. Doc had become like a second father to me, and I’ve often focused on that oil painting when trying to remember something Doc told me. The photo of the artist at work creating that painting seemed like a sign.

“And then in the hustle and bustle of the mall, I ‘heard’ Joanna’s little giggle again this year. So distinctive. Could have been anyone, but I still took it as a sign...the bond of love unbroken.” ♦

(Editor: You’re invited to send your own “unknown help” stories, to share here.



E-Mails, Mailbag & Phone Calls. . .



Energy — That’s what “J.B.” told us he notices when he uses the **Natural Progesterone Cream (Item HP-1)**...it “really gives me a real boost”.

2 to 3 Months Down to 1 Week? — That’s what a colleague of “A.P.” experienced when his finger was accidentally cut down to the bone... doctors told him it would be 2 to 3 months before it would be healed. He put some **Willard Water** on with each dressing change and also drank the water and it healed in one week!

A.P. also recalled that on a trip to Hawaii a number of people in his group got **sunburned**. He mixed up some Willard Water and sprayed it on them and within as little as a half an hour, the sunburned folks were saying they could no longer feel the sunburn.

Eye Injury — “D.M.” emailed us about an accident he had while chain sawing... “the wind blew particles into my eyes.” He blinked and got it all out, except for the left eye. “Which felt like one (particle) was there forever”. He said it reminded him of a time he’d done this before and it was a scratched cornea. This time he went for the Willard Water... put some into an eyecup and added some of the diluted Willard Water into it and then bathed his eye with it. The pain stopped but returned about every two hours. Whenever it returned, he put this mixture back into his eye. “By evening, the condition was gone, healed, no more smarting” and he got a good night’s sleep without eye irritation keeping him awake as it had in that prior episode, adding “God Bless Dr. Willard, and everyone at Nutrition Coalition”. Note: if used in the eyes, Dr. Willard suggested the clear version be used. ♦



More Product Highlights & Updates from Charlie

COMMON, Rather than Unusual, Reports...

We're reprinting, in this insert, an article from a while back. It lists some of the more common reports on Willard Water use, but those common reports help make it clear why Willard Water still heads many peoples' lists of favorite products. We've had requests to reprint this article, so here it is:

Not too long ago, we printed up copies of an 8-page compilation a long-time customer of ours had come up with of reported uses of Willard Water that had appeared over the years in this newsletter.

After doing that, we realized that many (most?) of the reports we mention in the newsletter and which therefore appeared in that collection, are the more unusual uses of the product. Therefore, some of the most common uses and benefit reports from customers were not included in it.

Given the often heard request here for "what people tell you most often that they use it for", we decided to try to make up a more "common reports" type list. Keep in mind, none of these user reports prove anything. They are not scientific in any way, simply anecdotal reports, provided as information only on common usage reports.

A — Acne. People spray it on the area, or apply our gel product (current version to use would be the Aqua Gel). Plus, as with all skin conditions, the best reports come from those who drink the Willard Water, as well as using it topically.

Acid/Alkaline Balance. WW is highly alkaline and most of us are too acidic, so seems it should help balance.

Allergies. Lots of reports of allergy problems being reduced after people started drinking WW. Sometimes if the allergic reaction is a skin problem, they also spray the water on it, or apply Aqua Gel.

Arthritis. This has to be one of the very most common reports. People tell us about long-swollen joints being much less swollen, and sometimes no longer swollen at all. Also stiffness being greatly reduced, or sometimes even gone. Most of these people are drinking the Willard Wa-

ter. Many people also find temporary relief by applying the Chinota Gel on the affected areas.

Asthma. Again, a very common report. People tell us they drink the Willard Water and over time their asthma gets much better. Fewer attacks and less severe. Some say they notice a difference starting pretty quickly, and it just keeps getting better and better. Others say it's a very subtle change over time.

B — Back Pain & Problems.

