

WELLNESS ESSENTIALS CD #02

“THIEVES”

Panel Discussion, Product Information, 33 Ways to Use Thieves, The Power of Thieves

Hello everyone, welcome to this, the second edition of Young Living's Wellness Essentials Audio Series. My name is Justin Harrison from the Business Development Department at Young Living Essential Oils. Today we are going to be discussing one of Young Living's most exciting and most popular product lines, Thieves.

Justin Harrison - Introducing Dr. Hill

We have several exciting guests with us this morning. Our first guest is Dr. David Hill. He is our Director of Science and Education at *Young Living Essential Oils*. Many of you have had the privilege of hearing him speak or present around the country. He's known as one of our industry's leading experts on essential oils and their uses.

We also have with us three of our distributors this morning who have become proficient at using the *Thieves* product line in their homes, and they are going to share with us their suggestions and how they use these products. First, we have Alan Steele from Salem, Oregon. Also, we have Marion Baxter from Orem, Utah and Marjorie Skidmore from Salt Lake City, Utah.

First, let's begin with my good friend, Dr. David Hill. Dr. Hill, you were just telling us this remarkable story about how *Thieves* actually came about.

Dr. David Hill - How *Thieves* Got its Name

Yes, there is actually a really interesting story on how *Thieves* was developed, but before we get into it, I would like to make just a quick point about the essential oils in general, and that is the concept that even though essential oils now are becoming main-stream (there is more recognition associated

Justin

That was an amazing story, and it's so important to understand the history behind what brought this blend of essential oils together.

Dr. Hill, it seems obvious from what you've told us that these oils are very powerful, extremely effective, and have been tried and true for centuries. What does this mean for us today?

with essential oils), we find them in all kinds of different products.

Actually, they are not something that's new. They have existed for a very long period of time. Almost since the beginning of time there are references to the use of essential oils, not in just traditional texts, but also in medical texts very detailed outlines of how they were used for treatment and therapies.

The story of *Thieves* is something that illustrates that very well. Think about the bubonic plague—here was a time where spice trading was very pronounced in the culture, and yet still there was this great plague that swept through all the land. Many of the people who were infected with that disease were left to die. They were not approached by anybody at the time because everybody was afraid of being infected as well. There was a band of thieves who actually used the essential oils and were able to protect themselves from that plague and other infections of the day, and there was a great interest that was developed with that. Later, there were discoveries of what those essential oils were, oils like *clove* and *rosemary*.

Those essential oils are what *Young Living* has taken—those very oils. From them Gary Young has formulated what we now know as *Thieves* essential oil blend.

Dr. Hill - Today's Application

I think there are a couple of key things. First is “tried and true.” What does that really mean, meaning that it does have a rich history, not something that's new, as I expressed a little bit earlier. But also talking about in the day and age that we now have, we are exposed to things that we've never been exposed to before. Disease and illness in general, is rampant within this country and all throughout the world. We're really not winning the war against disease.

We're really not winning the war against improving our health, and I think we all agree if we are very honest with ourselves and with others, we are beginning to decline, and this is perhaps why we're starting to have more recognition for things like essential oils.

Antibiotic Resistance, Center of Controversy

You can take some things in particular to look at. What about antibiotic resistance? Here is something that is the center of a lot of controversy in this country and elsewhere within the world because very quickly, antibiotics have run their course (if you will) in the medical arena. Even at the very earliest introduction, it was just a short period of time (within just a few years) that bacteria had begun to develop resistance to the types of pharmacology we were using, and now that means something very different than what it meant then.

The types of bacteria that we are exposed to (because of that mutation that's developed, that resistance that they've developed to our traditional forms of treatment) means that these very common bacteria—things like staphylococcus—now are resistant and they can kill you, and so we need answers.

Mold Issues are Rampant

And we can look now on the horizon and see very exciting research that says that *Thieves* and other essential oils have very powerful benefits. Look at things like mold, yet another powerful use for this combination of oils that make up the essential oil blend of *Thieves*.

For example, it may surprise you to know that up to 70% to 80% of all women in America suffer from some type of a mold infection; 30% to 40% of all men suffer from some type of a mold infection, so the *Thieves* oil itself is something that I look at personally, and I don't understand why everybody in America would not want to use this on a regular basis. It is that powerful because of the combination of those oils as they are blended together.

