



The Pollen Press

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FUTURE ISSUES:

- New G60™ Water Soluble Extract
- Cosmetic Inline Filler
- Cosmetic Sample Availability
- Office Expansion

UPCOMING EVENTS:

- SupplySide East 2010
April 26th-28th
Secaucus, New Jersey
Booth # 1243
- SupplySide West 2010
October 20th-22nd
Las Vegas, Nevada
Booth # 23094

South Warehouse Expansion



New forklift and warehousing layout.

Graminex LLC has recently expanded the size of their south warehouse for the storage of finished goods. This includes all of Graminex's powdered

products, tablets, capsules and packaging components. Adding new product lines and services has created the need for more storage space in our south warehouse. To expand warehousing space, new storage racks were installed in a custom designed configuration to maximize floor space and allow fork lift access.

In addition to the new racking system we purchased a new forklift. The new forklift is a Crown standup model and is designed to fit down narrow aisles. It also allows the operator more visibility while maneuvering and picking up pallets. Expansion of the south warehouse will allow Graminex to continue offering a large variety of products and services to its customers.

Cosmetic Sample Filler

A small scale volumetric filler has been purchased by Graminex from Accutek to fill initial samples of a new Pollenique™ cosmetic line set to launch soon. The sample filler is built of pharmaceutical quality stainless steel including the frame. It has the capability to fill directly from drums without transferring the product. This will save a lot of time in material handling and eliminate any potential product contamination. The filler works by using a piston that delivers an exact measure of product with no overflow into sample containers. It has the capability to handle products ranging in consistency from water to a thick cream or paste. Sample containers will be filled with a variety of Graminex's Pollenique™ cosmetic products including hand, body and eye renew lotions, as well as our silk extra dry, whitening and anti-aging creams. Graminex will be able to get samples directly to customers much faster when filling in-

house. The filler will also allow for different size samples to be made to meet customer requirements. Graminex looks forward to launching its new cosmetic line soon.



Accutek Semi-Automatic Piston Filler

Custom Labeling and Packaging

Graminex LLC now offers its customers the value added services of custom labeling and packaging. We welcome the opportunity to help customize packaging and labeling to meet your company's image requirements. This includes labels and packaging custom designed by our in-house design specialists. With our completed bottling operation, we are able to deliver finished products with labels and packaging complete and ready for retail or wholesale distribution.

Graminex's bottling line is able to fill a wide variety of bottle types and sizes with capsules, tablets or soft gels. With two capping machines, bottle caps may either be screw on or press on. Depending on customer requirements, caps may or may not require safety seals. Shrink banding can be done for safety around the entire bottle.

For custom labeling Graminex is capable of designing labels to meet all customer specifications in regards to label type, size, content and quality. With smaller quantities of labels, Graminex has the capability to print small batches in-house on our label printers. For larger quantities of labels Graminex will work with customers and label printing companies to ensure quality and favorable pricing.

Custom retail packaging is made possible by our cartoning and shrink banding equipment in our bottling line. Cartons and inserts can be designed by in-house designers at Graminex. Bottles can be shrink wrapped prior to entering the cartons. With the use of inserts, companies can inform the consumers of additional information without fitting it on the outside packaging. Graminex will work with customers to determine the correct packaging sizes as necessary. In house designers will also assist in designing



Samples of customizable packaging

the necessary graphics to be printed on the packaging.

Graminex is excited to offering these value added services to its customers. We look forward to being able to provide a variety of custom packaged finished goods for retail and wholesale distribution.

cGMP Registration with NSF®



Graminex LLC maintains a cGMP registration through NSF® for dietary supplements. cGMP stands for current Good Manufacturing Practices. This is a set of regulations generated by the Federal Food and Drug Administration that require manufacturers to take proactive steps to ensure that products are safe, pure and effective. GMPs are designed to ensure quality in manufacturing to eliminate or reduce contamination, mix-ups and errors.

In the regulations are guidelines on recordkeeping, personnel qualifications, sanitation, cleanliness, equipment verification, equipment maintenance, process validation and complaint handling. A lot of what is included in GMPs are common sense practices that help manufacturers continue to improve their product quality and implement continuous process improvements.

GMPs only work if personnel is trained to use them. Graminex

employs a GMP training program that is used to train all personnel in their departments. This includes reinforcement training during the manufacturing process by supervisors and managers. As part of training, employees are taught not only the basics of what is required on a day to day basis, but also what is necessary to follow Graminex's manufacturing procedures.