Countless people have told us their various types of back problems and pain have been significantly improved after drinking WW for a while. Some authorities say this may be related to WW's ability to increase nutrient absorption (like calcium), or to its swelling-reducing properties. Most back sufferers don't care, why, they're just happy to report on their improvement!

Blood sugar. People with both high and low blood sugar problems have told us their sugar level has improved after making drinking WW (especially the dark WW) a regular part of their lives.

Bronchitis. Chronic and otherwise. Numerous reports from people who say they have suffered with bouts of bronchitis for years, and after starting to drink "WW" regularly, their bronchitis problems either seem to come to an end, or come much less often and are much less severe.

Bursitis. Some reports over the years of people saying drinking the WW helped; also rubbing Chinota Gel on it.

C — Constipation. This has to be one of the very most common reports. Sometimes we think nearly everyone in the U.S., and maybe the world, has a problem with constipation, and WW it seems must help nearly all of them who use it. (When we get to "D", you'll see it also seems to help diarrhea.)

Cold Sores. This is another common report and another application in which people drink the WW, apply it topically, and use Aqua Gel on the sore.

Cancer. We **DON'T** consider WW to be a cancer treatment. But we have very often heard from people who are taking radiation treatments who say when they sprayed the WW on the radiation sites (or applied the gel — like the Aqua Gel), the burns weren't nearly as bad as without them. Also, those drinking WW have reported far fewer side effects of chemo and radiation than they had when they weren't using the WW, or than they were told to expect. Natural practitioners treating cancer often tell their patients to drink Willard Water because it will help their natural products work better.

Chronic Fatigue. Numerous reports from people saying drinking WW has been a big help.

D — Depression. People drinking WW have said their depression problems have been reduced. Some experts have said it may have to do with bringing various levels into balance.

Diabetes. Most people reporting an improvement in this with WW are drinking the "dark" WW.

Diarrhea. People who have suffered with chronic diarrhea for extended periods, sometimes years and years, have said that after drinking WW regularly, the problem is much improved.

Digestive Problems. Various types of digestive problems have been said to have improved after regular use of WW.

E — Eczema. Many reports of improvement after drinking WW and using it topically as a spray or the WW gel (Aqua Gel).

Eye Problems. People have reported improvement not only in vision, but in cataracts after drinking the WW regularly, and or using it (the clear WW) as a spray or eyewash.

F — Fibromyalgia. Many users have said their fibromyalgia pain has been reduced following regular drinking of Willard

Water, and reports of temporary relief in painful areas by applying Chinota Gel.

Foot Pain/Problems. Oddly enough, we've had a number of reports from people who say that after drinking WW for some time, their aching feet don't ache as much. A couple people have said the dark water had more effect than the clear water. One natural health practitioner said this would likely be due to the minerals in the water, even as low a concentration as they are, because minerals help the muscles in the feet not to contract as much due to foot problems, and therefore pain would be reduced. (Also speculation has been that WW minerals are absorbed extremely well.)

G — Gout. A very common report is WW reducing the pain and frequency of bouts of gout. Both drinking it, and soaking the affected area in it.

Gum Disease. Some reports of improvement when WW and colloidal silver are combined and used while brushing one's teeth.

H — Hemorrhoids. Countless reports of relief by spraying the water on; soaking in a bathtub with a couple cups of the "mixed-up-gallon" solution added to the bath water, or by applying Aqua Gel.

High Blood Pressure. Many reports of blood pressure coming down after regular drinking of WW, though it certainly won't help everyone's. If on medication for high blood pressure, be sure to keep monitoring it because if your pressure comes down, the medication will keep pushing it further down, and it could go too low!

I — Immune System. Many people report their immune system seems to function much better, and they get far fewer colds, flu, etc. *Caution: People who have had organ transplants should not drink WW, since it does seem to boost the immune system, and they need to suppress their immune systems.*

J — Joint pain & stiffness. Very common to hear problems like this reduced after regular drinking of WW. Also, topical application of the Aqua Gel provides more temporary, and immediate, relief.

