

# AirSource Testimonials from the Field

Gathered by Shirley Koritnik 15 Nov 01

**Jeanie McPhee**

**Houston, Texas**

**AirSource vs Migraines; Headaches; Asthma; Allergies;  
Dog odors, severe Sinus, etc.**

What follows is a report from a lady we have never met face to face. We had our 1st conversation (by phone) a month ago. She lives in a wheelchair -- her passion is to help others. This report is her experience with the AirSource 3000 Air Purification unit over the past two weeks. Enjoy and profit from her entire message -- just as we received it. I wonder, "How many health problems, minor to major, that each of us face daily -- are in fact 'caused' by the air we breathe?" As you read the following report, continually ask yourself this question.

Frank & Cindy Frey

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(Hi Frank, If this is too long you may want to use it in segments. It is difficult to adequately compress success!)

Dear Frank:

I have been with Shaklee since 1972 so I knew if Shaklee raved about AirSource, it wasn't a fairy tale. Therefore, I ordered four units from you as soon as they were available. Here are the amazing 100% success of the units so far!

Unit #1 Personal use. Immediately noticeable was the fresh almost mountain like air in my home. My house cats noticed the units at once and each jumped up to check it out. I deliberately **did not change the litter box for 48 hours**. Absolutely no odor, I put a tamale in the microwave which usually leaves a lingering all day odor. As soon as the tamale **was gone, so was the odor**. The **daily headaches** I had been experiencing on awakening **were gone**. Although I did not have serious breathing problems, I was often short of breath after a quadruple heart by pass in 1994. Now, I awake with no headaches and I am easily breathing through my nose. Overall, I FEEL better and can do more.

Unit #2 This unit was placed with a 71 year old cousin with severe allergies. So severe that her eyes would swell and her doctors recommended surgery on the eyelids to improve her vision. She is very critical and difficult to please. I did not know if the unit would be accepted or not. I don't have to worry about calling her to check on the unit...she calls me every day. **If she goes into the yard or garden the symptoms return**. She can hardly wait to get back into the house and notices improvement within two hours. She was asked to bring **chopped fresh onions** to a luncheon yesterday. When she returned home her **house was odor free**.

Unit # 3 Placed in the home of my 94 year old Aunt (a Rice University graduate and registered nurse) who is bedridden after a hip replacement disintegrated. Much of the metal fragments was impossible to surgically remove. The first night she found that instead of needing her **inhaler** two or three times before bed and often during the night, she **didn't need it at all**. It has been in place four days and she has not used it since. Her 55 year old daughter has severe asthma attacks has not only NOT had an attack but **has not had to take preventative medication**. Their twelve year old long haired, large dog has been having weekly baths but still giving off a **"doggy" odor. It is gone**.

Unit # 4 My daughter suffers from severe sinus and migraines. After the unit was in place **36 hours the migraine was gone** and she was **breathing through her nose for the first time in weeks**. Her husband who had sneezing attacks just prior to a rainstorm was amazed that he no longer had them. He too was breathing through his nose. Both my grandchildren, one asthmatic and one with severe allergies have been free and clear since their unit was installed two weeks ago.

Like the Shaklee vitamins that are taken faithfully, this amazing unit will sell itself. Put it in place and stand ready to listen to the applause.

## AirSource and BEDDING/DUST MITES and more...

**Nancy 10/7/2001**

Incidentally, I had the same experience and voiced the same opinion Joyce did when we "debugged" our bed and made it fresh with the AirSource! It really was WONDERFUL to crawl in those sheets at night! Pam

**Joyce & Kerm 10/7/2001**

Just had to tell you it was the most wonderful night of sleep. I put Airy [AirSource 3000] in our bed for a nap. I followed the instructions on the test sheet for freshening up the sheets. Kerm can be a fitful sleeper and tangles the sheets all ways, but I have to have everything stretched out with a sheet over me or I can't sleep. When I woke up I was sleeping next to the comforter sheet all around Kerm. **I never woke up.** I have slept on some super expensive sheets and thought they felt wonderful. I've never felt anything like this before. It was so clean and soft but not fabric softener soft. I can't wait to do my closet. **If the sheets feel that good how much more will our clothes feel** when we wear them. Not to mention killing all those dust mites and odors.

Airy to church today: We have an old building that is real bad ...

People walked in and immediately noticed the unit. They were impressed with the beauty. *One lady mentioned she had just bought an air purifier. But she started questioning what it would do. Before the day was over she was asking if we had a payment plan.* I told her not yet. But if she would try the unit in her home and decide that she wanted it. *She could give me some references and if they bought the unit I would give her Fifty dollars toward her unit. She said that sounded great. She is going to talk to her mother.*

Another fellow comes early to open the church. He was sitting by the unit said it had the smell of fresh water. I told him if we had one there it would eventually not smell at all. **The smell was there because it was working.** Talking to him shortly he said "**I've got to have one.**" They will probably be the next one to try it in their home.

Everyone could really tell the difference. Our building is cement block and very old so we have a lot of mold and mildew who knows what else. I can't wait to share it with our Pastor.

This is really getting exciting. We have just had Airy two days and I don't want to part with him. It was horrible today when we left it at church. I made meatloaf and was cutting the onions. I sure wish I had had it here. they were really strong.

**Gerri Stiner**

ARRIVAL: AirSource units have arrived!!! We are already reporting **easier breathing through the nose from my son!** We had a small incident in our basement that required the fire department to come. We weren't sure what was burning but there was a heavy smell of plastic. **After the fire department left** we aired the basement out, but the smell persisted. We put the AirSource on the landing between the basement and garage and **within 24 hours the smell was completely gone!** We're impressed!!

