

# 美威行 THE MAYWAY MAILER

Winter 2005- Volume 6 Issue 3

A triannual publication

In This Issue:

- **Featured Article:**  
Acupuncturists Without Borders  
Treating on the Streets of New Orleans  
By Jordan Van Voast, M.Ac.
- **Herb Focus:**  
Qi Ye Lian Analgesic  
By Susan Johnson, L.Ac.
- **Industry News:**  
The CITES Treaty. How It Affects TCM  
By Yvonne Lau, C.E.O. Mayway Corp.
- **NEW Online Product Guide**  
Fully Searchable!



*Acupuncturists Without Borders volunteers help to heal New Orleans. See page 4*

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The holidays are here!  
New Kits like the Home  
Remedy Kit and Travel Kit  
make great gifts all year  
round. The festive Tea  
Variety Pack is also a very  
popular choice. See next  
page for further details.



## Visit Us At These Events

**Southwest Symposium 2006**  
March 24-26, 2006, Austin, TX  
Contact: Academy of Oriental Medicine  
at Austin 1-800-824-9987

**AOM Alliance's 13th Annual  
Conference & Exposition**  
May 5-7, 2006, Keystone, CO  
Contact: AOM Alliance 253-851-6896

## Lecture Schedule

Please join us in the Mayway conference space in  
Oakland, California as we welcome:

**Susan Johnson, L.Ac.,  
Teaching: Master Tung's Magic Points**

**Advanced Series**

Dec. 17-18, 2005

Feb. 25-26, 2006

Apr. 22-23, 2006

For more information and registration visit:  
www.tungspoints.com or call: (831) 661-0556

**Robert Chu, L. Ac, QME, PhD  
Teaching: Chinese Medicine Traumatology**  
December 3- 4, 2005

For more information and registration please call:  
(626) 487-1815

## Dendrobium Spleen Qi Soup

The year is coming to a close and many of us are frantically trying to complete our goals and obligations. This stress can cause Spleen qi and Wei qi deficiency, which may lead to insomnia, fatigue, poor digestion and predisposition to illness. Stay healthy to enjoy the holiday season and much deserved rest. Go ahead take a break, and have a bowl of this nourishing soup.

Ingredients: (makes 4-6 servings)

Lean pork – 1 lb

Mi zao/honey dates – 4 pieces

Chen pi / Citrus Reticulata Peel – 1 piece

30 gm each of the following: Fu shen / Poria Cocos

Spirit; Shan yao / Dioscorea Sinensis Root; Gou qi zi /

Lycium Chinensis Fruit; Long yan rou / Euphoria Longan

Fruit; Shi hu / Dendrobium nobile stem.

Cooking instructions:

Scald pork in boiling water for 3 minutes (helps to remove excess fat) discard water.

Soak chen pi and remove veins (removing veins helps reduce bitterness). Rinse the rest of the ingredients in cold water and set aside. Add chen pi to 8 cups of water and bring to boil. Add the remaining ingredients to the pot and allow it to return to a boil, then reduce heat to low and allow to simmer for 3 hours.



## Give the Gift of Health this Holiday Season

Here are two new kits to keep you, your friends and family healthy this winter.

### Plum Flower® Home Remedy Kit:

MW Code #KIT1

Features the remedies most needed for everyday use. Contains 1 bottle each of Curing Pills, Gan Mao Ling, Qi Ye Lian, Peach Kernel Teapills, An Mien Pian, and Clean Air Teapills. Comes packaged in a convenient box and includes a formula guide. Take 10% off until 1/1/06

### Plum Flower® Travel Kit:

MW Code #KIT2

Don't leave home without this kit of the most essential remedies for staying well while traveling. Contains 1 bottle each of Gan Mao Ling, Huang Lian Su Wan, Curing Pills, Tian Qi Wan, An Mien Pian, and Pe Min Kan Wan. Comes in an easy to pack box and includes a formula guide.



### Plum Flower® Winter Care Kit:

MW Code #WKIT

Featuring the most popular remedies for staying well this winter. Contains 1 bottle each of Gan Mao Ling, Zhong Gan Ling, Bi Yan Pian, Chuan Xin Lian, Jade Windscreen Teapills, Essential Balm, and 4 vials of Yin Chiao. Comes packaged in an attractive box and includes a formula guide.