Which brings in another point, and that's the synergy that's associated when we blend oils, and many times that provides for us the answers that we need.

Justin

see that our health in general has begun to decline. More importantly, the options that we have for health

So what is it about this *Thieves* oil blend that makes it so effective?

Dr. Hill - Effectiveness of *Thieves* Blend

Well, we talked a little bit about synergy, about blending of the oils. Let's talk about the oils that are associated with *Thieves*. We have *clove*, we have *cinnamon*, *rosemary*, *lemon*, and *eucalyptus radiata*. We'll stay away from the chemistry, but we do need to make a point that when we talk about essential oils, one of the things that makes them so advantageous to us is the idea that they are very complex in their chemistry. It's not just a single component—and this is what we always try to do with western medicine—this is the whole premise of pharmacology is if I can isolate activate ingredients or components, then I can use that to fight a process within the body or eradicate something that's occurring to the body.

Complexity of Oils Gives Power

Essential oils are different that way. They are very complex in their chemistry, and that complexity gives them great power in terms of being able to prevent resistance. You look at the essential oils of all of these oils we've talked about—*clove*, *cinnamon*, *rosemary*, *lemon*, *eucalyptus radiata*—they have some common and some similar points. First off, they all have monoterpenes.

Robert Koch was an individual who won a Nobel prize in the late 1800's for his discovery of microbes associated with anthrax. I think the discovery he had a few years later is even more important, and that was the discovery that essential oils are complex in their nature, and specifically it's the monoterpenes.

I want you to understand a very key concept that if people could really understand completely, they would understand why I (and others) say you need to use essential oils every day in every way. Every single essential oil—I am not aware of any that don't have monoterpenes in their structures.

Look at *clove*. *Clove* has been used in dentistry for hundreds of years. *Rosemary* is interesting because it has something that's called eucalyptol, and eucalyptol is also found, ironically

enough, in *eucalyptus radiata*. Lemon—we talk about any of the citrus oils we can put into this category.

Everybody always wants to talk about limonene (which is a monoterpene) and that's why these oils are so powerful as a blend

Justin

You know, Dr. Hill, as I have traveled over the country in these past few years, there is a question we receive on a regular basis, and as you know, there are many essential oils out on the market today. What makes *Young Living's Essential Oils* so different from all the other brands out there on the market?

Dr. Hill - What Makes the Difference?

This is actually a question that I get all the time, and it's one I get a little bit passionate about because there are lots of oils now that exist that I call "five and dime oils." Maybe that's not a fair way to categorize them, but literally, you can almost buy them at the five and dime store—and that's not really what you want to do, and I'll tell you why.

In fact, just recently I had the opportunity to visit with several doctors. I was down in south Florida and they asked me the same question about some of the essential oils, and the point was made that these essential oils we're dealing with, first off, are living, whole, energetic substances—a little different than when we start talking about herbs or some of the other things that we traditionally only think of within herbal medicine or natural medicine—these are live substances. They haven't been dried; we haven't removed anything from them.

Young Living is very unique as a company because we have a belief—it's more than a belief—I would say that it's something that we look to champion. I would say it's something that Gary Young has been extremely passionate about and has dedicated literally his life's work to, that essential oils, in order to be effective, must be maintained for all of their chemical properties and components just as they were found in nature.

Most companies aren't willing to go the extra effort or to put the time and resources into making that happen, but *Young Living* won't produce an oil, *Young Living* won't utilize an oil that doesn't meet that criterion, and the reason why is because we are desperately concerned with, if we are going to change people's health, if we are going to empower

them to do something different with their health, we must provide a product that is efficacious. We must provide a product that is able to be utilized within the environment of your body. It has to be bioactive; it has to be synergistic with how it functions within the normal in normal body physiology. That's what the oils do.

So pure, therapeutic grade essential oils means that these oils are unadulterated, means that these oils are pure, that these oils do what we expect them to do within the body, and that is to promote health.

Justin - Introducing Alan Steele

Dr. Hill, I appreciate that you've used the word "champion" in the statement that you just made. We do feel that it is our responsibility to champion essential oils, and what I mean by that is that we, as a company, will never compromise the purity and efficacy of our essential oils. That is something that we are all proud to stand behind and believe in.

