

## Immunocal® Earns a Place In The U.S. Physicians' Desk Reference

A Proud New Page in the History of Immunotec



Our credentials set Immunotec Research Ltd. apart. We determine the industry standard with our pharmaceutical-grade product Immunocal. Our product

is patent-protected, backed by medical research and eligible for reimbursement coverage. And now it is with pride that we announce Immunocal's inclusion in the 2000 Edition of the U.S. *Physicians' Desk Reference*.

Physicians have relied on the PDR for up-to-date information on prescription drugs for over 50 years. It is considered the standard prescription drug reference and can be found in virtually every physician's office, hospital and pharmacy in the United States. You may have already seen it - it is the huge volume your doctor consults when prescribing a new medication.

Immunocal's inclusion is a reflection of our credibility within the medical community. A result of our recognition by Medicare/Medicaid.

The publisher, Medical Economics, also produces smaller, companion volumes featuring herbal medicines and non-prescription drugs. These may contain references to our competitors. Only Immunocal is included amongst the 4000 entries in the PDR.

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## Setting The Standard Immunocal vs. the Competition

As an Immunotec entrepreneur, you're constantly responding to questions about Immunocal. People naturally want to know more about the product, how it works, the science behind Immunocal, etc. Some of the most frequent questions that Immunotec entrepreneurs have to deal with relate to how Immunocal is different from other whey-based products. These questions are usually asked in two instances:

- When competitive products make similar claims
- Whenever Immunocal is higher priced

So, how is Immunocal different from other whey-based products?

One typical response is to present a long list of scientific data and graphs showing comparative biological activity and immune response, etc. One of the problems with this method is that numbers can be easily manipulated to generate a positive outcome. In reality, however, results in the real world are all that matter. As John Molson, Vice-President of Research & Development at Immunotec says, "The only real way to measure the bioactivity (effectiveness) of Immunocal, and any other product for that matter, is *in vivo* (human) studies."



The fact is that the research most competitive whey products use as a basis for their claims was conducted by Gustavo Bounous M.D. and his team in the development of Immunocal. Unlike Immunocal, these other products have not withstood the test of real research. Whether they actually work is anybody's guess.

*Immunotec Research Ltd. is a dedicated network marketing company, committed to the pursuit of financial freedom for our entrepreneurs by providing the highest quality health products backed by medical research and the credibility of the scientific community. (Immunotec's Mission Statement)*

Medical research and the credibility of the scientific community set

Please see **Immunocal**, page 3

## The Doctor Is In In Conversation with Dr. Mazlen

*Dr. Roger Mazlen is a senior attending physician in endocrinology and metabolism at Mount Sinai hospital in New York City. He is a trained clinical pharmacologist and a member of the American Society for Clinical Pharmacology and Therapeutics. He is the host of a radio program on WEVD in New York dedicated to discourse on the latest research in the medical field. In October, Dr. Mazlen will be a participant at "Summit 2000" - Immunotec's largest annual gathering.*



Dr. Roger Mazlen

**Q:** Dr. Mazlen, can you tell us what areas you are concentrating on with your new studies and what role Immunocal plays in them?

**A:** I am currently involved in an ongoing study of prostate cancer utilizing and measuring the effects of Immunocal, and am also at the design stage of research for a clinical study of patients suffering from Chronic Fatigue Syndrome. Actually, in the case of Chronic Fatigue Syndrome, I have been involved in research determining the viral agents that cause the disease for the last ten years.

**Q:** So the research with patients suffering from prostate cancer is in full swing?

**A:** Yes. The experiment has been ongoing since last summer. We are using Immunocal as an adjunctive treatment with those patients who are receiving treatment but not responding to it, and

with patients who are not currently receiving treatment. Prostate cancer may be either malignant or benign, so we are actually testing Immunocal on

two groups: those suffering from benign prostatic hypertrophy where the biopsy has proved negative, and on those actually suffering from prostate cancer. Patients receive Immunocal accompanied by Immunotec's Co-Factor Multi-Vitamin Supplement that augments its effects. Treatment is open-ended so long as the patient benefits.

