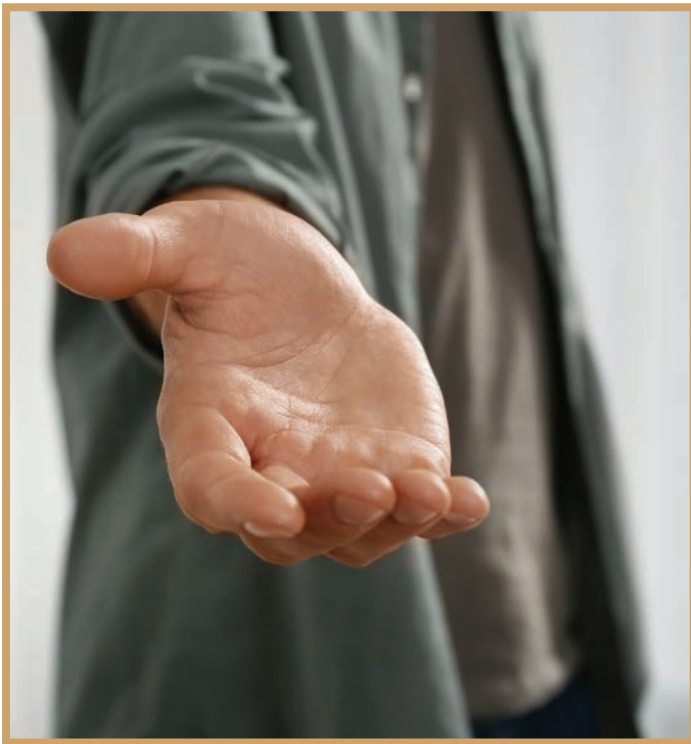




MAY/JUNE 2025

Reaching Out. Reaching Back.



More often than not, I am the one who reaches out to stay in touch - with acquaintances, friends and even family. The regularity depends on the nature of the relationship. It's not a scheduled thing I follow; more like a feel. Current circumstances certainly play a role. The quandary of course is that you only become aware of what's going on in someone's life with fairly regular interaction, if the nature of the relationship is such that these kinds of things are shared. And that only happens when there is a level of trust, which is built upon regular interaction. And, so it goes.

It's another one of those things in life for which you can't keep score - the number of times you initiate a call vs. them. You'll drive yourself crazy. You quickly come to the realization that you'll continue doing it because that's who you are and not just something you do. You learn not to judge the reasons why others just don't reach out to you.

Like so many people at this stage of life, it feels that newly developed relationships can't replace those lost from the past, at least not to the same depth. When my mind drifts, it often goes to people, events and times in my life that were fundamental. I wonder just what it is that drives me to reach out, to reach back to these people. Is it a blessing or a curse, something admired or dreaded? Do these occasional trips down memory lane and the updates that inevitably flow cause these folks to care more, or to better remember me? At the least, they demonstrate that I still care - that they are still important to me.

It hurts when I come to realize that, at times, some of those long-ago relationships meant more to me than they did to them. "If I remember this or them so clearly, why don't they?" Did I not make a favorable impression on them to the same extent they did on me? Do they even think about it? Or is it that people just don't take the time to reach back, reach out, so caught up are they in the here and now? Maybe my life is just not as busy as theirs are now. Or, maybe it's that age old philosophical debate about whether you believe the past just slips out of reach, or persists into the future.

And when they just fall away, it also hurts. I recently took a walk in the woods, one of the places where my mind wanders in all directions over quite a span of years, and I think of all those people. I sat down on a bench afterwards, took out my phone and perused its contact list. I came across a group of names and I focused on the fact that not one of them ever calls me; actually, they never really did. So, since I stopped calling, we've fallen out of touch. I deleted that group from my contact list. It felt good at the time, like a closure, or an acceptance that it's over. But it didn't feel "right." And it still doesn't. I'm still left aching and wondering what to do with my heart.

On the trip I'm on currently, I reached out to a few folks to get together for a meal or a coffee while I was in town. I never heard back. Though certainly discouraged, I remained undeterred, or at least true to myself. In the middle of that trip and looking forward, I reached out to someone whom I hadn't seen in quite a few years to get together during my next trip. The response was immediate, very enthusiastic and welcoming. That lifted my heart.

