



The Pollen Press

Corporate Office
95 Midland Rd
Saginaw, MI 48638
(989) 797-5502

Manufacturing Facility
2-300 Road C
Deshler, Ohio 43516
(419) 278-1023

VOLUME 11, ISSUE 3

DECEMBER 2009

INSIDE THIS ISSUE:

Graminex Pharma Visits	2
New Spectrometer	2
Follow Graminex on Twitter	2
Wellness News: Vitamin D	3
Green Initiatives: Recycling	4
New Website Design	4
Employee Corner	4

FUTURE ISSUES:

Packaging Line Addition
HOB0 Temperature Data Loggers
Cosmetic Sample Filler
Custom Labeling and Packaging

UPCOMING EVENTS:

SupplySide East 2010
April 26th-28th
Secaucus, New Jersey
Booth # 1243

SupplySide West 2010
October 20th-22nd
Las Vegas, Nevada
Booth # 23094

Corn City Festival



Graminex harvester in the Corn City Festival parade.

This year Graminex participated in the annual Corn City Festival in Deshler, Ohio on August 22nd and 23rd. The festival involves the entire local community and the surrounding area. Local

businesses participate by setting up booths or driving vehicles in the parade. Many people from Northwest Ohio came to show their support of the town and to partake in the festivities. Some of the events included a pancake breakfast, marathon running, cheerleading competitions, bingo, dance, music, singing, a parade through downtown, and a classic car show.

Graminex's manufacturing employees participated in several of the festivities. For the parade Graminex took a harvester and tractor to pass out candy from. During the festival, the Graminex booth had many visitors who asked questions about the company and its products. Graminex handed out free back scratchers and hand wipes from the booth. There was also a game of chance to win prizes including gift certificates from local businesses and a selection of Graminex products.

Health Ingredients Japan Show

Health Ingredients Japan (HI) proved to be another successful tradeshow for Graminex LLC. The tradeshow took place from October 14th-16th at the Tokyo International Exhibition Center, Big Site. The success of the show could not have been accomplished without the local support by Graminex Japan from Mr. Kazuhito Muronaka and Ena Muronaka. For the 2009 show Graminex had an excellent presence with a corner booth in the US Pavilion. Graminex's position was one of the first booths after entering the show and provided an extremely high degree of exposure to the attendees as they either entered or exited the show.

Graminex received further exposure during the

Overseas Product Showcase during which Mr. Muronaka presented a highly informative presentation entitled "Flower Pollen Extract G63", maintenance

of normal urinary function and prostate health. This 30 minute presentation allowed the qualified audience to further understand the many benefits, efficacy and substantiation provided by Graminex Flower Pollen Extract.™

HI Japan offers Graminex the opportunity to reach some of the largest markets in Asia with attendees from Japan, Korea, Taiwan, Malaysia, Indonesia and India.



Graminex Pharma Comes to Visit

In November this year Alla Gomolko and Konstantin Gomolko came to visit Graminex and attend the SupplySide West tradeshow held in Las Vegas, Nevada. Alla Gomolko is the Director of Graminex Pharma, located in Moscow, Russia. Graminex Pharma has been the exclusive distributor of Graminex Flower Pollen Extracts™ in Russia since 2000. It was very valuable for both Graminex LLC and Graminex Pharma to observe the future direction of the dietary supplement market and to promote the various new applications for Flower Pollen Extracts™. After the tradeshow in Las Vegas, Alla and Konstantin were given a tour of Yellowstone National Park.

The trip ended with a visit to the manufacturing facility in Deshler, Ohio. They were given a tour of the plant, demonstrations of



Graminex LLC manufacturing facility, from left to right, Konstantin Gomolko, Cynthia May and Alla Gomolko.



SupplySide West booth managed, from left to right, by Heather May, Konstantin Gomolko, Cynthia May, Alla Gomolko, Colleen May and Phillip Franzo.

how Graminex gets its Flower Pollen Extract™ and shown how products are formulated and packaged for customers. Alla and Konstantin were also able to tour the farms in the surrounding area that we harvest our pollen from and the farming community Deshler, Ohio.

Graminex LLC was extremely happy that representatives from Graminex Pharma were able to visit the United States. Graminex Pharma continues to be the exclusive distributor of Graminex Flower Pollen Extracts™ in Russia. Graminex LLC looks forward to continuing our relationship with Graminex Pharma for many years to come.