### Other Great Gift Ideas:

#### Dragonsprings® Tea Kit:

MW Code # TKIT (photo on cover)

Five of our finest quality teas are brought together for a rich and diverse tasting experience. Sample these magnificent teas and discover the delicate, complex qualities of each one. Contains five individual tins: Dragonwell, Iron Goddess, Jade Spring, White Flowery Pekoe and Jasmine Downy Pearls.

#### Consider The Gift of Acupuncture For Those in Need:

Please join us in giving the hurt and traumatized in our nation the healing, peace and recovery that only acupuncture can bring. **DOUBLE YOUR GIFT:** Donations made on our website to Acupuncturists Without Borders will be **MATCHED** by Mayway. Read more about this effort on page 4.



## Qi Ye Lian Analgesic

by Susan Johnson, L.Ac.

I will never forget the first case I treated with Qi Ye Lian Analgesic. It was 1985 and her name was Rosalis. She was a 69-year-old artist who lived in her studio very close to her art where she could work at any time of the day or night. She lived and literally breathed stained glass. I remember the actual conversation I had with May Lau, the owner of Mayway, then over on Broadway in San Francisco's North Beach. I was frustrated with the results of the arthritis formulas in patent form I had tried so far. I remember it was at least five. She recommended that I try Qi Ye Lian, but couldn't tell me too much about it.

Since Rosie was burnt out on boiling herbs and I'd tried most of the pills available- we didn't have a whole lot to lose. The only listed ingredient was Qi Ye Lian. It showed the pinyin name but at that time did not list the Latin name of Scheffler root. My gut said do it. My mind said it was irresponsible. I gave it to her anyway- what turned out to be a very good call.

Rosalis had done glass work all of her life and had lead poisoning in her hands. Every knuckle on all of her fingers were swollen to the size of unshucked almonds and both hands were a deep purple color. She complained of pain all the time but did not use any medications or aspirins to deal with it. We were in a Lightworker's group together which was how she dealt with the pain- through meditation and prayer. She took the dose recommended on the bottle: 4 pills TID. After three weeks, the first thing we noticed was a very dramatic change in the color of her hands. They turned to a slightly dusky but much more healthy rose color, and the pain lessened by 25-30%. I became determined to find out more about this Qi Ye Lian. I looked in every store in Chinatown (herb or book) for more information but found almost nothing. What I did discover is that it was hard to get, would only be available for a short time each year, and then it would be gone again. What I heard was that it was a wild herb and therefore seasonal and had limited production. I stocked up on it. I talked to my teachers, I went to the library... and found nothing.

As there were no signs of any adverse effects, we increased her dose to 6 pills TID, knowing that the recommended doses are usually conservative and that hers was a severe case. Of course we also did acupuncture. Mostly Tung's Points called Correct Tendons for the neck and upper back with 2.5" insertion on Hou Xi and Da Bai (SI 3 and LI 3) through and through the palm of each hand. Occasionally, I would cup her neck and shoulders. Even though she continued to do her art (and livelihood) working with lead and glass, slowly over the course of the following year, each knuckle returned to a normal size and the pain lessened and lessened until it was virtually gone.

We worked together for a total of 2 years and she took Qi Ye Lian the entire time along with Liu Wei Di Huang for a terribly dry mouth and Xiao Yao Wan for irritability. When I left San Francisco, I did not see Rosie for about 10 years until we met up at a memorial service for a mutual friend. I was very pleased to see that after 10 years, her hands still looked great without any further treatment.

Some time towards the end of the first year of Rosie's treatment, I was browsing the new books at China Books in the Mission, always hoping to find Qi Ye Lian, and there it was in the brand new 1986 edition of "Pharmacology and Applications of Chinese

Take 10% off Qi Ye Lian (sugar-coated) #3931S during the month of January



Materia Medica" by Chang and But. Five whole pages in fine print. I was thrilled.

