

## Some Information about Young Living Oils

What makes the Young Living different from other essential oil companies?

- 1) Owns more than 4,500 acres of organic herb farms and custom-built essential oil distillation facilities on three continents.
- 2) Offers the largest essential oil collection in the world
- 3) Tests essential oils both in-house and with independent labs
- 4) Guarantees to only offer 100% pure oils produced from carefully identified plants
- 5) Experiments and researches the growth, harvesting, and distillation of essential oils
- 6) Routinely visit it's suppliers to ensure the best manufacturing practices
- 7) Publishes peer-reviewed research and tests their oils in clinical settings
- 8) All of the oils are certified therapeutic-grade
- 9) Have a president who has studies at nine foreign universities and has devoted almost a quarter century to studying and growing therapeutic-grade essential oil.
- 10) Have company leaders who have published twelve research papers and nine books on the therapeutic benefits of essential oils and herbs.
- 11) Have one of the largest libraries of scientific review papers on essential oils in the world.
- 12) Have a staff of essential oil experts who regularly travel the world searching for the finest essential oils being produced.

Why do some competitor essential oils smell so different from Young Living's? They seem to smell sweeter—almost like candy.

Young Living harvests, distills, and sells therapeutic-grade essential oils—not confections. Authentic, pure essential oils that have proven potency are designed to have unmatched therapeutic potency.

An overly sweet 'candy-like' aroma is actually a hallmark of a manipulated or adulterated essential oil, rather than a therapeutic one.

Does Young Living adulterate, dilute, or cut its oils in any way?

We do not dilute, cut, or allow any adulteration to our single oils or the single oils we place in our oil blends, supplements, or other products, nor do we fractionate (isolate or distill out specific components) our essential oils. We harvest, distill, and sell only 100% natural, pure essential oils that meet the Young Living therapeutic-grade

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standard.

One of Young Living's defining attributes is that we take quality so seriously that we actually own and operate our own farms and steam extraction equipment. We have operations on three continents, including Europe, South America, and North America that produce the finest essential oils on earth. Again, no other vendor is more fanatical on quality.

Young Living's founder, Gary Young, has spent twenty-three years acquiring knowledge on herb cultivation and proper essential oil distillation and has worked with the foremost world experts on essential oils including Daniel Penoel, MD, Jean-Claude Lapraz, MD, Radwan Farag, PhD, and countless others.

Moreover, Sue Chao, MS, the director of quality control and director of Young Living's chemistry lab, has spent over a decade working with Gary Young and other researchers to refine and develop the unique Young Living therapeutic-grade standard. Every year, Gary and YL staff travel across the world to personally inspect essential oil distilleries and herb cultivation to ensure the highest medicinal quality.

Young Living rejects 72 percent of all essential oils received for analysis. These oils are found to be extended, adulterated, or sub-therapeutic. It is a sad fact that all of these rejected oils will eventually be sold and marketed by other less discerning buyers at a lower price.

## What is Young Living's therapeutic-grade standard, and how does it compare to standards such as AFNOR and ISO?

When Gary Young started researching essential oil quality in the early 1990s, a patchwork of different independent standards existed including "Grade A," "AFNOR," "ISO," German Commission E, and others. Many of these standards were designed for the perfume industry and did not necessarily correlate with the health benefits of the essential oils.

About nine years ago, Young Living created a special category of essential oil quality known as "therapeutic-grade," that incorporated elements of these standards into a new benchmark and linked essential oil composition with its medicinal effects. Since then, other companies have begun using this term to describe their oils. It is important that consumers not confuse these oils with the Young Living therapeutic-grade standard.

Some oil sellers would have you believe that there are other laboratories, organizations, or associations qualified to certify an essential oil as therapeutic-grade. This is not true. There is no one other than Young Living qualified to certify an essential oils as therapeutic-grade. Young Living has spent more than a decade defining the Young Living therapeutic-grade standard based on:

- Clinical research on essential oils involving medical professionals
- Reviews of thousands of single patient anecdotal reports
- Investigation of historical and traditional uses

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- Analysis of thousands of peer-reviewed scientific studies of essential oils

To date, Young Living's library of university peer-reviewed research papers on essential oils encompasses thousands of articles stored in multiple filing cabinets and is one of the largest—if not THE largest—in the world.

For simplicity we illustrate Young Living's therapeutic-grade standard with our "Four P's" philosophy: Plants, Preparation, Purity, and Potency.

## 1. Plants

Young Living's therapeutic-grade standard begins with selecting the correct family, genus, and species of an herb and ensuring it is grown in the correct soil, altitude, and weather conditions. For example, a number of different species of frankincense resins are collected in different regions of Africa, India, and the Middle East. Some of these species include *Boswellia frereana*, *Boswellia serrata*, and *Boswellia carterii*. Each species has very different therapeutic activity.

Moreover, even among trees of the same species (i.e., *carterii*) resin and oil quality varies dramatically depending on where the trees are grown. Are they located in a wetter coastal area? Or an interior, semi-arid location? At what altitude do the trees prosper? Is the tree located in Arabia, India, or Africa? All of these factors are critical in determining the selection of a truly therapeutic-grade frankincense essential oil. In the case of frankincense, only the true frankincense of Biblical origin—*Boswellia carterii*—that is grown in select coastal locations, contains therapeutic-grade oil.

In fact, *B. carterii* is the exact same species that was studied at Harvard Medical School and the University of Maryland Medical School for its immune modulating effects (Chevrier et al, 2005). In contrast, the other species of "frankincense," including *B. sacra* and *B. serrata* ("Indian frankincense"), have no Biblical antecedents and have not been studied at this level of university study.