TWO WEEKS LATER: ...My son, 23, who is **allergic to mold and dust mites** and has always had problems since our home has/had a very moldy basement. Well, after a few days of running the AirSource (we ran it in the basement too) and moved it throughout the house, **he no longer wakes up with a stuffy nose and sneezing.** He could not sit on our sofa since the pillows must have been very dusty even tho' we vacuumed, etc., but now he is able to do that. He said, "Mom, I can actually breathe through my nose!" A friend who smokes ran it in his apartment and was astounded at how "clean and fresh" the air was! More testimonies to follow. It's great! Gerri Stiner

**AirSource and ODORS and more...**

**KERRI SNY SUNDAY THE 21ST OF OCTOBER**

**THE MOUSE STORY:**

Had a call yesterday from a man and he had a mouse die in the wall of his son's bedroom and they could not get it out and the smell was bad..... my mother-in-law told him I was starting a new business venture and **he called just wanting to buy one!!!**

I said, **"I do not have any units to sell yet."** I told him he could borrow my prototype and he said, **"Oh no I just wanted to buy one from you!!!"** I had to really go back and forth before he finally agreed to take my prototype for a few days because he really just wanted to buy one and he did not want to inconvenience me!

So I took it over right away yesterday. My husband, Shawn called me this morning and said, **"Guess what? Tom wants 2 units !!!!!!"**

I am just taken back by this ..... because a **mouse that died in between the walls I just sold 2 Airsource units !!** This just goes to show that you never know what the purpose for needing this unit may be and the more people we talk to the more calls we will get!! Spread the word, units are on their way!

**Date: 10/20/01**

**From: Rafael (and Melissa & Sofia) Delgado**

We were invited to attend a neighbor's daughter's birthday party. As we entered their house, the hostess told us a pizza had caught on fire in their oven and she proceeded to apologize for the smell and smoke in the house. I said, "I have something that might help. I'll be right back." So I turned around and went back home to pick up our AirSource unit.

Upon returning, I plugged the unit in their kitchen and joined the party. **Within 10-15 minutes, most of the smoke had cleared and it took just a little longer for the smell to completely dissipate.**

But the most amazing result was when the other guests started asking what was that "thing" plugged in the kitchen that had made the smoke go away. We told them about the AirSource unit and, within a couple of minutes, a lady said, "I want one; I have seven smelly cats. Where can I get one?" That afternoon the lady took her unit home and three other interested guests took our number.

Our host, who is a chiropractor, kept that unit for a three day trial, agreed to place a unit at his chiropractic office and decided to purchase one of our water filtration systems.

What a great party! Enthusiastically, Rafael (and Melissa & Sofia) Delgado

**Date: 10/05/01**

**From: Sherrie Attila**

Dear John & AirSource Home Team,

...The very first AirSource unit that I placed with a Shaklee Member SOLD for \$699. She didn't want to part with it. She said this time of year she **normally can smell MOLD in her home - and now with AirSource she smells fresh air instead...**

**Date: 11/02/01**

**From: Pamela Skyrme, Ph.D.**

I've had the AirSource 3000 for about three weeks now. Though it was my intent to keep it a week and then let my best friend try it out, it is still in my house. I don't want to part with it.

I love the way the house feels with the AirSource unit running - so clean. **The fresh air smell is just great. We are just appreciating living in a house that smells good.** My grandson said one day, "I don't want to go to school. I want to stay home where it smells good. **It doesn't smell good at school.**" He is one of those children who notices bad odors more quickly than other people, so if he is happy with the way the house smells, that means something. Yesterday he sat down on the couch beside the AirSource and said "I wish the outside smelled this good." You have to know that he is only eleven, so these comments of his are spontaneous.

I have a friend who had agreed to try a unit out for three days once I got my Biz Pak delivered. However, after experiencing it in my house, she requested- no, practically demanded - that I sell it to her. My grandson, who overheard that conversation, said to me, "No, don't let her have it!" Reluctantly, I have agreed to sell her my only unit - and reassured my grandson that we will be getting a replacement soon. I still have a couple of weeks before delivery of my Biz Pak and I know we will miss the AirSource between now and then.

**Date: 10/29/01**

**From: Marlene Krohner**

Thank you so much for introducing the AirSource 3000 to me. The results have been amazing. I decided to move it around the house as you suggested and I couldn't believe how well it worked. My **basement smelled of mold, but after I left the AirSource there for a day it cleared it up!** Also, I've tried it in my closet and its contents **(shoes especially) have never smelled fresher.**

I'm usually a very skeptical person and I had my doubts before, but seeing is truly believing. I'm so grateful to you for letting me try the AirSource. Thank you again.

P.S. My husband was concerned about the cost until we called furnace companies and found out that this is far more cost effective than other solutions since it does so much more than installing UV bulbs in furnace ducts... and, best of all, we can move it throughout the house. I also love that we don't get little shocks from carpeting anymore. Believe me, it's worth every penny!

**Date: 10/17/01**

**From: Bonnie Edkin**

One of my neighbors "field tested" my prototype right after I received it. He was very impressed with it, but he did have one very serious complaint. We set the unit up on the kitchen countertop when I dropped it off. The next morning, he got up and made a pot of coffee. **The AirSource 3000 was right next to his coffee pot. He said he couldn't smell his coffee brewing!!!** He says we really have to do something about that because he NEEDS to smell his coffee in the morning! :-)

A day or so later, these neighbors called me and told me about a mutual friend. The friend has a dog and about 5:00 AM, her dog wanted to go out. Someone in the family got up to put the dog out and the dog ran out the door to chase "something." Then, he suddenly turned around and came running back to the house. He ran in the door and immediately began rolling on the carpet. The aroma of skunk filled the house. It was so overpowering that the family wasn't even sure if it was skunk. They tried to remove the smell - they used tomato paste on the dog, they cleaned the carpet where the dog had rolled, and cleaned it some more, they opened the windows in the house, etc.