Now let's chat with one of our distributors that's joined us this morning. Alan, you've been using essential oils now in your home for about 15 years, and as we have just heard some of the history and potency of this blend of oils from Dr. Hill, we are excited to know how we can use the *Thieves* blend in our day-to-day lives in our homes. Share with us how you use it.

Alan Steele - Thieves on the Home Front

Whenever somebody comes to my home I always want to present the best that I can—the smell that greets them. Oftentimes people comment that it smells good here; they feel comfortable, they feel something alive. There is love in this home. I think it's all communicated that way. *Thieves* has been an important oil in my efforts to constantly keep the household clean and avoid the problems associated with the many germs that are out there.

As Dr. Hill mentioned, these oils have a powerful effect and they do serve an important part in my efforts to protect my family. *Young Living's* founder, Gary Young, has said many times to saturate your home with oils—they are natural, they are wonderful, they can help you live a better life. The nice thing about doing this with *Thieves* is it has such a pleasant and energizing smell. You can diffuse it in every room and it has a great scent. Another way I

like to use the *Thieves* oil is to take it internally. It's actually pretty simple to do. Some people will put it on their tongue, but if you are new to the oils and you can't tolerate those strong oils on your tongue, it's no worry.

Using *Thieves* Internally

There are other ways. First, just take an empty capsule (*Young Living* sells them in packs of 250) and place three to four drops of the *Thieves* oil into a capsule and take that daily. If you don't want to take the time to fill a capsule, you can simply drop three or four drops on a piece of bread or a cracker. It just adds an extra layer of protection that will help to support the immune system.

Young Living actually makes it easy also. They carry two types of throat lozenges that are both infused with *Thieves*. One is hard and slow dissolving and the other is soft and fast dissolving. Both of these lozenges work great to sooth the throat—it just depends on what your preference is. The important thing to concentrate on is taking a proactive action towards preventing the problem before it gets too much.

Justin

Alan, those are great tips, and I appreciate your comments. I have done several of those things myself, and it's so important to find ways to be able to include these oils in our daily routine.

New Addition to *Thieves* Product Line

I am very excited to share with you something that has just happened. We've made an addition to our *Thieves* product line. Many of you may have noticed as you have been in supermarkets that there has been a tremendous growth in the antibacterial hand soap industry. They are everywhere—there are tons of them, and I don't know about you, but most of the folks here at *Young Living* that I meet with every day are looking for an alternative that's toxin-free, that's chemical-free, and *Young Living* has added this alternative to our amazing *Thieves* product line—and that's our new *Foaming Hand Soap*.

We are really excited about this. I know Dr. Hill, that you are very excited about this. We have this in our homes; it's an amazing product. Tell us, Dr. Hill, why it's so important to have a soap like this in your home.

Dr. Hill - Importance of Clean Environment

That will take us right back to some of the things we spoke of a little bit earlier that I think Alan referenced as well when he talked about his home and wanting to have a clean environment. It is interesting if you will look at the history of medicine, there was a markable change that took place when we discovered that washing your hands is actually a healthy thing to do. Now we've added the idea that you do that with soap and it's even better. The problem that we have (and this is something that becomes generational through products and through the industry as a whole) and that is, we are content just to have hand soaps anymore. Now we have to have hand soaps that have perfume; now we have anti-bacterial soaps, and all of this (once again) is perpetuating this problem of resistance that we referred to a little bit earlier, but even more significantly, what about the costs of toxicity that's associated with that?

Toxic Chemicals, Single Biggest Issue

If I were to single out the biggest issue that I think people face as a health risk and concern in this day and age, it would be the toxic environment that we are exposed to every single day of our lives. It's astound-ing how many new chemicals that are introduced in this country. I read not too long ago that nearly 5,000 different new chemicals are introduced every single day! And that is found in our soaps and other things.

So why do I think this soap is so important? Because, once again, it is a pure, natural product that's based on essential oils. Look at the importance of doing that within your home.

For example, the Center for Disease Control said that 76 million cases of food poisoning are going to occur this year. It's also known that most of those are preventable just through proper food preparation and hygiene, cleanliness right within the home.