**Q:** Have you been able to draw any definite conclusions from your study of Immunocal with prostate cancer patients?

**A:** While it is early yet for any final conclusions, we are extremely encouraged by the preliminary findings and are looking for ways of expanding our study in the hopes of finding more numerical data. We have had preliminary success with prostate cancer patients where test results reflected

Please see **Dr. Mazlen**, page 4

# Immunocal Impacts AIDS Community

## David Miller & Jeannie Gibbs, Activists

David Miller is a full-time scientific consultant for Immunotec.

To speak of David Miller and his wife Jeannie Gibbs as activists is a gracious understatement. The couple have been devoted to helping those suffering from HIV and AIDS on multiple levels for many years. Since they themselves have been struggling with life with HIV they have a unique awareness of the virus' debilitating effects. As trained clinicians and scientists they have an evolved knowledge of how AIDS painfully destroys an individual's immune system. They actively fight to help sufferers and are pursuing research to ensure individuals receive the treatments that will prolong and raise their quality of life.

**"With many prescriptions unaffordable, the alternative therapies take on added significance."**

Miller was first exposed to Immunotec Research Ltd. at the New Life Expo in New York City while he was a volunteer for the New York State FDA Health Board Task Force. Miller was impressed with the simplicity of Immunocal: a whey protein concentrate that raises glutathione levels in order to maintain a healthy immune system. He was even more impressed when he noted the positive effects that his wife experienced with the product. What he saw was extraordinary improvement in less than two months of use, and a new avenue to explore for the vast community of people affected by the insidious disease. A simple product, but with enormous potential. Most people with AIDS suffer from malnutrition due to massive doses of anti-viral drugs - if they don't eat, their bodies cannot absorb the drugs. By

taking vitamin and mineral supplements aggressively, they substantially increase their chances for a longer life.

Miller is working to increase the profile of Immunocal within the pharmaceutical industry by focusing attention on its scientific background. He is organizing an observational study that will be a retrospective analysis of 100 patients on Immunocal.

Attention must be given to the high costs and difficulties in obtaining treatment for AIDS patients. With many prescriptions unaffordable, the alternative therapies take on added significance. Despite the presence of buyer's clubs like Direct AIDS Alternative Information Resources (DAAIR), who provide vitamins, minerals, and nutraceuticals at only a 10% mark-up, many people are still left with little choice and even less hope.

Jeannie Gibbs is one of the founding members of GAARI - Global African AIDS Relief Initiative (Swahili for "life") - that provides medicines for impoverished areas of Africa where there is no available treatment. It is now one of the

**"I hate this virus. I've never seen anything worse. We have some options to make things better."**

leading HIV donation organizations in the world. Originally conceived at the 12<sup>th</sup> World AIDS conference, it began by collecting drugs from patients who donated them. Miller and Gibbs have now seen that Immunocal is supplied to GAARI in order to help those less fortunate than themselves who are suffering from HIV and AIDS abroad.

When asked how he continues to pursue his work with such fervor up to 20 hours a day, Miller simply states: "Hate. I hate this virus. I've never seen anything worse. We have some options to make things better."

Together David Miller and Jeannie Gibbs pursue their active crusade to improve the lives of those suffering from this disease, and urge individuals and industries alike to join the fight. 🌟

*The couple's level of commitment to their work is reflected in their activities:*

### David Miller

- Has worked for 5 years in the education department at the AIDS Center of Queen's county
- Clinician at the Mt. Sinai School of Medicine Jack Martin AIDS Fund Clinic
- Completing an MPH-PHD in Epidemiology
- Affiliated with ACT-UP, the largest AIDS service and advocacy group in North America
- Attended the 12th World AIDS Conference in Geneva
- Will attend the International Conference on Anti-Microbiological Agents and Chemotherapy where he will run a poster session that will involve Immunocal

### Jeannie Gibbs

- Senior editor for the International Chronicle of Therapeutic Developments in AIDS Research
- A founding member of GAARI (Global African AIDS Relief Initiative)

*These are astounding accomplishments for anyone, let alone two people infected with HIV; a credit both to their choice of treatment and their unwavering determination.*

## The Entrepreneur

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Please send your ideas in writing to:

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888-462-3397  
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888-917-7779  
Health Care Support & Ordering:  
877-424-5050  
Head Office (Main number):  
450-424-9992  
Fax Number:  
450-424-9993

Training Call (Mon. 10 p.m. EST):  
619-707-8015 (access # 5050)  
Opp. Call (Thurs. 10 p.m. EST):  
800-991-9019 (access # 941925)  
Sizzle Call (24 hrs./7 days):  
888-784-2222  
Replay:  
415-273-6003  
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Order reprints of "The Entrepreneur":

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100 for \$20.00  
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*The statements made throughout this issue have not been evaluated by the FDA or Health and Welfare Canada. The products are not intended to diagnose, cure, prevent or treat any disease.*

Printed in Canada

## Free Advertising! Promotion of Entrepreneur Meetings

Networking - that's what it's all about! And to the best of our ability, we want to give you a chance to network with fellow distributors.

Send us the particulars about the Business Opportunity Meetings and Training Sessions that you are planning ...

and we'll do our best to make people aware of them. We have a growing list of tools at our disposal - our web site, the Immuno-Tel system, fax flashes, check inserts and more.

Please be sure to give us sufficient lead time... and don't forget the details -

date, time, place, price of admission, host, speaker. Publication will be subject to space restrictions and availability.

We look forward to helping you promote your events! Send your information to the attention of the Marketing Department - by fax to (450) 424-9993 or by email to: [kathryn@immunocal.com](mailto:kathryn@immunocal.com).

# Aloha Hawaii!

## Top Recruiter to Win Trip for Two



Kaanapali Alii Resort, Maui, Hawaii.

We now have more details on the Hawaii prize package for the President's Award winner as this year's top Immunotec recruiter.

In early January 2000, we will announce the name of the entrepreneur who sponsored the most new Venture entrepreneurs since the President's Award was instituted in

February 1999. The entrepreneur with the highest number of directly-sponsored new Ventures will earn a trip for two to Hawaii, including airfare and accommodations for one week.

The winner will stay at the deluxe Kaanapali Alii Resort, located on the beautiful island of Maui.

As of September 30<sup>th</sup>, the top twelve year-to-date standings were as follows:

John Altshuler, Iowa	25	Steve Petrosino, Ohio	18
Lise Lebel & Sylvain Dion, Quebec	22	Lung Chen, Texas	18
Peggy Iwama, British Columbia	22	Melvin Karsten, Michigan	17
Sandi Walper, Alberta	20	Sonia Tsai, Ontario	17
Jeanette Gagnon, Quebec	19	Bob Page, Florida	17
Judd Anderson, British Columbia	18	Lucie Bouchard, Quebec	17

Be sure to check our website for the most recent standings or, if you're on the Immuno-Tel system, you'll receive an update automatically. 🌟

## Immunocal

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Immunotec apart from most other network marketing companies. In contrast to other companies in the industry, we do not use or endorse the use of testimonials. We choose instead to use scientific research and clinical studies to validate Immunocal. Immunotec invests heavily in independent clinical research - and the resulting credibility pays off for our entrepreneurs. This far-sighted corporate investment strategy is unusual in the industry.

Why has Immunotec chosen the research route? First of all, because the development of Immunocal is a culmination of over 20 years of research by Dr. Gustavo Bounous, M.D. His work is still cited by the competition. Secondly, clinical research and independent trials are the only recognized methods to substantiate health claims. Finally, and most importantly, at Immunotec we are convinced that our research into Immunocal's ability to raise cellular glutathione in humans will have far-

reaching implications in both health maintenance and disease prevention.