Qi ye lian is derived from the root, stems and leaves of Schefflera arboricola Hayata. It has a bitter taste and a "warm" property. It is a muscle-relaxant, channel-stimulant, detumescent and analgesic. It is used as a folk remedy for pain, rheumatic arthritis, fractures, sprains, lumbago and stomachache. For you brainy types, its chemical composition is as follows. The herb has analgesic, sedative and anticonvulsant properties. The active components are organic acids including fumaric acid, succinic acid, malic acid, citric acid, γ-hydroxybutyric acid, tartaric acid, and aconitic acid. The herb also contains alkaloid, glycosides (cardiac glycosides and saponins), proteins, amino acids, resin, and phenolic substances.

Discussed at length in this Pharmacology by Chang/But, are the following effects: analgesic, sedative and hypnotic, anticonvulsant, antispasmodic on gastrointestinal muscles, bronchodilatory, uterine stimulant, cardiovascular and toxicity (which is virtually none). I cannot possibly go into "all of that" here, but I do highly recommend these books and Qi Ye Lian. Due to its stimulating effects, Qi Ye Lian is contraindicated in pregnancy.

I have personally used this formula in hundreds of cases, and am very pleased with the results. It consistently stops pain, not by blocking one's sensation of pain, but by bringing down the inflammation and increasing circulation. It is an excellent anti-inflammatory. I have found that Qi Ye Lian can take up to six weeks for good effect with some people, so do not give up too early. The only side effect that I have ever noticed is a slight increase of intestinal gas with only a few patients. It seems to work better in chronic, than acute situations though I have used it for both. Plum Flower makes it now, so it is always available. Thank you Mayway!



*Susan will be teaching advanced classes in Master Tung's Magic Points in the Mayway Conference Space beginning in December 2005. For more information or to register please call 831.661.0556 or visit [www.tungspoints.com](http://www.tungspoints.com).*

*Susan Johnson, Licensed Acupuncturist, has been practicing Tung's style of acupuncture since 1982 and licensed in California, since 1985. She studied Master Tung's Points with Dr. Young Wei-Chieh and Dr. Miriam Lee for more than 12 years and has been using them almost exclusively in her practice since that time. Susan maintains a private practice in Santa Cruz, California. She is a dynamic teacher who loves her work and is renown for her clear presentation of this style of acupuncture.*

## Acupuncturists Without Borders: Treating On the Streets of New Orleans

By Jordan Van Voast, M.Ac.



Oct. 23, 2005. Awake at 5 am. I pull the ear plugs out and the full force of generator hums, purrs and roars pound my inner ear. My brain throbs with the heavy scent of diesel. A couple of "Night buster" portable light towers illuminate Tent City with the brilliance of a night game at a sports stadium.

The soft orange glow in the east gradually begins to reflect off the New Orleans city skyline just across the Mississippi River from the New Orleans City Water and Sewer treatment facility which is my home for the next week. It is cooler this morning. I grab my pile jacket and head for breakfast at the mess tent run by the Cattleman's Meat Co. Catering Division, out of Boise, Idaho.

A food server prepares to load up my plate with several pounds of food. Most of the men working for the Water and Sewer Department look like football linemen - at least from the head down to the shoulders. Below that, bulging waist lines betray our nation's obesity epidemic in full force. I stop the server before she can heap a second pile of hash browns.

After breakfast, I walk past the mobile shower unit on my way to the laundry unit. A NY Times article posted on the camp bulletin board revealed that some of the FEMA shower trailers are costing \$10 grand a day to operate (Cost of staff and water tanker trucks). At least our camp doesn't need to pay for the tanker trucks - just hook the showers right up to the nearby water tower. Regardless, at the end of a long day full of heat, humidity, dust, mold spores, flies, and who knows what other toxic particulates, I am reluctant to complain about cost overruns in the hot shower department.

A portable TV outside the trailer shows Hurricane Wilma slamming Cancun and veering towards Florida. Now I begin to understand the psyche of Gulf Coast residents which for many has not changed post-Katrina: Just another hurricane. Life goes on. Whether the residents of this city are conscious of issues such as the impact of the levees on Mississippi River sedimentation patterns and the loss of protective barrier islands in the delta is another question.

But it's not a question I have time to ponder long. The Acupuncturists Without Borders (AWB) Group that I am part of have more immediate concerns, as do most of the people in the camp. At 8:30 am, our small group of eight gathers in the mess tent and strategize on how to serve a dozen or more health clinics scattered around Greater New Orleans with just two cars and a handful of acupuncturists.