New Spectrometer

Graminex has recently installed a new Nicolet Evolution 300 Spectrometer and its necessary software. A spectrometer is used to measure properties of light over a specific portion of the electromagnetic spectrum. At Graminex it will be used to analyze and identify certain active compounds in our Flower Pollen Extract™. Graminex will use this unit to test the levels of various active phytochemicals found in our raw material on site.

When a new batch of Flower Pollen Extract™ is generated in our facility, the batch is never released for formulation or final sales until it has been tested. With a new spectrometer we will move through product production to completed sales much faster.

This system runs very fast and has high levels

of verifiable accuracy and measurement repeatability. Performance is automatically monitored by internal diagnostics to ensure it is meeting our specifications during each use. Graminex continues its goal to provide the highest quality Flower Pollen Extracts™ to customers in a timely manner.



Nicolet Evolution 300 Spectrometer

follow us on
twitter

Graminex LLC now has a Twitter account. You can follow our company under **Graminex** at www.twitter.com. We will be tweeting about our products and services we offer to our customers, as well as announcing new information and findings about Graminex Flower Pollen Extracts™. General updates about our facility and the latest news will also be on Twitter. We encourage all of our customers and distributors to follow us for the newest information about our products and facilities.

Wellness News: Vitamin D and the Sun



We all know that we need vitamin D for our health, but many people do not realize the importance. Vitamin D prevents osteoporosis, depression, prostate cancer, breast cancer, and even affects diabetes and obesity.¹ In fact without the required levels of vitamin D, bones may become brittle, thin or even grow misshapen, due to impaired bone mineralization. Eventually it may lead to rickets, impeded growth and bone deformity in children. In adults it may lead to osteomalacia, a bone thinning disorder and osteoporosis, reduced bone density and increased fragility.² Up to 40% of the US population is vitamin D deficient.³ As we get older our natural production capabilities are severely reduced.

Vitamin D is responsible for many different roles in our body. It has been shown to have positive immunological effects by helping activate our natural killer cells and enhancing the activity of macrophages, white blood cells in our tissues. Vitamin D is also important in the prevention and recovery of cancers. A vitamin D hormone, calcitriol, found in our bodies, has been found to induce death in cancer cells.⁴ Low levels of vitamin D have been linked to the progression of breast cancer in women. Cardiovascular disease indicators are also effected by vitamin D deficiencies. Deficiencies have been associated with an increase in high blood pressure, hypertension, elevated triglycerides, and impaired insulin metabolism.⁵

Vitamin D levels in your body may also depend upon where you live. In warmer climates around the equator there is more UV sunlight present. In areas north of the 35th parallel, running through Tennessee, the Greek island Crete and Japanese island Honshu, it is impossible to obtain vitamin D from the sunlight during the 4 winter months of the year.⁶ During the rest of the year it is severely limited. If you live in an area like this, it is important to think about eating more foods rich in vitamin D during the winter months and possibly taking a supplement.

So we know we need vitamin D, but where do we get it? Vitamin D is produced naturally in the human body when it is exposed to direct sunlight. It is also in many of the foods we eat. It is nearly impossible to get adequate amounts of vitamin D in your diet alone. Adults and children are required to have 1000 IU per day for normal bodily function. An average adult would have to drink ten tall glasses of vitamin D fortified milk a day just to get the minimum required levels, with each glass containing only 100 IU of vitamin D.⁷ Foods high in vitamin D include fish liver oils, fatty fish (herring, catfish, salmon, mackerel, sardines and tuna), eggs, beef liver and mushrooms. Although drinking and eating foods high in vitamin D may help, sun exposure is the easiest way to increase the levels found in the body.

In today's society we find ourselves indoors more and more, especially for work. Even though we may sit by a window and get sun, the UV rays are blocked, prohibiting the production of vitamin D. Adults who actively avoid the sun are encouraged to get 5000 IU per day of vitamin D.⁸ At this level you cannot eat or drink enough vitamin D in a day. By going out in the sun for 20-30 minutes on a summer day, your body can produce approximately 10,000 IU.⁹ Sun exposure is the easiest and cheapest way

to obtain the necessary levels of vitamin D, without the possibility of overdosing. Once vitamin D from sun exposure has reached a certain level in your body it begins to degrade naturally.

If you believe you may be deficient in vitamin D, ask your doctor to test the levels in your blood. If you find that you are not getting enough vitamin D you may try to increase your intake by taking supplements or increasing sun exposure. When increasing your sun exposure for vitamin production it is important that you do not wear sunscreen. Even weak sunscreen (15 SPF) reduces vitamin production by 95%. Overuse of sunscreen may lead to vitamin D deficiency if you are not careful. Maintaining high enough levels of vitamin D in your body is very important. Especially when it comes to long-term health and preventative care. Remember a little bit of sunshine goes a long way.