When I heard what happened to our friend, I called to offer him the use of the purifier. I took one of the units over right away. When I arrived, he had the windows open in the living room/dining room area in an effort to air out the house. The smell of skunk wafted through the open windows as I approached the home. I encouraged him to place the unit in one room at a time and close the doors and windows in that room. This would intensify the effect of the purifier and speed up the process.

So, what was the result? They had the unit for four days. They moved the unit around to different rooms as I suggested. They had it on the main level of the home for two days. **Their clothes in the closets no longer smelled like skunk.** The main floor of the home no longer smelled. They moved the purifier to the basement, which had been the worst area, for two days. The basement had just a slight odor left. They were very pleased with the results.

I have one more thing to say - THIS is FUN!!! :-) I have been saying for many years that wished Shaklee would produce an air purifier. FINALLY!!! Boy, am I glad!

**Date: 08/2001**  
**From: Kelly G.**

I want to thank you for the three day trial of the AirSource 3000 prototype. There is no doubt in my mind that this thing works great – and it looked wonderful sitting on my entertainment center!

For me, the ultimate test of the unit was to see **how well it performed in removing the smoke and nasty odor created by my self-cleaning oven as it burned away the grease inside**. Cleaning the oven during the summer is especially irritating for my family; it is much too hot here in Scottsdale, AZ, to open the windows to air out the house. I was eager to see how AirSource could solve this problem.

One night before I went to bed, I set my oven to clean from 3:00 am to 5:00 am and turned on the AirSource unit near the kitchen. When I awoke the next morning, there was absolutely no trace of the usual smoke or odor. I thought I must have set the oven cleaning timer incorrectly the night before; I couldn't believe there was no smell. When I went to check the oven, I was surprised to see that it was still hot – and now clean. The AirSource 3000 had removed all the offensive burnt-grease smell from the house!

Thanks again for the trial use of your prototype. I can't wait to get my own!

## **AirSource POPULARITY/COMPETITION and more...**

**Bob Neulen Youngstown, OH**  
**Tuesday, August 21, 2001**

I recently had the good fortune to be able to borrow an AirSource 3000 prototype from our upline Master Coordinators while they were at the ILC in London. Today I had an appointment to speak to the person in charge of sales at a **local Trane HVAC Parts Depot**. I was invited to bring along the prototype unit, which I did, and had it in the conference room as I presented to the two sales people. When the meeting was just about over, one of the salesmen asked if I "really wanted to test the unit right now?" I swallowed and said sure, "what does it entail?"

He took me to a small room with a door (14' X 14') and said "I have a Digital Laser Particle Counter that has been certified as a registered medical device. Let's measure the particles now and bring in the AirSource and close the door to see what happens." He further stated that these facilities were especially clean since they had several cleaning devices installed on their own HVAC system. This meant that we were starting from a cleaner than normal base. I plugged in the unit, turned on the switch, and we left the room and closed the door after first getting an average reading of 241,000 ppm (parts per million) of particulate. We went back to our conference room and chatted for about 10 minutes when he said "Let's see what happened."

We went to the test room and opened the door and began taking readings.....To my VERY PLEASANT surprise the readings were averaging about 112,000 ppm. I actually saw one reading of 94,000. **They were impressed to say the least since it took only about 10 minutes in this 186 sq. ft. room to bring a clean particulate reading down by more than 1/2**. The salesman that took the readings helped me carry the stuff to my car and asked about the possibility of selling the units.

It doesn't get much better than this folks. It is exciting!

**Tracy Dickenson**

About a year ago I was introduced to an Ozone unit for my home to try for 3 days. So I tried it. After 1 day I had the most horrible headache. I use to get headaches regularly before taking Shaklee, and since Shaklee, I had forgotten what it was like to have a headache all day. I couldn't figure out what was making me feel so terrible.

The next day my husband said that the unit was smelling terrible. So we called the gentleman to come check our unit.

He came and agreed that the smell was unusual and that he would get us another unit convinced that there was something wrong with the unit. Another unit.....a few more days.....more headaches and I just gave it back.

Now Air Source.

I went to Dolores Mauk's for an Air Source meeting and I sat right next to the Air Source. The first thing I noticed was how great it looked. The second thing I noticed is how quiet it was. No distracting noise.

I told my friend, "I'm waiting to get a headache, I know it's coming, I just don't know how long it will take." I can't believe I was being skeptical of Shaklee. **I never did get a headache.** I am really looking forward to having one in my home.

**Rosa Wilford, Lexington, KY  
Wednesday, October 17, 2001**

I want to share the experience I had with one of the first AirSource units I placed for a 3-day trial. The gentleman has emphysema and is dependent on oxygen. He gladly agreed to keep the unit for three days and agreed to write me a testimonial of his experience with AirSource.

These are his very words:

" I had a **six breed mold infestation in my vent system.** This was verified by a Biochemist and tests. Only after that would a carpet cleaning company come in and clean my vents. When they finished the cleaning of the vents they also cleaned the carpet and the upholstery. Between the mold and the chemicals used I've been a complete mess physically. **Within one hour** after I plugged in the AirSource, the **air started to smell fresher, dryer and warmer.** For the **first time in a long, long time I slept for 8 straight hours.**"

At the end of the Three-Day Trial the gentleman did not fully decide to invest in an AirSource unit because he was expecting delivery of another purifying unit he had ordered and wanted to compare the two units. After three more days he called me and said he was returning that unit and wanted to buy himself an AirSource 3000 and also wanted to become an AirSource Associate and begin his Business with a Biz-Pack.

**Gary & Phyllis Newman  
October 17, 2001**

Hi Adrian,

Now with the possibility of biological warfare, Barry and I have another question. Does AirSource work in **cleaning the air of Anthrax and other such airborne related viruses?** Could you let me know? I look forward to hearing from you soon. Thanks, Melissa

Air Source/Anthrax-Shaklee's response

This is a possibility that is **being evaluated at this time.** Two of our major competitors, Alpine in particular, have been making that claim in marketing their unit for some time. Logically, (here is my scientific and engineering background coming out), if a chemical or biological attack was made in the air, much of the dilution that would take place, would reduce the risk considerably. A small amount could infiltrate homes and buildings, which if biological, could multiply within a short period of time.