So far, the response to our services has been one of profound gratitude: Grown men who have been working long hours in toxic clean up operations for too many days in a row show up with a blank look in their eyes and slumping heads. Women holding families together, cooking for relief camps, nurses listening all day to the tragic stories. People from all walks of life living in unfamiliar surroundings. At first they are often curious. Acupuncture? That can help with stress? "Yes", we reply.

Today is Sunday. We are driving about 10 miles east of the city to Michoud, a Vietnamese suburb. As we turn east onto Interstate 10, the full scope of the devastation begins to reveal itself. Everywhere, roofs torn off, stranded vehicles caked in dust and muck, shuttered shopping malls, billboards toppled or shredded clean of their ads, houses mangled, abandoned cars, broken glass, mattresses and garbage still scattered on the edges of roads. A large boat - perhaps 40 feet long - sits on an industrial street, several hundred yards from the nearest navigable waterway.

We pull up to the Queen of Mary Catholic Church. Mass is underway being broadcast over speakers on towers. We set up our treatment space partly underneath a canopy on the edge of the parking lot. The sun beats down on, as the loudspeakers blare with hopeful words about rebuilding New Orleans on God's time, and speeches by politicians, asking for patience.

Soon, the sermons are over, and the congregation begins to stream out towards the parking lot to get their Red Cross lunches, tetanus and Hep B shots, and occasionally, an acupuncture treatment. It's not exactly the relaxing atmosphere that I had hoped for, but the residents don't seem to mind and most seem to need little encouragement to close their eyes and enter the inner sanctuary beyond disasters and hot, noisy parking lots.

The blessings in doing this work can be summed up in many ways. Of course, as an acupuncturist, there are the rewards of working with one's colleagues, learning from each other, receiving and giving treatments to one another. I also share the dream of many in our group of developing a network of trained acupuncturists ready to respond to disasters around the world, as well as to help train underserved communities in the third world to develop their own response mechanisms and health care capabilities.

The real benefits are in terms of how they nourish the heart. AWB's work is our answer to a world which seems defined in the mainstream media by negatives - war, crime, violence, corruption, apathy, and a long list of similar attributes. I wake each morning, aware of the preciousness of life, the good fortune I have in being healthy, well educated, with abundant freedoms to develop the heart-mind of awakening, to give service.

I remind myself before I am dressed for the day that all beings wish to live happily, with inner peace, but for various reasons they do not. How wonderful it would be if I could help them, not just in a limited way, but completely, to help them obtain all happiness, inner and outer. Therefore, I resolve to do my best, to be compassionate, to not automatically think first of my own selfish needs, and to try to treat everyone with dignity, respect, and compassion.

In a more immediate experiential level, the acupuncture enables us to meet twenty to thirty strangers each day and be quickly invited past all the normal social defense layers, into an intimate space of healing which nourishes both of us, as well as everyone else in the environment.

Yesterday, a father and mother I treated talked about their eleven year old son who has had night terrors since Katrina. He wakes



*Acupuncturists Without Borders continues to ask for volunteers to donate their time in New Orleans and make this a viable, on-going organization.*

up screaming in the night. They evacuated to Houston before the hurricane and now live in a single motel room. The boy is in an unfamiliar school and is having problems fitting in for the first time.

I encourage the family to access whatever counseling services they can and remind them that everything their son is experiencing is a normal response to trauma. "Try to give your boy more time. Let him know that you are willing to listen to whatever is on his mind. Perhaps he would appreciate being able to sleep next to you in the same bed." Sometimes it is hard to know what to say.

I talk with my tent mate in the evening, Dr. Okidi from Nigeria who is volunteering with the Common Ground relief effort (<http://www.commongroundrelief.org>). "People need someone to listen", he says, "to help them unburden their hearts." Often times, just being present with a smile, an attentive ear, and a few words of hope and encouragement can make such a difference.

October 24. The eye of Wilma is hitting South Florida about now. A gusty north wind has been rattling the tents for the past 24 hours. I am told this is the outer tail of the hurricane getting sucked into the vortex.

If there is one Buddhist principle that has been revealed to me in the past five days or so, it is the principle of interdependence. How many times pre-Katrina have I driven around my city - Seattle - oblivious of the many women and men who rise each morning, managing the city's water and sewer systems? Practically every day I must confess. But without these people, a city cannot function.