K — Kidney problems. Numerous reports of improvement with regular drinking of Willard Water.

Kinesiology. Just of interest that we've been told by some kinesiologists and chiropractors who use kinesiology that they've never found anyone who didn't test positive for Willard Water.

L — Lactose intolerance. Reports of reduced problems with milk, and ice cream, after regular drinking of WW

M — Migraine Headaches. Many reports of reduced number of headaches and severity after regular drinking of WW.

Menopausal Symptoms. Many reports of reduced problems with regular drinking of WW.

Mood Swings. Numerous reports of improvement with regular WW drinking.

Muscle spasms and pain. Lots of reports of improvement with regular drinking of WW, and more immediate temporary relief with use of Chinota Gel.

N — Nervousness/Nervous Stomach/Nervous Eating. Reports of improvement in all these with regular drinking of WW.

O — Oxygen Level Increase. Some experts have said WW raises the oxygen level in one's blood after drinking it.

P — Pain. Many reports of reduced pain from drinking it, or from topical use of the water, or the gel (Aqua Gel, or for more severe pain, Chinota Gel).

Panic Attacks. Some speculate the nutritional balance believed to be associated with WW is what results in users saying their panic attacks reduce after drinking it regularly.

PMS. Many reports of reduced problems with regular WW drinking.

Poison Ivy. Spraying the site with WW or applying Aqua Gel has been said to provide a lot of relief.

Psoriasis. Many reports of relief—the best ones from those who were drinking WW as well as applying it topically (or the Aqua Gel topically).

Q — Quick. Lots of people do say "Quick, get the water, or Aqua Gel or Chinota

Gel for quick relief" of all kinds of things.

R — Rash. Whatever kind of rash, WW used topically, or by drinking, seems to help. Also Aqua Gel use.

S — Sinus Headaches/Problems. Lots of people have reported more relief than in years after drinking WW regularly.

Sleep. Countless users have said their sleep has improved with regular WW drinking.

Sunburns. Spraying the burn with WW or using Aqua Gel has impressed many people.

T — Tired eyes. Some spray their eyes with (clear) WW and report relief.

U — Ulcers, Digestive. Many reports of help after drinking WW regularly.

Ulcers, Skin or Leg. Many reports of improvement with topical use, and regular drinking of WW.

Urinary Tract Infections. A number of reports of help when drinking WW regularly, and also when combined with other treatments (mainstream or alternative).

V — Vitamin Absorption. Many reports of people reducing the amount of a vitamin they take and getting the same or greater benefit when taking it with WW.

W — Wrinkles. Many, many, many, reports of less noticeable wrinkles with regular spraying of the face with WW, and drinking WW.

X — X for Unknown. Numerous reports of WW helping a skin or other condition, which had defied diagnosis.

Y — Yeast Infections. Many report improvement with regular WW drinking.

Z — Zinc & other Mineral absorption increased with regular WW drinking.

There you have it, A-Z common reports of Real Willard Water uses. Again, these don't prove anything, but are interesting to those interested in Real Willard Water. ♠

Cardiologist Comment; Most Important; Coffee Update; Shipping Charge Increase; Save This Order Form!

WHAT DID THE CARDIOLOGIST SAY? THOSE HEARTDROPS ARE GREAT?

Just have to pass this along . . . A customer very recently told us that a friend who had been diagnosed with some heart issues, happened to mention to his cardiologist that he was now taking the Strauss Heartdrops. "Great," said the Doc, "As a rule, I don't have much faith in things like that, but that particular product is a really beneficial thing. Keep on doing it!" We were, of course, amazed to hear that from this type of person. Obviously, that doctor is very open-minded and has observed unmistakable benefits to patients who were using the product. We salute him.



"YOU FOLKS OFFER A LOT OF SUPPLEMENTS; WHICH DO YOU THINK ARE THE MOST IMPORTANT?"