AirSource 3000 is superior in every way in its function and safety to our competitors that make this claim. AirSource 3000 will remove particles from the air very effectively and over time will destroy most of the bacteria in the home. You have to look at a device like the AirSource 3000 as enveloping you in a cocoon of relative safety in relation to gases, molds, pathogens, etc. If it [anthrax/biological warfar] was powerful enough to pierce the walls and other hard surfaces, it would not be safe to be in a habitable area. It may have this effect on enclosed areas in time, but that may be a long time. The tap water into the home is an issue our AirSource 3000, cannot address. But Shaklee's reverse osmosis water filters may address this issue.

Adrian

**Pam & Willie Hoepner 9/14/01**

...Nat had her Bus Expo and the turnout was only 20% of the people, and even with the very low turnout she had a wonderful day yesterday. She had 10 businessmen sign up to test a unit, one woman from a "breathing support group" has asked her to bring unit and speak at next meeting, a man who has a Senior Alliance thing he runs wants to purchase units for elderly who can't breathe. He said he would approach his superiors but could not see why they would not buy them. And just on and on. Woman from Apt. Complex wants her to speak at "block club" meeting and talk of the unit, especially the room unit coming. So Nat has been rewarded for her efforts! It went great for her.

...I had a girl call today who wanted 3 gallons of liquid. B/f we got off phone she wants to get all Shaklee products, including vitamins in her home, and then after bringing up the 3 day test of this new technology, she has husband with asthma. **He doesn't sleep at night, so she doesn't sleep. Built new home put air purifier on furnace, thought things would be better.....they are worse.** She can't wait!

...Have a GREAT WEEKEND! With love, Pam & Willie

**Date: 08/28/01**

**From: R. Crowell**

Last night's conference call was terrific! I loved hearing Ron Fink.

He said to expect to sell one AirSource unit for every three placed. Well, **EVERY TIME I have placed my prototype with someone, I have been given a check** for a preorder!\* My 1st BIZ PAK is paid for & I am working on my 2nd. This is fun!

**Date: 8/27/01**

**From: Celeste Edwards**

The AirSource meeting at HCC was one of the best and most exciting in some time. We had a packed house with a number of excellent speakers.

Bob Naumann, an **HVAC installer**, did a great job teaching us what professional air purification products are currently available for him to install for his customers. A bit **pricey at \$1500 to \$2000! - plus he commented that, unlike AirSource, there's no 3-day trial or return policy on those.** Bob is extremely excited about the very reasonable cost of AirSource considering what it can do to purify indoor air.

Now, the best part for me. I have been talking about AirSource for a couple of months now and have a long list of people willing to try it in their home for 3 days. This has been pretty easy because I'm not asking for any money, only for an opinion.

I have also been inviting people to the meetings we have been having with some success, but last night I was blessed to have 12 NEW AirSource prospects attend. Three were couples, one of which came all the way from Allentown, PA. Two couples are ordering 12 units each, 1 couple is ordering 1 Biz pack (6 units), 2 people said they are very interested and will each be ordering Biz packs. I'm

confident that the others have a strong interest & will probably be ordering during this pre-launch also.

In my 20 years in Shaklee, I have never introduced a product that has been so well received, especially considering that it is a "big ticket" item. So, you might be wondering what I'm doing to get such a good response.

Well, here's the secret...I'm talking. Yes, that's it. Simply sharing with everyone (after I ask their permission for a minute of their time) my excitement about AirSource. It's amazing technology - the usual response I'm getting after I deliver my "benefits" statement is, "WOW, it does all that?!"

I've never had so many unsolicited referrals.

## **AirSource and ALLERGIES/ASTHMA and more...**

*Rod & Diane Larkin 08/06/2001*

In the three weeks since receiving our AirSource 3000 Prototype we have conducted 16 meetings and I have traveled over 5,000 miles to introduce AirSource to as many as possible, before we depart to attend the Shaklee International Leadership Convention in London.

The response to AirSource has been overwhelming. We are going to help a lot of people with this New Technology. I don't have time to carefully write this letter as we will be leaving in a few minutes for the airport and the ILC. I hope you will be able to grasp why I am so excited. Here is but a sample of what I have experienced...

My oldest son, Tom, came to his first meeting ever. He was sitting near the AirSource 3000. He raised his hand during the meeting and stated, " I have been stuffed-up with a headache for days. **My sinuses just opened up and my headache just went away.** I don't know how this thing works, but I want a piece of this opportunity! He has already held his first AirSource meeting and is committed to building a business.

My 2nd oldest son, Craig, experienced similar results. I spent the weekend at their home in Alabama. His family had an opportunity to have AirSource 3000 in their home for two+ days. On Monday morning he was up early working in his office. His office is in a area of his home that does not share the air where the AirSource 3000 had been cleaning the air. I visited with him, in his office, for about twenty minutes when I noticed I was getting stuffed up and was getting a headache and I mentioned that to Craig. He responded I'm always stuffed up with a headache. He stood up, said I haven't had this problem all weekend. He went into the house area and brought AirSource 3000 into the office. **In less than thirty minutes we were breathing easy with no head aches.** Craig took the rest of the day off so he could ride with me to my next meeting in Tennessee. Two days later he called to report that he had just looked up at the ceiling and saw that **the filter he had changed the previous week**, on his office's air conditioner, was totally covered with what **looked like dryer lint.** He said this has to be the result of the agglomeration of the millions microscopic particles that the electron generator in AirSource makes possible. (This allows you, for the first time a means to **get this stuff completely out of your air.**) Next Craig was asking if I could find a way to do a meeting for him on my way home on my trip. I told him it would be a challenge as I had another meeting scheduled on Saturday morning right after I arrive home. I held another meeting for Craig and then he rode back to Florida with me so that he could spend the weekend and fly home with MY AirSource 3000 to launch his AirSource Business. Craig is already doing his own meetings and has set a goal to be a Director in September!