Benefits of *Thieves Foaming Hand Soap*

This offers a great advantage for you to be able to do that with using the new *Thieves Foaming Hand Soap*. I think it ought to be in every sink in your home. It doesn't have any irritation. *Young Living* has taken a great time; this is dermatologically tested. It also has the CTFA certification, which means it has passed through a series of testing which does several different things.

It means you don't have to worry about it being caustic to your skin. It means that it's gentle; it means that it's safe. It means that it's something you can use every single day and it's not going to irritate you. Now, this is interesting because you think about some of the oils that we have.

We talked about *clove*, for example, and anybody who's taken *clove* knows that it also can be very hot, and yet within this new formulation with this soap you don't have any of the caustic nature associated, but you still receive all of the powerful benefit.

A lot of people will tell you, "I use essential oils; I love them.." and I also get a lot of people comment-ing, "Dr. Hill, it is a little bit drying to my skin." Some of the oils can be that way, and here's a product that we are telling you we want you to use every single day, every time you wash your hands. We're telling you we want you to use all of the *Thieves* products for cleaning the environment of your home and for maintaining that environment that we need to be healthy and to be fortified in our immune systems of the body.

Protective Ingredients in Product

Well, we've done something different with this. We've added some other ingredients with it. Aloe vera is associated with this product, ginkgo biloba is associated with this product—and the reason why is because it's protective to the skin, so not only now is it a good healthy way without lots of harsh chemicals to clean and remove germs from your hands and other surfaces or environments, but also it is protective for the skin—and I think that makes it a very unique product. You can use it without worrying.

One of the things that I believe is the most amazing about it is that now you have a purely natural way (without chemical toxicity) where you can safely remove and eliminate germs in your hand washing within your homes.

Justin - Extra Lemon Added to Soap

Dr. Hill, something that I really appreciate is that we've added extra *lemon* oil to this soap. Not only does it make it smell even better, but it's a very strong cleansing agent as well. I think it's clear that it's so important that we are conscious about the products that we use in our homes on a day-to-day

basis and that we try to avoid chemical-laden products as much as we possibly can.

How to Order Foaming Hand Soap

This new *Thieves Foaming Hand Soap* is available in several different ways. As of now, it is available in our new *Thieves Autoship Pack* with several of our other *Thieves* products, and then beginning on May 1 the hand soap will be available as a single item or in a three-pack. There are some huge benefits for ordering this hand soap through the new *Thieves Auto-ship Pack*. We've put a new autoship pack together that contains most all of the *Thieves* product line, and we've done this so that you and your family can receive these products on a monthly basis, month after month, and be able to establish that protection and that therapeutic value that we all enjoy on a day-to-day basis.

In this *Thieves Autoship Pack* you will receive a 15 ml bottle of the *Thieves* oil blend (the actual oil), a tube of the *Dentarome Ultra Toothpaste*, a bottle of the *Fresh Essence Plus Mouth Wash*, two bottles of the *Thieves Household Cleaner* (and let me tell you, that is an amazing product), three bottles of the *Thieves Spray*, and of course, two bottles of the new *Thieves Foaming Hand Soap*.

Autoship Pack Gives \$Savings

Of course, one of the major benefits to purchasing this in the *Thieves Autoship Pack* is that you receive a savings of almost \$12 off the price compared to individually purchasing each of these items separately and it's automatically sent to your home on a monthly basis on the date of your choosing. Another, and of course, a very major benefit is participating in the Essential Rewards Autoship Program where you receive free product points on each autoship order that you have each and every month. These accrue in your *Young Living* account (your free product bucket, if you will) and as these points accrue you can then call in at a later time and spend these points on free product just as if they were cash.

Introducing Marion Baxter

Some of you may not be familiar with all of the products that are available in our *Thieves* product line. With us this morning is one of our distributors, Marion Baxter, and she is here to share with us some of the products. Marion, how often do you use these *Thieves* products?

Marion Baxter - *Thieves Wipes and Spray*

I use them every single day. *Young Living* carries a variety of cleaning products that you can use in all areas of your home. The first two products are *Thieves Wipes* and the *Thieves Spray*. Both of these products are used for surface cleaning and they contain *Thieves* to help disinfect. They are really portable and they are convenient and very effective.

I put them in my purse; I carry them in my car; I take them with me on vacation and they really help keep the area around you (wherever that may be) clean and disinfected. They are both great to take when you go grocery shopping—wipe down the cart before you put the kids in or your hands on the cart.