Graminex's commitment to following cGMPs is honored by all employees that work here. It has improved the overall performance of personnel and increased manufacturing quality and reliability. Every six months a representative from NSF® comes to the Graminex manufacturing facility and audits for compliance with cGMP regulations. This is important to keep Graminex current with the constantly changing FDA regulations and to help us continuously improve our manufacturing processes. By maintaining NSF® registration and complying with cGMP regulations, Graminex is committed to offering the highest quality Flower Pollen Extracts™ to our customers worldwide.

Product Spotlight: Ginseng PE™ Capsules

Graminex Ginseng PE™ Capsules contain Graminex G63 Flower Pollen Extract™ and Ginseng Extract Powder. The product is an ideal health supplement for those looking to help with the natural stabilization of physical and mental health in addition to improving overall well-being.

Each capsule contains:

Graminex G63™ Flower Pollen	250 mg
Ginseng Extract Powder	150 mg

The combination of Graminex G63™ and ginseng extract powder in Ginseng PE™ allows for the maximization of the effects of energy enhancement provided by ginseng extract on the body. This product helps to stimulate the central nervous system, increasing concentration and attention. It also helps the body recover from weaknesses due to illness and helps to revitalize the body in both physical and mental strength.

Ginseng root has a long history in oriental medicine of being used as a natural stabilizer, maintaining the natural mental-physical balance. Ginseng has been found to contain a variety of mineral salts and vitamins essential to life. Now the medical community commonly refers to ginseng as a natural adaptogen. An adaptogen is a natural herb product that is used to increase the body's resistance to stress, trauma, anxiety and fatigue.¹ Adaptogenic herbs are unique from other substances in their ability to balance endocrine hormones and the immune system. In other words, it helps the body adapt itself more easily to its surrounding circumstances and conditions by maintaining the optimal mental-

physical homeostasis.

Ginseng is often used as an anti-fatigue supplement without the side effect of insomnia common to other stimulants used. Ginseng also has been used for overall health revitalization and improved nervous system function. Because of the combination of effects on mental and physical health, it is commonly used in geriatric patients who complain of fatigue and other physical pain, anxiety, and depression. One clinical study has shown that ginseng has the ability to help prevent infection in geriatric patients.² Historically it has been used to prolong the period of active life by slowing down physical complaints and mental deterioration.

Graminex G63™ is a source of concentrated water soluble antioxidants and lipid soluble phytosterols for overall health benefits supported by clinical studies. One clinical study was conducted on patients in a chronic disease clinic that suffered from overall health problems.³ This study tested the efficacy of the product to restore appetite, correct weight gain curves and increase physical and mental energy. One test group consisted of patients that suffered from asthenia which consists of physical weakness and loss of strength, common to various wasting diseases. In this group a restoration of physical and mental energy was observed, even in the seriously ill patients. Stimulation of appetite with healthy weight gain was observed in anorexic patients. There was also an increase in protein synthesis and rises in serum proteins in patients that suffered from senile decay. Similar results

were found in a second clinical study with geriatric patients.⁴ Another study showed that flower pollen had the ability to increase resistance towards infections.⁵

Based on studies conducted with flower pollen, Graminex G63™ is able to assist in maximizing the effects of the ginseng extract powder. These effects include increased muscular efficiency, revitalization of mental and physical health, increased concentration and attention, improved learning, prolonged active lifestyles in geriatrics, decreased anxiety and depression in older patients, deadening pain associated with aging and regulating the metabolism and energy movement in tissues.

Ginseng PE™ Capsules by Graminex contains the correct clinical dose of both Graminex G63™ Flower Pollen Extract and Ginseng Extract Powder. Graminex recommends this product to customers looking for a product to help increase overall mental and physical health, especially in older people. For more information about the product or ordering please contact Graminex at (989) 797-5502.

1. <http://adaptogens.org/adaptogen/>.
2. McElhane J E et al. 2004. A placebo-controlled trial of a proprietary extract of North American ginseng (CVT-E002) to prevent acute respiratory illness in institutionalized older adults. *Journal of American Geriatric Society*. 52 (1): 13-19.
3. Dubrisay, J. 1972. A new approach to the natural treatment of protein malnutrition: result of a double-blind clinical trial. *Gazette Medicale de France*. No 40: 7674-7683.
4. Dubrisay, J. 1970. Clinical trail of the proprietary product "C.P." Paris.
5. Noyes, C. E. http://www.graminex.com/PDFs/clinicals/Clinicals_Malnutrition.pdf.