We are often asked that, and our answers typically run along these lines: First, the **Willard Water** . . . It is inexpensive, harmless and based on our own experiences and those of thousands of customers, it seems to us to obviously work like gangbusters. It is very likely the last supplement we'd personally do without. Kolleen just saw this and said "It is ABSOLUTELY the last product I'd do without!" We also would fight anyone for the last containers of **Aqua Gel** or **Chinota Gel**, which we sort of think of together with the Willard Water. Can't imagine dealing with bumps, bruises, skin problems, back pain, etc. without the

Gels!

For a very long time, we've always said that **Colostrum** was #2. We've personally taken it on a maintenance basis, daily, for over 22 years. And we rarely, if ever, get sick. However, our being very fortunately led to the **Strauss Heartdrops**, makes that #2 ranking "suspect". Both Kolleen and I have had such obvious benefits from the Heartdrops that we regard them as absolutely essential for ourselves. Maybe we have a "tie" at Number Two?

Many women, particularly, have thanked us profusely for telling them about the **Natural Progesterone Cream** and ranked those products as "number one for sure", at least for them. Kolleen and I would also be very reluctant to do without three Daily products . . . The **Vitamin C, the B Complex, and the Coral Calcium**. As Kolleen just said there are a number of others we sure don't want to be without, but if we had to limit our list, the above would likely be it.

COFFEE BREAK... We've had a super response to our newly introduced **Organic**, and **Fair Trade Certified Coffees**. We only introduced them in the last issue of the Newsletter and already we've had reorders. Some people have not only been reordering for themselves, but have ordered a number of them to give as gifts. So if you haven't tried some yet, maybe you should—you just may **LOVE** it! They are \$10.95 per pound. They are whole bean coffees. We can order them as ground coffee, but you'll wait a few extra days for it that way. The flavors we have are: Item CQ-1 Sumatra Takengon; CQ-2 Mocca Java Blend; CQ-3 Quetzal Dark Blend; CQ-4 Quetzal Blend DECAF; CQ-5 Ethiopian Mocca. Detailed descriptions are available on our website www.willardswater.com



SAVE THE ENCLOSED ORDER FORM: For many years we've been sending one in each of these mailings, but that is highly questionable. Just the cost of the paper and printing of several thousand of them each month, is very significant and probably a lot more than the benefit. Also, we limit the newsletter mailings to an ounce, since anything over that gets REALLY spendy for postage unless we go to bulk mail, which has its own set of negatives. If we don't enclose the order form, we can provide another page, back and front, of hopefully useful information. We'll continue to enclose an order form with every SHIPMENT to you, so you will have them from that source. For those of you with internet access, nearly all the products and prices are listed on our website

(www.willardswater.com). And we'd be happy to mail you an order form any time you ask. 1-800-447-4793.

INCREASED SHIPPING CHARGES COMING IN JANUARY . . .

The post office is increasing first-class postage in January, which means they will doubtless increase parcel rates, too. The last time they increased rates, first class for an ounce went from 35 to 37 cents, but many of the parcel charges nearly **doubled**. UPS rates are also going up around the first of the year by several percent as they do every year. To date we've been absorbing a large amount of the actual shipping costs. For example, at CURRENT ('05) UPS rates, a 5 pound parcel shipped to zone 6 (pretty typical UPS shipment for us) at a rural address, costs us over \$7.50, plus some kind of fuel surcharge. Total cost on such a parcel will probably be nearly \$8.00 in '06. Many long-term customers have urged us to either raise our prices somewhat or increase shipping charges . . . "we want you to stay in business", is the way they typically put it. Their concern is well-founded. If you add the costs of boxes, tape, labels, packing material, to the actual postage and UPS charges, but **ignore** the labor costs of processing the orders, you'll get a figure equal to about 15% of our total sales. Also since we typically offer a lot of "free shipping" deals, we probably haven't, in recent years, charged nearly enough to sustain this forever. So, we will have to increase our Shipping & Handling charges in January. Just wanted everyone to have some "warning".



□