We are a different kind of network marketing company with a truly remarkable product - Immunocal. 🌟

- IMMUNOCAL**
- Pioneered the research into why proteins
  - Clinically proven to raise intracellular glutathione
  - Covered by Medicare/Medicaid
  - 5 U.S. patents, 1 Canadian and 1 Australian
  - Ongoing clinical research
  - Listed in the highly respected *Physicians' Desk Reference* (PDR)
  - Listed in the pharmacists' *Red Book*
  - Individually packaged dosage for purity and freshness
  - Not instantized for maximum bioactivity
  - Third party validation
  - Abstracts on Medline and Pubmed (Internet)
  - Books/publications on Immunocal

# Summit 2000 Results

## Congratulations to All Qualifiers

Immunotec would like to congratulate and acknowledge all qualifiers for the Summit 2000 event in October at

Mont Tremblant, Canada. A total of 95 distributors qualified either for a full event package or a land package. 🌟

Full Package			
J. Altshuler	L. Currie	M. Lebel	R. Plamondon
A. Anderson	M. Dagenais	S. Lowy	C. Rosang
Dr. J. Anderson	E. Dion	D. Luboff	P. Schaffer
J. Anderson	V. Dominguez	J. Marcoux	S. Schaffer
Anomaly Profiles	J. Gagnon	J. McCallum	J. Spencer
S. Azevedo	T. Guengerich	H. Meghdadi	Team Immunotec
D. Binnie	A. Hansen	F. Melançon	Top Gun
L. Bouchard	F. Harpain	J. Mollohan	J. Tsai
J. Bradner	L. Hawker	J. Moncrief	M. Tsai
B. Carella	J. Hawley	R. Motyka	T. Tsis
H. Chan	P. Iwama	B. Mulgrum	J. Viau
W. Cheung	C. Kralik	S. Petrosino	S. Walper
V. Cupler	L. Lebel & S. Dion		
Land Package			
F. Arbarpour	M. Gray	M. Motyka	S. Shaffer
M. Blink	M. Hackett	C. O'Brien	S. Silvers
A. Borsenko	E. Hays	G. Ouellet	S. Skollar
C. Bray	A. Imbault	A. Owusu	M. St-Cyr
V. Brown	M. Karsten	V. Pitti	C. Swartzentruber
J. Brundage	C. Lavoie	K. Randall	P. Tsu
C. Burke	J. Levis	W. Rapp	C. Veilleux
F. Chow	D. McNab	J. Raughton	R. Weldon
K. Eyrich	M. McPherson	A. Recinto	B. White
E. Fortin	R. Miller	Roberts Future	L. Yu
C. Gagnon	D. Montgomery	J. Scheetz	

## Reference

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No longer will entrepreneurs need to give lengthy explanations to members of the healthcare community. A simple reference to the PDR will put the documentation at their doctor's fingertips.

The *Physicians' Desk Reference* - another tool that proves Immunocal's uniqueness. Immunotec Research - our emphasis on credibility reaps rewards.

We're in the *Red Book* too! The Pharmacist's primary reference, the *Red Book*, has been in use for more than a century. Used as a source for accurate product information and prices on prescription drugs and over-the-counter products as well as accessories and supplies, the *Red Book* is published annually. It contains hard-to-find reference information to assist in third-party and government reimbursement... and answers the clinical questions common in the industry. Rated the most useful non-journal book in the pharmacy. And Immunocal is there! 🌟

# Congratulations!

## President's Award Winners Go to Tremblant

During the months of June, July and August, winners of the President's Award automatically earned all-inclusive packages to Mont Tremblant for the Summit 2000 Meeting on the Mountain - and special recognition at our Fall Event.

The Eagle Trophy is awarded monthly to the entrepreneur who recruited the most front-line Ventures in the network. The end-of-the-year winner earns a deluxe vacation in Hawaii. (See *Aloha Hawaii* article) 🌟



Sandi Walper



John Tsai



Douglas Binnie

# New Immunocal Mixer

## Improved Blender Makes Mixing Foolproof



The new and improved Immunocal blender.

Immunotec now has a brand-new way to help you mix your Immunocal. The new battery-powered blender is an upgraded version of a previous model that some of you may have seen.

Immunocal is a great product - but it has always been a challenge to mix the powder in liquids. This is because

Immunocal cannot be mixed "aggressively," or heated, without losing the product's bioactivity.

Although some consumers mix Immunocal in yogurt or applesauce, etc. without any problem, the majority prefer to mix it in their favorite liquid, usually fruit juice. Until now, Immunotec recommended using the Immunotec shaker or making a paste out of the powder before adding the remaining liquid.