Door Knobs - A Breeding Ground!

You can also use them on public door knobs. Did you realize that when Prince William was born to Diana and Prince Charles they contacted a major cleaning person in the United States and one of the questions they had was, “What is the most important thing to get cleaned in the castle with the coming of this new prince?” And guess what the item was? Door knobs! No one remembers to wipe down door knobs—and that’s where I love to have the *Thieves Wipes* and the *Thieves Spray* because even when I’m away from home I can clean the door knobs at my house, but what about the bathroom door knob and the door knob into the office where your co-workers had flu for a week or whatever! So they are really useful for that.

The other thing that I like is I still have a 10-year-old at home, and so we can use these on playground equipment. He likes to rock climb. He can use it on rental equipment—that kind of thing.

The other thing I really like is how versatile they are. The *Wipes* come in a plastic container and they are really ready to use. They are very thick and really hold up—they don’t just fall apart like a piece of tissue. The *Spray* comes in a really portable one-ounce bottle, and when you use it away from home, you can actually use one of those small tissues and wipe things down if you happen to not have your *Thieves Wipes* with you.

Thieves Oil, Wonderful Disinfectant

One of the things that I like about *Thieves* oil (and I started doing this from the very beginning)

was I learned early on what a great disinfectant it was. So we not only diffuse it in our home, but we put it on people’s feet, like the bottom of our kids’ feet.

When my older kids got to be teenagers they didn’t want to have that wonderful cinnamony smell right up by their neck where the other kids could smell it, so I said, “Okay, if you’ll put it on the bottom of your feet, pull on your socks, and put your shoes on, you’re set for the day.” What they didn’t know was I was spraying inside of the shoes when they didn’t know it! I had this down, so they just laced on their shoes or put them on and were gone for the day and they were being protected all day long—and I loved that! Then we would have *Thieves* diffusing at home when they would come home.

Thieves Spray, Great Tool for Shoe Salesmen

The other thing that we have enjoyed introducing people to is talk to your shoe salesman. They are handling all kinds of feet every day and they literally enjoyed the idea that they could take the *Thieves Spray*, put it on their hands, and also offer it to their clients and say, “You know, you don’t know who’s tried all of these shoes on—and they are wonderful shoes—but if you want to spray this on the bottom of your foot, great!” It’s a really neat thing to do.

Justin

You know, Marion, I appreciate that you mentioned the importance of diffusing the essential oil blend of *Thieves* in our homes. We diffuse this in my home on a regular basis, and what it really comes down to is about protection.

Dr. Hill, we have another *Thieves* that I know you enjoy. My wife loves it; I enjoy it—and that’s our *Thieves Cleaner*. It’s so versatile and so amazing, but tell us how it differs from all the other cleaners out there on the market.

Dr. Hill - What is the Cost in Safety?

I’m noticing something that I think is a really key point. Everybody’s talking about the same thing, about protecting the environment of their home, talking about eliminating germs, talking about disinfecting an area, and there are all kinds of products that you can use to do that. The question that comes to my mind always is the same question each time: “At what cost?”

Here's what I love about the *Thieves* products. We haven't talked about this much today because there's really not time to do that, but I want to share some-thing with you that I think is important.

Those same essential oils that we are talking about as being disinfecting for the environment within your home and we've heard a lot of different uses now on how people can use those, they also come without having a cost associated with them. In fact, just the opposite.

No Harsh Chemicals

It's not like we're taking some type of a toxic chemical and we're trying to clean the environment, and at the same time maybe we have been very effective at eliminating some germs, but what happens when this young child (the children in your home or others who come into your home) and they are in contact with this very harsh chemical, and we sometimes think that chemicals aren't harsh—and I am telling you, anything that does damage to the body is harsh.

I like these cleaners for this reason, and for this reason only. I can disinfect and at the same time I can promote my health, whether it's through immune modulation or it's just by virtue of the fact that I'm not causing toxicity in the body. I think that is significant.

Justin

You know, Dr. Hill, as a father I really appreciate the fact that I can have a cleaner in my home that is safe, that should my children encounter it, it's not going to harm them in any way, and I really, really appreciate that.

Introducing Marjorie Skidmore

Now, Marjorie, we were speaking earlier about an experience with the *Thieves Household Cleaner* and how much you love this product. Could you share that with everyone again?