HOBO® Data Loggers

Graminex has installed HOBO® data loggers throughout the manufacturing facility in Ohio. They will be used to monitor the temperature and humidity in critical locations and manufacturing areas. Once every 12 hours the unit will log the temperature and humidity of the room or area where it is placed. Every few months the loggers will be collected and the data downloaded. The data will be used to confirm that temperatures in refrigerated areas did not fluctuate outside of a designated range.



Data loggers will be monitored to ensure proper temperatures in our warehouse area, blending room and pollen processing areas. In pollen processing areas humidity will also be monitored to help facilitate our manufacturing processes that are affected.

With data loggers installed along with alarms in our critical refrigerated areas, Graminex remains compliant with cGMP regulations with less personnel involvement. This ensures Graminex customers will receive a consistent quality product in all forms of finished goods.

Wellness News: Hand Washing

Flu and cold season is well under way with sick people and germs all around. Every year at this time personal hygiene becomes especially important to staying healthy. As you move throughout your day you touch people, surfaces and objects. Every time you touch something you accumulate germs. You can infect yourself with these germs on your hands by touching your eyes, nose or mouth. One of the most important things you can do to prevent the spread of germs is washing your hands. At home, hand washing can prevent infection from spreading between family members and throughout the community.¹ Hand washing requires only soap and water or an alcohol-based hand sanitizer.

Most adults and children do not wash their hands as often as they should. A 2006 study showed that only 75% of women and 50% of men wash their hands after using the toilet.² Younger children are even worse. Only 33% of females and only 8% of males in middle and high school wash their hands. A study in 2009 concluded that washing the hands 10 times daily is necessary to prevent disease. Hands should be washed before and after a variety of activities.

Wash your hands:

- After going to the toilet or changing diapers
- After coughing, sneezing or blowing your nose

- After getting visible soil on hands
- After handling raw meat/poultry or unwashed fruits and vegetables
- After eating, drinking or smoking
- After touching sores, lacerations or infected areas
- After playing/working outside
- After touching garbage, cleaning cloths or shoes
- Before and after playing with or touching any animals, leashes, toys or waste
- When arriving at work or school
- When arriving home from a public place
- Before handling foods or eating
- Before giving medications
- Before putting contacts in eyes³

Not only is how often you wash your hands important, but the hand washing method you use is important.

Follow these few simple steps:

1. Wet your hands with warm water.
2. Apply soap.
3. Lather soap covering entire hands.
4. Rub hands vigorously at least 20 seconds.
5. Scrub all surfaces including backs of hands, wrists, between fingers and under finger nails.
6. Rinse well with warm water.
7. Dry your hands with a clean towel.
8. If possible use towel to turn of faucet.⁴

Other sanitary practices can also be employed to help keep hands clean. When using a public restroom use paper towels

to turn off faucets and to open external bathroom doors. Avoid touching any doors exiting restrooms or any public areas with your hands. Hands should be washed frequently throughout the day.

Graminex conducted a hand washing experiment using a product we purchased called Glo Germ™. It is a germ simulate used to evaluate hand washing methods. Each person used the product on their hands and washed them like they normally do. A black light was used to illuminate the hands, evaluating how effective methods were. After a short demonstration on how to wash hands properly, employees were evaluated again. This experiment was very effective in showing employees the benefits of proper hand washing methods. We encourage everyone to show their employees this method and employ it at work.



1. <http://www.cdc.gov/features/handwashing/>.

2. http://www.ehow.com/facts_5617151_statistics-handwashing.html.

3. <http://www.health.state.mn.us/handhygiene/why/index.html>.

4. <http://www.mayoclinic.com/health/hand-washing/HQ00407>.

Employee Corner



Stacey Baden
Office Manager

This quarter's spotlight employee is Graminex's office manager Stacey Baden. Stacey began working for Graminex in 2006 as a packaging and shipping employee. In that position Stacey was in charge of filling all product orders for customers, as well as keeping track of inventories. She was recently promoted to office manager last year. As office manager she has a variety of new duties.

Stacey currently acts as Graminex's general secretary, which includes answering and directing all phone calls, greeting all visitors and general office filing. In addition she also fills out the production forms for all in-house manufacturing. She coordinates all shipping, international

and domestic, including balancing invoices with shipping documentation. Stacey still maintains all the inventory information for Graminex. She assists in the general day-to-day running of the office environment to help everyone function more efficiently. By managing interoffice communications and communications with our international and domestic customers, she facilitates the ordering and shipping processes.

Graminex employees value Stacey as an important member of the staff. Everyone looks forward to working with Stacey for many more years to come. She is a very hardworking employee.