THE IMPACT OF RECENTLY ENACTED TARIFFS

As you know, the tariff situation is fluid with sudden changes. As best we can tell at the time of this publication, there is a 10% across the board tariff on all products imported into the United States. This impacts a few lines that we import directly and, as a small business, we have no choice but to pass these added costs along. We do know that there is nothing that we import directly from China, imports from which are subject to much higher tariffs. There is also the issue of which administrative costs by import agents will increase as a result of having to assess, collect and remit these tariffs.

What will take longer to assess is which products or ingredients our suppliers import. What we don't know is the source for all the packaging products, like bottles, that our suppliers use. We already know that there are some products, like the Nasal Cleansing Pots, that are imported from India and therefore subject to the tariffs. And, because of the nature of its products, Young Living Essential Oils must import certain of its oils. The pricing on these products will be made on a case-by-case basis as we learn of the details from the suppliers.

VITAMIN B'S

This presentation is from the 6th Edition of the Prescription for Nutritional Healing by Phyllis A. Balch, CNC. (#9881).

The B vitamins help to maintain the health of the nerves, eyes and liver, as well as healthy muscle tone in the gastrointestinal tract. B-complex vitamins act as coenzymes, helping enzymes to react chemically with other substances, and are involved in energy production. The B vitamins should always be taken together, but up to two or three times more of one B vitamin might be recommended for a limited time if there is a deficiency or if it is needed for a particular disorder. Because they work together, though, a deficiency of one often indicates a deficiency in another.

Adequate intake of the B vitamins is especially important for elderly people because these nutrients are not as well absorbed as we age. There have been cases of people diagnosed with Alzheimer's disease whose problems were later found to be due to a deficiency of vitamin B-12!

Here is a B vitamin Primer –

Vitamin B₁ (Thiamine) Thiamine enhances circulation and carbohydrate metabolism and optimizes cognitive activity and brain function. It also acts as an antioxidant, protecting the body from the degenerative effects of aging.

Vitamin B₂ (Riboflavin) Riboflavin is necessary for red blood cell formation, antibody production in the body, cell respiration and growth. It aids in the metabolism of carbohydrates, fats and proteins. People over the age of 60 years are more likely to have a deficiency of riboflavin, which could lead to vitamin B6 not functioning properly.

Vitamin B₃ (Niacinamide) Niacin is needed for proper circulation and healthy skin. It aids in the functioning of the nervous system, lowers cholesterol and improves circulation.

Vitamin B₅ (Pantothenic Acid) This is the "anti-stress" vitamin. It plays a role in the production of the adrenal hormones and the formation of antibodies. It helps to convert fats, carbohydrates and proteins into energy.

Vitamin B₆ (Pyridoxine) Pyridoxine is involved in more bodily functions than almost any other single nutrient and affects both physical and mental health. It activates many enzymes and aids in the absorption of vitamin B₁₂, immune system function and antibody production.

Vitamin B₇ (Biotin) Biotin is necessary for formation of fatty acids and glucose, which are used as fuels by the body. It is also important for the metabolism of amino acids and carbohydrates.

Vitamin B₁₂ (Methylcobalamin) Vitamin B₁₂ is the most chemically complex of all the vitamins and is the general name for a group of essential biological compounds known as cobalamins. Vitamin B12 is available in many forms and the differences are important. For example, cyanocobalamin is difficult for the body to absorb and rarely finds its way into the cells. Methylcobalamin has a much higher absorption rate, and Hydroxycobalamin is preferred by our body's chemistry as it binds to plasma proteins offering the highest level of absorption.

Vendor Highlights

Vitamin B's, continued

Here are the Vitamin B products offered by Southern Herb

Apricot Power

- 6400 Bitter Apricot Seed
- 6401 B₁₇ Amygdalin 100 mg
- 6405 B₁₇ Amygdalin 500 mg
- 6404 Super B₁₅ TMG

Bronson

- 239 Super B – a full range of the B vitamins in balance, or the essential Vitamin B Complex.
- 325 Biotin

Dr. Clark Store

- 1870 Vitamin B6 – contains 230 mg of this master vitamin.

Irwin Naturals

- 1430 Mega B Complex – a balanced blend of high-potency B vitamins including with methylcobalamin B₁₂.

Kroeger Herb Products

- 201 Anti-Fatigue – an essential vitamin B complex formula.

Lidtko Technologies

- 5613 True B6 – contains pure pyridoxal 5-phosphates, the enzymatic form naturally used by the body's cells.