**Donations to AWB made on the Mayway.com website will be matched to total an additional \$10,000. You may also send checks directly (bypassing the mayway matching program) to:**

Acupuncturists Without Borders  
37 Kelly Lynn Drive  
Sandia Park, NM 87047

**Send supplies donations to:**

Robyn Mizerrose  
341 Verret  
New Orleans, LA 70114  
(504) 366-1656

Note: At the time of publication, federal tax exempt status was pending but will become retroactive to start date of organization once approved.



Toilets quickly back up. Potable water is finished after a few days. And then people start dropping like flies. Life becomes impossible.

The kindness of these so-called strangers is vastly under appreciated. And so it is for everyone working at any job involving service of a need- the farmers, truck drivers, cooks and cashiers who provide my meal. Even the people who push our buttons are kind in that they provide the opportunity for the development of our patience and other inner resources.

One such person who is kind in many ways is Richard (not his real name), a 300 pound truck driver delivering water to relief sites around the city. He is trying to quit smoking and is coming to our tent in E-7 for acupuncture in the evening, giving me the opportunity to refine my understanding and ability to assist yet one more human individual.

At the shower house one morning, I chat with Richard over toothpaste. He wants to lose weight but smoking makes him quickly out of breath when he walks and his knees hurt. I share my thoughts about how personal transformation requires patience and effort. He listens intently as I encourage him to eat more vegetables and salad, and less meat. Of course, here at the Cattleman's Meat Company Catering division, that will be a tall order - the white flour bread, cakes, pasta and potatoes doesn't help either.

Crisis management is a poor choice for systems management, whether talking about personal health, or global society. Healthy energy flow is best maintained when it is built upon well established patterns of our everyday lives. In other words, it is far easier to fix the levee before it breaks than to clean up afterwards. It's easier to get back into physical fitness before the heart bypass operation. It's easier to be happy when we practice patience and more difficult when we indulge in anger, and so on.

May all beings be spared from every form of natural calamity. May they only create the causes for happiness and peaceful living. May they develop the deep understanding that enables them to choose their destiny consciously. May all beings be healthy and happy.

Jordan Van Voast, M.Ac.

*Jordan Van Voast is a licensed acupuncturist practicing in Seattle WA. Jordan has a background in psychology and buddhist meditation. He has volunteered with Dr. Namgyal Qusar, a Tibetan physician, serving Tibetan refugees and Indian citizens. Currently Jordan is offering his training with Acupuncturists Without Borders bringing acupuncture to the victims of the Hurricane Katrina and Rita disaster. He may be contacted at (509) 599-5500  
Links: <http://www.mandalaacupuncture.com>  
<http://www.dharmafriendship.org><<http://www.dharmafriendship.org/>>*

## The CITES Treaty: How It affects TCM

By Yvonne Lau, President Mayway Corp.

As an importer and distributor of traditional Chinese herbs and herbal products for over 35 years, we deal with many issues to get an herb from the field to your pharmacy. Quality assurance, regulatory rules, importation matters, all of these and more affect our ability to bring you the products you rely on. As a family business, our decisions are made with not only economics in mind, but with considerations of ethics and environmental issues.

Recently we have been facing new challenges obtaining certain herbs and products requiring special permits. Although we always do our best to keep inventory in stock, occasionally, we may be out of an herb or product because of our efforts to help uphold CITES requirements. CITES stands for Convention on International Trade in Endangered Species of Wild Fauna and Flora. It is an international voluntary agreement between countries, where members pledge to support business practices that ensure that the international trade of wild animals and plants does not threaten their survival. CITES does not take the place of national laws, but provides a framework around which individual governments can create domestic legislation for the protection of species. However, one basic part of the framework is that all import, export, re-export, and introduction of a CITES listed animal or plant is authorized through a licensing system. Businesses trading in CITES listed plants and animals are obliged to obtain permits in order to export the product and member countries receiving the imported product may have their own importing permit requirements.

The CITES Appendix, the list of endangered plants and animals, is divided into three groups- Appendix I, II, and III.

Appendix I lists species which no commercial trade is allowed in order to protect it from extinction.