1. The UV Advantage. 2005. Holick, Michael, and Jenkins, Mark.

2. Merck Manual of Diagnosis and Therapy Professional Edition. 2009.

3. <http://www.naturalnews.com/003069.html>.

4. Ingraham, B. A., Bragdon, B., Nohe, A. 2007. Molecular basis of the potential of vitamin D to prevent cancer. *Curr Med Res Opin.* 24 (1): 139.

5. Lind, L., Hanni, A., Lithell, H., Hvarfner, A., Sorensen, O. H., Ljunghall, S. 1995. Vitamin D is related to blood pressure and other cardiovascular risk factors in middle-aged men.

6. Engelsen, et al., Symposium-in-Print: UV Radiation, Vitamin D and Human Health: An Unfolding Controversy: Daily Duration of Vitamin D Synthesis in Human Skin with Relation to Latitude Total Ozone, Altitude, Ground Cover, Aerosols and Cloud Thickness. 2005. *Photochemistry and Photobiology*, 81:1287-1290.

7. Dietary Supplement Fact Sheet: Vitamin D. National Institutes of Health. <http://dietary-supplements.info.nih.gov/factsheets/vitaminD.asp>.

8. Experimentally observed vitamin D requirements are higher than extrapolated ones. 2009. *Am J Clin Nutr.* 90 (4):1114-5; author reply 1115-6.

9. <http://www.vitaminDcouncil.org/>.

Green Initiatives: Recycling Program



Graminex has initiated a new recycling program. This new program will include all of our office waste and production waste. Recycling will include all paper, cardboard, plastic, ink cartridges, batteries, aluminum, glass and scrap metal. All of our office materials come packaged in either paper or plastic, generating a lot of waste. For production we generate a lot of cardboard and plastic waste. A local recycling company comes and picks up our waste quarterly. Since the recycling program's beginning, we have been able to recycle over 30 tons of waste. This does not include our

plant matter scrap from our pollen harvests.

The green material left over from our harvests is used locally as silage to feed cows and to mix with compost. Farmers remove the scrap from our waste silo and spread it in the cow pastures for supplemental food. Recyclers use the plant material to mix with organic compost. This is a great way for us to recycle our left over green material.

At Graminex we are always looking for new ways to recycle more and reduce our waste. We always strive for minimum waste in all of our production areas and offices.

New Website Design

Graminex has recently launched a new website. The new design will allow customers to find information about our products and services easier. It includes an area for online retail ordering and information about wholesale ordering. There is also information about the services we now offer for new product development and custom packaging options. The entire site is now searchable, including the database of clinical studies, allowing users to find specific information.

In our resource section we have posted information about tradeshow, press releases, newsletters and international information. The new international area will be used to post information about Flower Pollen Extracts™ from around the world. As we gather information from our customers, we will continue to update this section.

In the new education section, customers will find general information about pollen, its history, nutrient content and a slide

show of how it's made. Also in the education section are links to our clinical studies. Our clinical studies have been updated to include the most recently published findings about Flower Pollen Extract™ and organized for each application of use. Further additions will be made to this section to enhance the user experience, including a video tour of the Graminex facility.

For comments or suggestions about our website please contact Phil Franzo at pfranzo@graminex.com. We hope that our new website will make it easier for everyone to locate information about our products and services.



Visit us at www.graminex.com

Employee Corner



Heather May
Chief Operating Officer

This quarter's employee is Heather May. She is the manufacturing facility's chief operating officer. Heather has worked for Graminex since 1998 and has been the chief operating officer (COO) for 3 years.

As the operating officer she oversees all of the day to day activities in the manufacturing facility. This includes the development, design, operation, and improvement of all the systems required to produce Graminex's products and services. Heather makes decisions about equipment purchases for manufacturing and production. She also ensures that all business operations are efficient and cost

effective. This involves managing corporate resources during operation and overseeing the final distribution of goods and services to customers.

In addition to her operating officer duties, Heather also works with customers to formulate new products and custom packing solutions to fit their needs.

Heather has earned a Master's in Business Administration and a Master's of Engineering in Architecture from the Illinois Institute of Technology. Graminex is very grateful to have such a hard working employee. Staff members look forward to working with Heather as Graminex moves forward.

Suggestions or submissions for future articles can be emailed to the Editor Colleen May at bugs@graminex.com