Michael's Naturopathic Programs

- 2560 Adrenal Extra Energy - contains vitamin B12 and Pantothenic Acid

Nature's Life

- 8933 Vitamin B12 with Folic Acid
- 8931 Vitamin B12 Drops with methylcobalamin
- 8903 Biotin

NBPure

- 7602 Methyl B12 Spray – 500 mcg of Methylcobalamin

Ola Loa

- 2410 B12 with Folic Acid – contains Hydroxycobalamin for maximum absorption and benefit

CHRISTOPHERS' ORIGINAL FORMULAS

With a world-wide shortage of False Unicorn stretching over a couple years now, Dr. Christopher's has been struggling to secure enough of this key ingredient for some of its products. After carefully studying the formulas, David Christopher has authorized the following substitutions in these products when False Unicorn is just not available.

- 789 Hormonal Changease Formula – Including Nettle and Dong Quai instead of False Unicorn.
- 802 Birth Prep 6 Week Formula – Including Shepherd's Purse instead of False Unicorn.
- 800 Female Reproductive Formula – Including Blue Cohosh instead of False Unicorn.

New Products

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MOTHER EARTH MINERALS

Fulvic Minerals Complete

This product contains Fulvic Acid and ionic trace minerals with an immense arsenal of naturally occurring phytochemicals, nutrients and enzymes. Containing the finest electrolytes available, this product improves energy function, stimulates the metabolism and restores electrochemical imbalances, all while helping to rebuild the immune system.*

7056	8 oz.	19.99	29.95
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TRACE MINERALS RESEARCH

Concentrace Daily Mineral Powder

The popular and highly effective Concentrace formula is now available in a powdered drink mix, bringing all the benefits of Concentrace in a more pleasant tasting powder.

6967	4 oz.	19.99	33.50
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X-TRAX

AUSTRALIAN BUSH FLOWER ESSENCES

– We enacted a 10% across the board price increase as a result of the import tariffs recently imposed for all goods exported to the United States.

MOTHER EARTH MINERALS – For the time being, MEM is recommending Fulvic Mineral Concentrate (#7056) as a temporary replacement for the Minerals of Life product (#7039) which is still out of stock.

TRACE MINERALS RESEARCH - If your clients just can't get past the taste of Concentrace drops but still want all the benefits of these trace minerals, introduce them to the new powdered drink mix (#6967).

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

New Products

MOTHER EARTH MINERALS

Fulvic Minerals Complete

TRACE MINERALS RESEARCH

Concentrace Daily Mineral Powder



Southern Herb Co., LLC

211 Talley Street

Troutman, NC 28166

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May Specials

Kroeger Herb Products'

Womens' Care Products (15% Off)

- 047 Female Balance
- 006 PA Formula
- 039 Women's Gold
- 300 Black Cohosh Tincture
- 313 Stone Root Tincture
- 053 FML Tea

Flower Essence Services Flora Fusion

Oils (15% Off)

- 1200 FloraFusion Set
- 1201 Arnica Allay
- 1202 Calendula Caress
- 1207 Chamo-Mild
- 1203 Dandelion Dynamo
- 1204 Mugwort Moon Magic
- 1205 St. John's Shield

Eco-Dent Floss and Rinse (15% Off)

- 7418 Premium Dental Floss
- 7419 Clean Mint Daily Rinse

Quantum Health (15% Off)

- 1047 Digital Blue
- 1048 Macula 30+
- 1042 Buzz Away Extreme 4 oz.
- 1018 Buzz Away Extreme 8 oz.

Celtic Sea Salt Flower of the Ocean Salt (15% Off)

- 612 1 lb.

Celtic Sea Salt Fine Ground (15% Off)

- 609 ½ lb.
- 610 1 lb.
- 6062 8 oz. shaker

June Specials

NeemAura Naturals Line Drive (15% Off)

Kroeger Herb Products Sunny Day Vitamins (15% Off)

- 201 Anti-Fatigue
- 204 Taurin Dophilus

Flower Essence Services (FES) Flourish Formulas (15% Off)

- 1188 Flourish Formulas Kit
- 1190 Active-8
- 1191 Fear-Less
- 1186 Flora Sleep
- 1199 Grace
- 1193 Grief Relief
- 1192 Grounding Green
- 1400 Illumine
- 1194 Kinder Garden
- 1195 Magenta Self-Healer
- 1196 Mind-Full
- 1197 Post Trauma Stabilizer
- 1198 Sacred Heart

Quantum Health (15% Off)

- 1047 Digital Blue
- 1048 Macula 30+
- 1042 Buzz Away Extreme 4 oz.
- 1018 Buzz Away Extreme 8 oz.

Eco-Dent Rinse (15% Off)

- 7419 Clean Mint Daily Rinse