Now the new, improved Immunotec blender takes the hassle out of mixing Immunocal. Simply pour the liquid in the blender, add Immunocal, close the cover, press and hold the mix button for approximately 30 seconds. Presto! The powder is completely dissolved into a smooth, creamy consistency. No lumps! You can even drink right out of the blender.

Clean-up is a breeze. Simply detach the container from the base and wash with soap and water. The base should not be immersed in water. Be sure to contact Customer Service for more details.

## Dr. Mazlen

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lower levels of Prostatic Specific Antigen (PSA) in the benign cases. One of those cases concerns a cancer patient who had a remarkable experience where the disease was completely widespread last summer and the PSA level was about 200, which is far too high. One year later, after using Immunocal, the level is way down and the patient shows no evidence of cancer spread. It is clear that Immunocal played a substantial role. Needless to say, I am not shy in stating my belief in the beneficial effects of Immunocal.

**Q:** How did you first hear about Immunocal and Immunotec Research?

**A:** During exchanges of information on the Internet involving Chronic Fatigue Syndrome, the company and product were spoken of favorably. There is an interest in Immunocal and in the theory of how raising the level of intracellular glutathione is beneficial for an individual's health. Soon after hearing of the product, I had Dr. Gustavo Bounous and Mr. John Molson of Immunotec on my radio show on WEVD in New York to discuss it in more detail. The show is a terrific forum for discussion of significant studies that examine the causes and treatment for conditions that people want to know more about. We now have a world-wide audience and I can tell you that there was substantial

interest shown in Immunocal following that one-hour special.

**Q:** Earlier you mentioned your research with Chronic Fatigue Syndrome. Are there similarities with your research on Immunocal and prostate cancer, or is it a distinctly separate project?

**A:** The studies are quite different in both design and detail. I am in the process of organizing a multi-centric trial on Chronic Fatigue Syndrome with Immunocal as a treating agent. The two studies cannot really be directly compared since Chronic Fatigue Syndrome is a more difficult disease to diagnose and evaluate. There are many biochemical parameters that need to be monitored during the clinical trial, and more laboratory work is needed to assess a patient's response to treatment.

**Q:** What hope can we offer to those awaiting the results of researchers such as yourself?

**A:** I believe that we will soon be able to offer more than just hope. Prostate cancer is the number one cancer killer among men, and as I stated earlier, preliminary results reflect a prelude to bigger and better things. Chronic Fatigue Syndrome demands more in-depth examination due to the nature of the disease. Because of the limited research

# Market Leaders

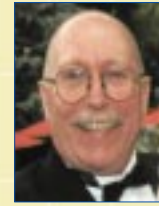
## Blue Chip



Susan Lee Forno  
AZ



Steven Petrosino  
OH



William Rapp  
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Anita Ruiz  
CA



Wendy Cheung  
ON



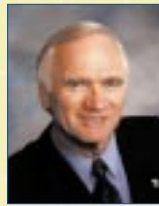
Lucie Bouchard  
QC



Doug & Mae Drysdale  
ON



Lise Lebel & Sylvain Dion  
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Roger Patola  
ON