Driving hours to attend my meeting, a gentleman who was victimized by polio, drove his wheel chair into the meeting room. After my presentation he raised his hand and ask if it would be alright for him to give a testimonial. He said the he is **now regularly on oxygen, and was using it all the way to the meeting. He stated that he had taken it off to enter the room.** As soon as he came through the door he knew the air in the room was different. **I can breathe this air...** and I can do this!

I had a meeting with a couple, at their table, in the kitchen area with AirSource on the counter behind me and a

fragrance candle burning farther behind me. Soon after I began my presentation the lady said it feels like a breeze just reached me and I can breathe. I have asthma and I can breathe. Her husband said I have asthma and I can't. A few minutes later her husband reported the breeze had just reached him and he could breathe. Near the end of the presentation we realized we could **no longer smell the fragrance candle**. (removes: smoke, odors, gases and soot)

At one meeting a couple stated before the meeting started that they were having a problem breathing and probably would not be able to stay for the whole presentation. They both had asthma. I suggested they sit as close to the AirSource 3000 as possible. Early in the meeting they raised their hands and reported **they could breathe again!**

We had a meeting in a motel that had changed hands since the last time the group met there. We found the conditions deplorable. The meeting room was in the basement. The air conditioning was not working, hot, humid and very musty. Several guests said they wouldn't be able to stay. I said let's try something. I plugged in the AirSource 3000 at the back of the room on a serving cabinet. I asked everyone to stand in a semi circle as close to it as possible. One person had asthma. **In minutes everyone said they could tell the air was changing dramatically**. We set up and had a successful meeting. The group leader has started their AirSource Business.

At another presentation, a couple thought I was going to be teaching how to do a Shaklee Healthy Home and was surprised when I told them I had to introduce them to a very hot new item. During the presentation the father called for their three daughters to join in. A few minutes later the first one, then another and then the third daughter said this **air is easier to breathe**. They are now starting their AirSource Business.

At a large in home meeting there were only two seats left when the last two guests arrived. The vacant seats were right next to AirSource 3000. I believe in miracles and the Lord had saved the seats for them. You see they both suffer with **Emphysema**. They greeted me with voices that were almost inaudible. During my presentation the gentleman raised his hand. He said he could breathe. Someone from the back said "have him say it again... he can speak! He then raised his voice and said, **I can breathe and speak**. His wife responded, I can too!

Zoe and Bob Dufour noticed large chunks of white dust all over their grand piano after having AirSource in their home for only a few days. He said he got down on his knees and found it was all over there floor. He had just come back from a AirSource training meeting in Dallas and knew what this was. What Bob saw was all the microscopic dust particles that had been agglomerated out of the air. **These particles can be swept up or vacuumed without going through the lining of your vacuum cleaner bag. They can now be permanently removed from your environment**. It has been estimated the average cubic foot of house hold air has over twenty million such particles waiting to be sucked up our noses. If it was but for this feature alone AirSource would be worth \$699, but it does so much more.

In the already completed certification testing necessary for the introduction of AirSource 3000 the following results have been established:

**Reduced dangerous mold and yeast 70% in 7 hours**

**Reduced bacteria levels 80% in 4 days**

**Reduced dust and pollen 77%**

Reduced odors, smoke & chemicals

More information to come

**Gretchen Dodrill, Cortland, Ohio August 31, 2001**

Hello everyone,

I had a very remarkable thing happen to me tonight. I was invited to the home of Doloras Mauk to discuss and see the new air source. What a blessing it was. I have not been able to breath out of my nose for about 1 month now, I have had a nasty sinus infection. I believe it is from the house we just moved out of which was full of mold and bacteria. As I was listening to Doloras explain about this awesome product I felt **one side of my nose open up. After about 15 minutes of being in there house I could breath totally out of my nose. It was such a relief**. I asked her if I could stay the night on the couch next to the air source, just so I could have one night of fresh air. Shaklee has

created a wonderful product and I'm so thankful I had the chance to see results so quickly. I'm excited to see what it does in my own home and how it will help those who choose to try it in their homes.

Thank you Shaklee and thank you Doloras.

### **Harold Albertson**

Art,

I recently conducted a three-day evaluation of the "AirSource 3000 Indoor Air Purifier" in my home. My allergies are especially bad during this time of year so I really did not expect too much help from the AirSource unit.

When my wife and I first saw the AirSource unit, we were very pleased to see that it was quite small and very attractive. We placed it in our home on a chest near one of the air conditioning return vents. We started the unit around 4:00 one afternoon.

Although I often take medication for my allergies before going to bed, and also wear Breathe Rights to help keep nasal passages open, I decided not to do that **this first night. I slept through the entire night without any allergy discomfort.** I had no coughing, sneezing or congestion. And, as long as I remained in the house, that was the case for the next three days. When I went outside I would become congested, but on return to the house it would soon clear up.

We also invited our son-in-law to come into our living room and smoke a cigar. He generated a lot of smoke and there was an offensive smell in the room which actually permeated through the entire house. However, **about 40 minutes after he stopped smoking, there was no trace of the cigar smoke in the house.**

I'm convinced. Art, save me one of those AirSource units.

### **Dawn to Ruth to Lorri Kreuzer**

Good Morning Ruth:

How are you today? I love my Airsource and my daughter, Brandi, is **now sleeping through the night now without any breathing episodes!!** I'm amazed! Sun, Mon and Tues night she had 2 attacks, which would wake her up gasping for air, and usually she has 2 or more a night. Wed night she had one attack and Thurs, Fri and Saturday night she has had none! I'm so happy!!! We are now sleeping through the night again! I'm convinced the Airsource has made a difference!