Appendix II lists the species which are endangered, but for which limited trade is allowed. An export permit is issued only if the specimen was legally obtained and if the export will not be detrimental to the survival of the species.

Appendix III contains species that are protected in perhaps one particular country, which has asked other CITES members for assistance in controlling trade.

As CITES listed species aren't always differentiated according to country, a species which may be wild-crafted and threatened in one country may be abundant or commercially grown in another.

CITES Appendix II listed herbs commonly used in TCM include Tian Ma, Mu Xiang, Gou Ji, Rou Cong Rong and Shi hu. In the past, these herbs had been wild-crafted only, which lead to their endangerment. After their listings in the CITES Appendices, China has made great efforts to encourage cultivation. Apart from it being a member of CITES, China has realized that without further control, its huge domestic market (purported to be hundreds of times



larger than its exports) may indeed lead some species to extinction. Today, all of the CITES listed TCM herbs are being successfully cultivated except Gou Ji, which has been resistant to cultivation.

As China's domestic policies become more tightly enforced and wild species become more scarce, cultivated herbs will eventually dominate the market. However, presently at least part of the commercial supply of these herbs are still through the labor of poor herb farmers who collect herbs from the wild for extra income. Their actions make it extremely difficult for the Chinese government to assess and protect plant populations.

At its core, China's difficulty in assessing the situation of its endangered wild species and its challenges in regards to upholding CITES stems from poverty. 80% of China's population are subsistence farmers. In order to make extra money, it is common practice to strap a wicker basket to one's back and head into the mountains or woods to pick herbs. Although many conservation organizations have attempted to educate these people about the importance of conservation and sustainable agriculture, it is understandable that a person whose family is living hand-to-mouth, hungry, poor, with little or no financial resources or security would put their own survival needs above the welfare of a plant or animal.

For Chinese manufacturers, the availability of wild-crafted endangered herbs make it difficult to acquire export permits. To maintain CITES, the Chinese government needs to verify that the herb was cultivated, or if the herb was wild-crafted, to assess the wild population before it can decide whether to issue a permit or not. China's CITES offices must also keep track of the total quantities being exported to ensure the sustainability of the species. Verification, research, reporting, and the bureaucratic process can take months. Although we try to order well in advance, in the past year this documentation process has taken much longer than before as the Chinese government is reassessing its verification and tracking system. This situation has held up the arrival of several of our products this past year.

At present, we have contacted the World Wildlife Fund and Traffic, international NGOs (Non-governmental Organizations) to see if we can help organize and participate in programs to cultivate endangered herbs on a larger scale. We hope to support projects that not only encourage education and sustainable farming practices, but those that address the human factors that lead to the endangerment of plant and animal species.

For more information visit [www.cites.org](http://www.cites.org), [www.traffic.org](http://www.traffic.org), [www.worldwildlife.org](http://www.worldwildlife.org).