Gary Young spent years visiting Africa and Arabia to source the correct locations of this true frankincense, the only species capable of producing oil with noted historic and medical research value. Using analyses such as gas chromatography, optical rotation, and specific gravity, Gary identified frankincense with the optimal immune-modulating, antitumoral, and anti-depressive properties.

## 2. Preparation

Even the best herbs can be ruined or damaged if they are not harvested and distilled properly. Plants must be harvested at the right time and then masterfully distilled. Once distilled the oils must be handled carefully to protect their living energy and volatile components. For example, the distillation of frankincense is a closely guarded art that is handed down from generation to generation.

The sticky gum resin must be distilled in a specially designed steam extraction chamber using unique techniques that keep the gum resin from becoming glued to the walls of the equipment, burning or scorching, and producing inferior grade oil with little therapeutic effect.

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### 3. and 4. Purity and Potency

Every batch of essential oils, whether distilled on our own farms or flown in from a trusted outside distiller, is subjected to state-of-the-art analysis at the Young Living chemistry lab. With more than a half million dollars worth of the most advanced equipment in the world, biochemist Sue Chao and her staff subject every incoming lot of essential oils to a battery of tests including gas chromatography, GC/MS, heavy metals analysis, and many other advanced assays. Oils that exhibit even the slightest hint of possible tampering or adulteration—even if provided from a trusted supplier—are sent to outside laboratories for even more in-depth dissection using techniques such as carbon isotope analysis.

Our recent experiences with *Helichrysum italicum* essential oil demonstrate our commitment to this standard. Recently, Young Living rejected and returned several million dollars worth of helichrysum, even though this oil was badly needed and is very difficult to find and produce. While this batch of *Helichrysum italicum* was nearly identical to the helichrysum preferred by Young Living, two compounds did not match the profile for a truly "therapeutic-grade" essential oil. At best the oil could only be classified as "sub-therapeutic" and thus it was rejected.

Frustrated distributors often ask why a product is not available. This is because we refuse to sell inferior oils. Indeed, it is becoming increasingly more difficult to locate genuine therapeutic-grade essential oils that have not been extended or tampered with. Moreover, many essential oils are only distilled once or twice a year, and the temptation to adulterate is becoming more rampant.

The bottom line is: We grow it, we harvest it, we distill it, we test it, and we bottle it. From seed to seal, our experience focuses on the true Young Living therapeutic-grade standard. And the proof is in the oil.

### Young Living tests every lot of oil

We test every single lot of oil, whether from our own farms or from a trusted qualified supplier. Each essential oil is subjected to state-of-the-art chemical analysis at the Young Living chemistry lab. Biochemist Sue Chao and her team of scientists subjects every essential oil to a battery of tests including gas chromatography, GC/MS, heavy metals analysis, and other advanced assays. If it passes our Young Living therapeutic-grade standard, the oil is removed from quarantine and nitrogen-packed in special sealed containers until it is bottled.

The ultimate protection against adulteration is to visit the farms and distillation facilities around the world and watch the oils being distilled, taking samples directly from the separator to be stored as a reference in the Young Living quality control labs.

At one time, Young Living issued oil analyses to distributors by request. Unfortunately, some competitors and suppliers began using this information to copy our standards and create "composite oils" by spiking natural oils with isolated constituents to make them appear to meet Young Living's therapeutic-grade standards. These oils would then be advertised "as good as Young Living."

## Has YL quality changed over the last six or twelve months?

As the world leader, we expect our quality to constantly improve. Young Living has developed and refined its quality standards over fourteen years, and is continually updating these practices to reflect the latest research. In our quest for constant improvement, we will always incorporate quality improvements into our oil distillation and standards as well as introducing new therapeutic-grade essential oils such as dorado azul and blue eucalyptus. The same quest for excellence occurs with our supplements. Old formulas are constantly being updated and improved using improved raw materials and manufacturing technologies. The new Manna Bar and Power Meal are prime examples of these efforts. Excellence demands eternal vigilance.

## Does Young Living use outside, independent labs?

Frequently Young Living uses world-class independent labs to confirm in-house analysis. We also occasionally send oils out for special advanced tests such as carbon isotope analysis. Most of our day-to-day essential oil chemical assays are conducted at the Young Living chemistry lab in Springville, Utah, which houses a collection of some of the most advanced analytical instruments available for dissecting the composition of an essential oil.

We have learned that most independent labs are "generalists," testing everything from pesticides to plastics, and do not have the experience or the extensive chemical libraries to analyze complex aromatic compounds such as essential oils. Lavender oil, for example, has more than 152 different components, but most labs have the capability of identifying only half a dozen of these. In contrast, using Young Living's GC/MS system and extensive chemical library, Sue Chao and her staff can identify dozens and dozens of distinct chemical components of the lavender oil, even identifying compounds that only occur in very small amounts.

## Why is Gary Young in Ecuador?

Gary is in Ecuador personally spearheading the founding of Finca Botanica Aromatica, Young Living's newest and grandest farm. As with each farm, the intent is to discover and cultivate essential oils and further research their use and application. Gary has already identified vast numbers of new essential oils and begun their cultivation. With its mild year-round growing season and mineral rich volcanic soils, Ecuador is an ideal location for growing large supplies of essential oils. Gary and Mary are intensively involved in the Ecuador operations but remain US citizens and still spend a significant portion of the year living in the United States.

Other Young Living Websites:

[www.youngliving.com.au](http://www.youngliving.com.au)

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