### **Michelle Pappas of Westford, Ma**

Barbara,

I wanted to thank you for allowing me to try out your AirSource 3000 prototype while you were in London (mid September 2001) at the ILC. The unit arrived in the midst of the worst part of rag weed season. Usually I can keep my allergy symptoms pretty under control with the use of my supplements, but this time was different.

My husband had been away out of the country the week before school was to start. With lots of stress and little sleep, I just knew that I'd be in for quite the challenge. My husband was gone for 10 days, 7 of which my 4 yr. old decided that he wasn't going to sleep much. He had kept me up for 4 nights solid, and was cranky throughout the days as a result of him not getting much sleep either.

The day that I picked up the unit, I was at my "all time" worse! I barely could take a breath outside without feeling that I was turning into an asthmatic! I don't have asthma, but I now REALLY feel for those who do. It's scary to not be able to catch your breath! I placed the unit in my kitchen at noon on Thurs., I moved it to my bedroom at noon on Friday. I also went to the doctors on Friday to rule out any infection-bronchitis, etc. I was told.."No infection, just allergy reactions." The doctor wanted me to take drugs. I refused, and simply bought some over the counter saline spray for my nose. It helped slightly, but it tasted so gross that I gagged.

Friday was so bad, that I thought that I was in for a long haul of misery. **I woke up Sat. Morn. totally symptom free.** The Airsource unit really did the trick! I continued to move it around the house all weekend. I have a 2700sq ft home, but I have a very open layout and 2 cathedral ceilings. I most likely will want 2 units in my configuration home. One upstairs, and one downstairs.

I was so excited Mon. Morning that I unplugged the unit and took it over to show one of my associates. **When I went outside, I stuffed up all over again.** When I got to her house 20 minutes away, I was hurting! We visited for about an hour. At the tail end of that hour we were at her kitchen table with the unit plugged in on her counter top. Of course I plugged it in the minute I got there, but the two of us then went down to her basement to watch the AirSource video, I was pretty stuffy down there, but when we returned upstairs where the unit was, I could feel myself clearing up again! I was so excited when I left there, yet I was also very sad --- as my next stop was to return the unit back to you on my way home.

When I got to your house I could tell that there was a lot of rag weed close. Do you remember the attack I had when I was in your driveway leaving to go home? It's amazing to me that I was totally fine in the house with the unit, yet when I went outside I was in distress in just a matter of minutes! I cannot wait until there is a car version one of these units. I have a lot of Shaklee members who suffer from seasonal allergies all year long, and will definitely share my story and great results with all of these folks.

Thanks again for the loan. I cannot wait to get the units that I have ordered. Once again Shaklee comes to the rescue.

#### **Paula Milano**

AirSource Helps Stacky Victim

One of my clients was able to sit in a conference room for a little less than an hour with the door closed and the AirSource unit running. She told me when we left the meeting that was the **first time since being poisoned with Stachybotrys atra (stachy) she was able to feel oxygen getting into her lungs.** She only has 23% of her lung capacity because of the poisoning a number of years ago.

#### **Jim Gilbert - Emphysema**

##### **Debbie Gilbert - Serious Allergies**

Recently Frank Frey placed an AirSource unit in our house, after the second day of which we were not home until late in the evening my lungs began speaking to me, this is what they said, "Thank you AirSource for allowing me to breath clean fresh air, it is truly like fresh country air, thanks again." Regardless of the condition of your lungs there will be a noticeable, very pleasant difference in the air quality in your home, not to mention the additional health benefits, such as removal of mold, and other bacteria. The second morning my wife woke up and said, "This is the **first morning I've woke up without congestion in a long time.**"

We completed the ammonia test and it was awesome, couldn't detect the ammonia odor on the pad held in front the AirSource unit. We also did the same with wet garlic salt. Jim Gilbert

#### **Ed Gibson to Tom Fowler, 11/05/2001**

Hi Tom

I want to share with you the excitement I had yesterday. I delivered my first AirSource to a couple. He is **on oxygen tubes and she has Allergies and Asthma.** I was going to leave it with them for three days, but she called me Two Hours Later and asked if she could buy that one, because **they both could breath so good.** I Said Sure Just Send Me A Check. She calls me again today and wants to know if she can sell them . I said you sure can. I will be up and explain to you how. I got the check the next day and they are very happy.

I just wanted to let you know. God Bless & Thanks For All Your Help

**Lorri Kreuscher 11/07/2001**

My daughter Amber was thrilled with the results her friend Deb received from AirSource! AirSource is very exciting ... let's tell the world! Lorri Kreuscher

**Deb Femling**

Dear Amber,

Thank you for letting me try your AirSource last week - I'm just thrilled! My son, Brandon who has had a runny nose since he was born 3 years ago, **hasn't even sniffed in the past 5 days!** My 7-month old baby is **sleeping better at night** - as is my husband and 5 year old! But the person who has seen the biggest change is me...

I was diagnosed with **severe, sudden asphyctic asthma** - the worst kind - when I was 7 years old and have battled with tough breathing for the past 18 years. I've been on every drug available from inhalers to steroids but nothing has worked. I was sent to Colorado to the National Center for Respiratory Disease and was diagnosed with a second serious problem - **Vocal Cord Dysfunction** (no, it doesn't have anything to do with your voice) for which there is currently no treatment or cure. I've gone into respiratory arrest twice, had seizures, and have been intubated. I've spent hours in the ER more times than I can count - including the RED Room which is reserved for the most serious of ER patients - and days upon days in the hospital - including Intensive Care. I wheeze when I climb the stairs or when I carry my 7 month old out to the car. I wheeze the most at night and am attached to my nebulizer constantly. I wheeze when I laugh too hard or bag my own groceries (thank goodness for Simon Delivers!). Sometimes I wheeze for what appears to be no reason at all. Until now. My asthma has significantly improved over the past week since I've been running my AirSource - my whole family is in awe! I'm **off the steroids and haven't used my nebulizer for a week now. I'm using my inhaler about half as often as usual - even my chronic headaches are gone!** I can't thank you enough for sharing the AirSource with me - I'll be sending you lots of referrals, asthmatics tend to know other asthmatics! Take care!