John Y. Tsai  
ON



Martha Tsai  
ON



Anita Weiss  
ON

## BLUE CHIP (photo unavailable)

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|--|--|--|
| <ul style="list-style-type: none"> <li>■ Cupler Virginia - MD</li> <li>■ Noland Janis - FL</li> <li>■ Page Bob - FL</li> <li>■ Potentials Development - NY</li> <li>■ Rapp William &amp; Jane - NY</li> <li>■ Suttles James H. - MD</li> <li>■ Borsenko Alec - ON</li> <li>■ Chan Ho Yen - ON</li> <li>■ Fabisz Miriam - ON</li> <li>■ Harpain Franz - BC</li> <li>■ Ip Catherine - ON</li> <li>■ Iwama Peggy - BC</li> <li>■ Lariviere Nicole - QC</li> <li>■ Lukinuk Brendt - AB</li> <li>■ Motyka Mary - QC</li> <li>■ Reodica Armando - ON</li> <li>■ Rosang Cliff - BC</li> <li>■ Zobel Alicja M. - ON</li> </ul> | <ul style="list-style-type: none"> <li>■ Eagle Crest Resources - VA</li> <li>■ Ferenci Mary - NY</li> <li>■ Herman Sarah J. - SD</li> <li>■ Hume David L. - TX</li> <li>■ Judith A. Koski - IA</li> <li>■ Kaiser Olga - CA</li> <li>■ Lucas Andrew E. - CA</li> <li>■ Nebbeling David P. - MI</li> <li>■ Niederhauser Mary Lynn - IA</li> <li>■ Noland Janis - FL</li> <li>■ Schaffer Sharon L. - FL</li> <li>■ Scheetz John - IA</li> <li>■ Silver Steven - FL</li> <li>■ Thompson Wendie - WI</li> <li>■ Weldon Robert I. - FL</li> <li>■ Wendt Lynn M. - MI</li> <li>■ White Lyn - CO</li> <li>■ Wu Tien-Lung - CA</li> <li>■ Young Carol - ID</li> <li>■ Bataga Rizalino - ON</li> <li>■ Berthiaume Christine - QC</li> <li>■ Bray Colette - ON</li> <li>■ Brundage John &amp; Jennifer - ON</li> <li>■ Chan Pui Yen - ON</li> <li>■ Chan Elizabeth - ON</li> <li>■ Chang Kitty - ON</li> <li>■ Cheng Chu Li - BC</li> <li>■ Dagenais Marion - QC</li> <li>■ Dave Star Enterprises - ON</li> </ul> | <ul style="list-style-type: none"> <li>■ Dion Estelle - QC</li> <li>■ Ford John R. - ON</li> <li>■ Fortin Ernest - QC</li> <li>■ Gagnon Germain - QC</li> <li>■ Genest Lucie Bouchard - QC</li> <li>■ Gray Monica R. - ON</li> <li>■ Harpain Franz - BC</li> <li>■ Iwama Peggy J. - BC</li> <li>■ Lamarche Evangeline - QC</li> <li>■ Lanthier Gilles - QC</li> <li>■ Lavoie Claudine - QC</li> <li>■ Le Cren Frederic - QC</li> <li>■ McPherson Mary - ON</li> <li>■ Mills Marie - ON</li> <li>■ Montgomery Don J. - ON</li> <li>■ Pinder Catherine - ON</li> <li>■ Randal Keith - ON</li> <li>■ Reodica Andy - ON</li> <li>■ Reodica Armando - ON</li> <li>■ Rideout Jeanne Mary - ON</li> <li>■ Rosang Cliff - BC</li> <li>■ Saint-Germain Pierre - QC</li> <li>■ Samuels Pauline E. - ON</li> <li>■ Thompson Camelia - QC</li> <li>■ Tin Suk - ON</li> <li>■ Veilleux Claire - QC</li> <li>■ Wolny Janusz - QC</li> <li>■ Zobel Alicja - ON</li> </ul> |
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## FORTUNE

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|---|---|---|
| <ul style="list-style-type: none"> <li>■ Aliberto John Vincent - NJ</li> <li>■ Azevedo John T. - CA</li> <li>■ Bentley David - CT</li> <li>■ Cales Nancy - IL</li> <li>■ Chay Whiteleon - NY</li> <li>■ Claire Barbara - KY</li> <li>■ Clayton Melinda - NY</li> <li>■ Corbo Timothy R. - CA</li> <li>■ Doran Michael - IA</li> </ul> | <ul style="list-style-type: none"> <li>■ currently available, there is hope just in the fact that attention is being paid to the problem. I see Immunocal as a potentially valuable treatment modality and I think it is important to note that I prescribe it to patients other than those mentioned in these specific studies.</li> </ul> | <ul style="list-style-type: none"> <li>■ this to be a rewarding experience. My extensive work with Chronic Fatigue Syndrome and prostate cancer will hopefully supply some important findings which would be very exciting and thrilling for me. I feel that I'm doing something substantial in these areas.</li> </ul> |
|---|---|---|

**Q:** With all your years dedicated to research and helping people, what legacy would you like to leave?

**A:** I would like to make a contribution to the clinical aspect of medicine while relieving people's suffering and consider