Marjorie Skidmore - Cleans Top to Bottom

Dr. Hill is right. This product will literally clean everything in your house from top to bottom. It comes as a concentrate and you can dilute it for as much or as little as you'd like, depending on the different jobs that you have to do. The best part is, it is so easy to use. There are dilution ratios right on the side of the bottle and all you have to do is mix

the *Thieves Cleaner* according to what the ratio is with water. I had mold in my closet from an air conditioner that was in the attic. I sprayed the *Thieves Household Cleaner* on the mold and it completely disappeared and has not returned.

Marion, can you tell us what your cleaning lady said about *Thieves*?

Marion - "I Feel Healthy with *Thieves Cleaner*"

I have this great friend who comes and helps me and we clean the house the same day, and I get it all done on a day once a week, and it's the neatest thing. She literally came up to me and said, "We've got to refill one of these.." and it was the *Thieves Cleaner* diluted, and I have them marked that they are the *Thieves Cleaner*, and she said, "Oh, let's do this.." and she looked at me and said, "I feel so good when I come and clean at your house. I love the smell of this, I love how it cleans—it can clean every surface.." and she liked that it didn't bother her when she was in cleaning the tub or the shower.

She said, "I come out feeling healthy—why is that?" So it was a great way to tell her that it didn't have the chemicals, like Dr. Hill was referring to. It was doing no harm to her body and to mine—and I love that! So that is part of how we use it at our house.

One of the things that I love—and Alan had shared with me some time ago—is that he got to do professional cleaning when he was a student and a young married, and he worked out the economics of it (the dilution process and everything) and he shared something with me about, "If you're not feeling well..." remember that, Alan?

Alan - Great for Oven Cleaning!

I do. It's really remarkable. You can make the dilution ratio however you like, even in a spray bottle. In mopping the floors I can spray a spot that's particularly stubborn—it comes right up. The kitchen cleaning has been decreased. I also noticed that with the oven, for example, I used a commercial cleaner to clean the oven, but I also noticed that I had to practically leave the house for four hours before I could actually enjoy the home anymore. So I followed the directions on the bottle, I sprayed down the oven, and I was amazed at how easily the grime came off. Even more, nobody complained about the foul odors that were usually associated with this tough task.

Justin - Thanks for your Commitment

Well, Marjorie, Alan, Marion, Dr. Hill—we appreciate so much that you’ve taken a few minutes with us this morning. I hope that we’ve all grown in our commitment and our understanding of how and why we use these *Thieves* products in our homes every day. They are so vital to keeping us healthy and providing the extra protection that we all look for and need. These products are safe. They are natural, and they really work. The best method of getting these products in your home on a monthly basis is obviously with the *Thieves Autoship Pack*. It’s the best value and the most convenient option.

Of course, they are available on an individual basis as well. For additional information about the *Thieves* product line or any of *Young Living’s* products, please visit us online at www.youngliving.us or call **1-800-371-3515**.

From all of us at *Young Living* and from all of us here in the studio today, we wish you continued wellness and abundance.

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Thieves and Thieves Product Line

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Prince William & Diana	06	Contains eucalyptol	02
Skidmore, Marjorie	01,07	<i>Thieves</i>	01-08
Soap	07	<i>Thieves Auto/ship Pack</i>	07
<u>Word or Phrase</u>	<u>Page Number</u>	Diffusing <i>Thieves</i> at home	03,06
Staphorious	02	Great disinfectant	06
Steele, Alan	01,03,07	Protection of <i>Thieves</i>	06
Topical Headings	01-08	Story of origin	01
Antibiotic Resistance	02	Using <i>Thieves</i> at home	03
Autoship Pack Gives \$Savings	05	<i>Thieves A/S Program</i>	05
Benefits of <i>Thieves Hand Soap</i>	04	Can save money with packs	05
Cleans Top to Bottom	07	<i>Thieves Foaming Hand Soap</i>	05
Complexity of Oils Gives Power	02	<i>Thieves Household Cleaner</i>	05-07
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Effectiveness of <i>Thieves Blend</i>	02	Talk to shoe salesmen	06
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Great for Oven Cleaning	07		

Thieves and Thieves Product Line

Helps disinfect

05,06