**Frank and Cindy Frey**

Yes, I know our AirSource units "Treat Rooms" not people. **However**, this is a wonderful example of what can happen to the people who "live" in the rooms that our AirSource units are treating. **This is such a story.** Thanks to Rick Seymour and Sue for sharing. Personal regards to all. Frank & Cindy Frey

\*\*\*\*\*

Dear Rick:

Thanks for adding me to your email list and the PS about AirSource. I totally agree and have 12 units coming as soon as they will ship them!

In the meantime my 88 year old mother is breathing on her own (without the respirator she was on 2 weeks ago) with a unit Joelynn Holiday and Rick Hill were kind enough to FedEx overnight to us.

I thank God, Shaklee, and AirSource for giving her back to me. I don't understand photo-ionization and electron generation, but I've seen up close and first hand **someone I love go from shallow labored breathing to relaxed deep breathing within two hours of plugging in the unit and placing it on the table a few inches from her hospital bed.**

A couple of days later while sitting in a chair, she looked over at the AirSource with tears in her eyes and said, "God is so good." He has truly blessed us with a treasure we can use to improve and even save the lives of people we care about.

I am so grateful for all that you do to encourage and inspire others to learn and grow in this amazing business. Have a great Shaklee day!

Enthusiastically, Sue

\*\*\*\*\*

Question: I wonder what would have happened if (the person who told Sue & her mother about irSource) in

fact got "cold" feet and failed to tell Sue about AirSource. If that were the case --- I wonder how this story would have played out under that circumstance? What do you think?

**Date: 8/27/01**

**From: Karen & Bill Burrows**

The following testimonial was given by a client:

Howard arrived about 8:30pm Friday to deliver our AirSource 3000 prototype; my husband, Ray, couldn't wait to get it in the house and try it out. As a rule, Ray can not breathe in our house unless he has the HEPA filter we already own right under his nose.

By 9:00pm Ray could already notice a difference in the air of our 1700 square foot home - the AirSource 3000 WORKED THAT QUICKLY. Up until tonight, Ray has had to un-plug the HEPA filter and roll it to whichever room he was going into (I have frequently referred to it as his 'iron lung'). Well, NOT SO WITH THE AirSource 3000. He can now go to the opposite end of the house and breathe comfortably with the AirSource working.

With the AirSource unit in our home, **Ray is now able now go to sleep (for the first time in years) without an air filter right by his side of the bed** - with a tent to blow the air directly on him.

We have been grateful for the HEPA filter - but boy is it LOUD. From what I understand, it also draws a lot of electricity, unlike the AirSource unit which is virtually silent. The AirSource unit is so much more effective for us; we are not going to want Howard to leave with his prototype.

Thanks for letting us share - Jacque & Ray Fisher (WE ARE SO GRATEFUL)

## **AirSource and BUSINESSES and more...**

### **Carol**

If you're wondering if there is a need in the area of indoor air purification, consider this: Shaklee Director Kelley Lorenz, of Laguna, California, recently told me that there is a guy in the neighborhood who is in another MLM, and he sold \$700,000 worth of air purifiers in one year! ;

I don't know anything about HIS gadget, but I DO know that Air Source is all **new --- state-of-the-art technology --- like we've never seen before.**

If it is only half as good as they say it is, **help is on the way for many people** who suffer from respiratory problems, allergies, and the like ... and there are great financial rewards for those willing to share the Air Source word with others.

### **Anthea Tripp**

**Here are some of our personal results thus far! Exciting responses. This is fun!!!**

**Dentist friend purchased unit for his office. Medicinal/dental office smells gone** - very satisfied . Raved about unit at a club I belong to. Two people from my Club are scheduled for 3-day trials as result - more with peaked interest. Dentist is now new Shaklee member too - Basics System.

**Massage therapist purchased AirSource for his office.** Took it home over weekend - it **removed smell of cat urine in closet over night**. Lent it to a client - client skeptical that it wouldn't work on the strong garlic smell in his kitchen - totally worked - now considering unit for business too. Satisfied massage therapist ordered another unit for demo, signed up as AirSource Associate and has two more sold to clients. Display card beside unit to bring him more business. Already uses Shaklee Products and recommends to clients.

**Contracter friend complained of cigar smoke odor in house** - placed AirSource - odor removed over night. Contracter purchased second unit for office - display card beside unit to draw referrals for us. New Shaklee member - Basics System.

**Chairman of volunteer Committee I serve on currently has unit** First day today - already raving about results the first day - speaks of buying Biz Pak and giving units as Christmas gifts to family.

**Hair Stylist has one - placed today.** Before I left shop, she commented that the **perm smell already was less noticeable - I was there for 15 minutes.** Display card beside unit to draw referrals from her clients.

#### **Bonnie Edkin 10/17/01**

I loaned my prototype to one of my friends back in August. Boy, did she ever fell in love with it! She and her husband work for a company that paints designs and company logos on cars, vans, etc. They frequently drive one of the company's vans back and forth to work. There are all sorts of solvents and chemicals in the van and she gets sick from the fumes in it. So, while she had the unit, she placed it in the van overnight. **The next morning, all the chemical odors were completely gone!** She was thrilled! She REALLY did NOT want to give the unit back. She just had to have one.

Well, before my Production A/S units arrived, she contacted me to ask if she could borrow the prototype again. We had just experienced a day of heavy rain and when she arrived at work, she discovered the office ceiling had collapsed. The insulation in the ceiling was soaked! The whole place smelled terrible – the odor of mold was quite strong. All the employees were complaining it.