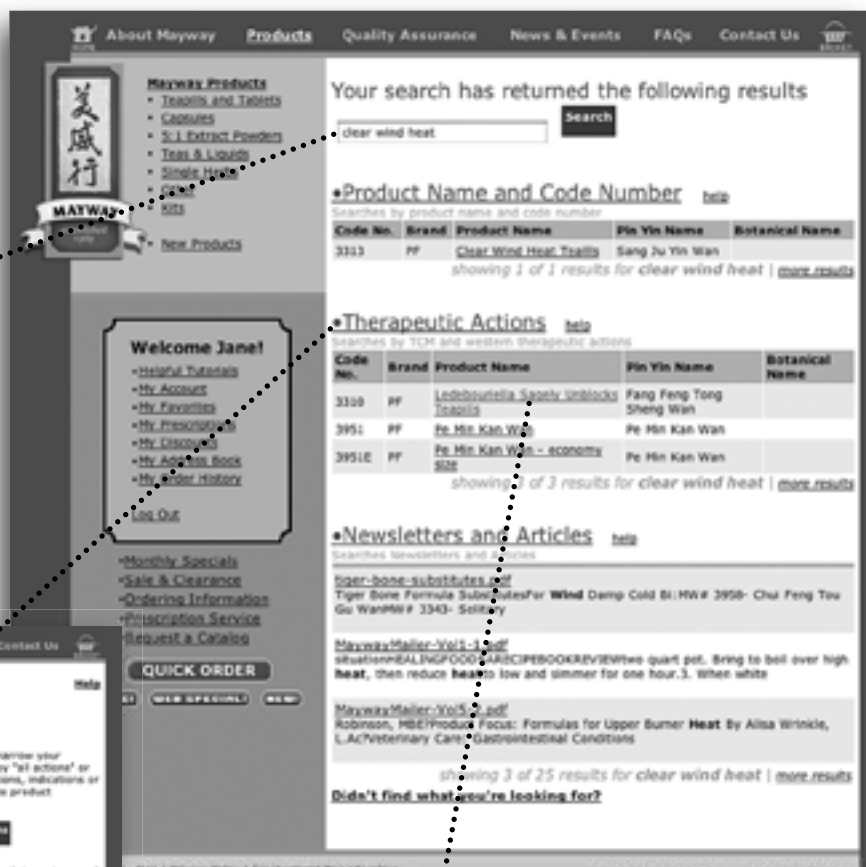
*Mu Xiang*

# New Online Product Guide For Licensed Practitioners at MAYWAY.COM

Log in to access the fully searchable product guide and type in your inquiry.



View and compare formulas on the Therapeutic Actions page.



Set up a web account at mayway.com and get access to even more advantages:

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# Monthly Specials

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The MAYWAY MONTHLY SPECIALS are specially discounted items for the month indicated. Take 10% off the selected products.

## January:

Practitioner: Qi Ye Lian (sugar-coated) #3931S  
Retail Pharmacy: Gingko Biloba Capsules #3969

## February:

Practitioner: Shen Ling Bai Zhu Pian (sugar coated) #3915S  
Retail Pharmacy: Dang Gui Capsules #3047

## March:

Practitioner: Tian Tai Wu Yao Wan #3399  
Retail Pharmacy: Wu Hua Cha/Five Flowers Tea #2552sm

## April:

Practitioner & Retail Pharmacy: Chen Chin Chi Tai Wan #3412

## www.mayway.com

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Phone 1.800.2.MAYWAY or 510.208.3113, Fax 510.208.3069

## Mayway News

### Mayway News & General Announcements

#### Credit Card Processing System:

In order to cut down on processing time we will now be requesting CV (card verification) numbers and billing address with credit card payments. As required by law, the CV numbers will not be stored in our database. Please have numbers ready when placing orders. Net terms are also available, please request a credit application with your next order or download them from our website at <http://www.mayway.com/downloads/mayway-credit-application.pdf>

#### The New Harvest has Arrived:

Many sulfur-free herbs are seasonal and thus limited to stock on hand. The following herbs are now available:

- Gou Qi Zi/Lycium Chinensis Fruit
- Chuan Hua Jiao/Zanthoxylum bungeanum fruit
- Dang Gui slices/Angelica sinensis root
- Ku Shen/Sophora flavescens root
- Fu Ling/Poria Cocos curl-cut
- Suan Zao Ren/Ziziphus jujuba seed
- Bai Shao Yao/Paeonia lactiflora root
- Huo Ma Ren/Cannabis sativa seed
- Jin Di Luo/Drosera burmanni
- Shi Chang Pu/Acorus tatarinowii herb

Information contained in this newsletter is provided to assist trained practitioners of traditional Chinese medicine with selection of products. It is not meant to be used as a guide for treatment or diagnosis. If you are not already familiar with these formulas or concepts please consult a licensed practitioner of Chinese herbal medicine and/or more in-depth reference materials. Statements made in this newsletter have not been evaluated by the FDA.

#### Extract Powders:

We have recently contracted with a new factory that uses a revolutionary patented extraction method that creates extracts that are more true to taste and smell and have a higher concentration of essential oils. These new lots are marked on the bottom of the bottle with the letters "CD" followed by numbers. More information on this new process will be featured in the next Mayway Mailer.

#### Environmental Update:

In our continuing effort to reduce packaging waste, new shipments of Minshan® brand teapills from the Lanzhou Foci factory will no longer be wrapped in clear plastic.

#### Sale and Clearance:

Go to [mayway.com](http://mayway.com) for a 30% on certain Plum Flower® Products.

For your full-color catalogue  
call 1-800-2-MAYWAY  
or go to [mayway.com](http://mayway.com)