I met her at the office on a Saturday evening and we set up my prototype. That Monday morning, I received an email from her saying that **everyone said the office smelled fresh!** As each employee arrived at work that day, they would look at the prototype and ask all kinds of questions about it. They were all quite impressed with the difference in the air quality.

She has since purchased one of my production units and I have loaned her another one to put on display in the office. Solvent and paint fumes seep from the shop area into the office and she says that the purifier helps reduce the fumes in the office.

## **AirSource and PETS and more...**

#### **Marlene Krohner 11/05/2001**

Dear Dorene:

Thank you so much for introducing the AirSource 3000 to me. The results have been amazing. I'm asthmatic and when the weather changes, I get horrible headaches and have trouble breathing -- UNTIL NOW!

These past two weeks it's been raining so much and **I haven't had to use my nebulizer since I've been using AirSource in my home!** THANK YOU!

I also decided to move it around the house as you suggested and I couldn't believe how well it worked. First, my basement smelled of mold and I couldn't go downstairs without coughing until I left the AirSource there for a day and it cleared it up! Also, my closet and its contents (shoes especially) have never smelled fresher.

AND...this may sound strange, but even my **dog**, who has been **itching for years** (we've tried everything from the vet) has **stopped itching** and sleeps so well through the night! I don't know why, but I am thrilled.

I'm usually a very skeptical person and I had my doubts before, but seeing is truly believing. I'm so grateful to you for letting me try the AirSource. Unless a person has asthma like I do, one can't possibly appreciate how wonderful it is to breathe easily. Thank you again.

Most Sincerely,  
Marlene Krohner

PS. My husband was concerned about the cost until we **called furnace companies and found out that this is far more cost effective** since it does so much more than the UV bulbs in furnace ducts ... and, best of all, we can move it throughout the house. I also love that we don't get little shocks from carpeting anymore. Believe me, it's worth every penny!

## **AirSource and ENERGY and more...**

**Karen Roach October 18, 2001**

...I found the ozone smell was a little strong the first 24 hrs...hence the reason Rick Hill was suggesting we run them in our garage or back porch for a full day first. I personally found that smell to reduce after a day, and had several units testing in different rooms of my house (maybe that's why I **feel I've had 5 servings of Protein each day!**) at a time so I could get them out quickly. I never got a headache even when I had 4-5 units going at a time (my house is 2,700 sq ft). My 16 yr old son, Zach, said yesterday afternoon that he felt **so** good being in the office where a unit has been constantly running...recognizing that **something about the unit was making a difference in his physical & mental state**. I thought that was really cool!

My 13 yr old son has some really smelly tennis shoes, so he slept with a unit in his room 1 night, with those shoes behind it in the closet and they smelled 75% better after 24 hrs.

**Phyllis 2 Oct 2001**

Hi Lorri,  
Thanks for sharing this with us. I heard about a new test from Bennie Schmidt ...and it works! Cut an apple or pear and place it next to AirSource...it will not oxidize! One of our first levels tried this for 12 hours and her cut pear did not turn brown. Bennie says he is going to promote AirSource as anti-aging!

**Bennie Schmidt**

*Bennies email to Lorri in this regard:*

Lorri:

I like my test on an **apple**. Cut an apple and leave it out in the same room with the AirSource and it **will not oxidize**. We let an apple set for 2 days and it didn't oxidize. That means the free radicals in the air are gone using AirSource....What a deal. Only use Enfuselle when you go outside, right?

**Shirley Koritnik 15 NOV 01**

I'm an around-the-clock caregiver who is often weary. I was seasoning my new units near the room where I crashed one night after a string of little-sleep nights. Usually I'll have to sleep extra long to catch up and get back to normal once I'm so wiped out...but not this time. I woke easily and feeling great after barely six hours of sleep! And since I've had AirSource on in the house, no kidding, I **FEEL mentally and physically energized**. Have we been spending too much energy breathing dirty air, and now we have that energy to use for quality living? What a boon this will be to offices where there are constant deadlines...and schools where there are constant tests...and in homes where service people fall into bed full of aches and tiredness every night (as well as stressed people with achey muscles, and super busy moms, etc.) When AirSource meetings of 3 hours were going on all over the country, over and over people reported to me that they didn't

nod off during the meeting, but were even able to drive home an hour or more energized from the very different air. WOW!

## AirSource and DUST/MOLD and more...

### Dolores & Bob Mauk

Well along with Bob having results with his sinuses in the mornings and Linda's room finally smelling fresh even with her cat, there was a very unexpected use discovered in our house in the last couple days.

We had bought some grapes over two weeks ago, and had accidentally left a few bunches in the bottom of a Fruit Basket on our kitchen counter. I had forgotten that there were any left, and normally they would have been very moldy after having been left out for that long. I noticed Bob eating some grapes and asked where he got them, as I didn't remember buying any this week, and he said that he got them out of the Fruit Basket on the counter, right near where we had the Air Source Unit running and the Unit was sitting on a stool near the counter. **THERE WAS NO MOLD ANYWHERE ON THOSE GRAPES** and they still tasted delicious. I couldn't believe it. Then I remembered that the original use of the Ultra-Violet Light technology that is used in the Air Source Unit was first used to get rid of bacteria on foods before packaging. That is what they originally developed this fantastic technology for.

WELL IT REALLY WORKS!!! So just think what it must be doing to all the other molds that could be lurking in our house, like behind wallpaper and panelling and under floor tile, in basements and laundry rooms, etc. I sure am glad we have it. **Our other HEPA Air Purifier that we had sitting in the exact same spot for the last two years, NEVER DID ANYTHING LIKE THIS BEFORE.**

I am sure we will find many other pleasant SURPRISES that this unit will do as you all start using your units over the next few months. Please let us know of any results you get in your home, so that we can let others know.

### Kaaren Ann Mashura, Munster, IN 11/03/2001

Wow, we've had our AirSource Air Purifier running now in our living room since last week. And I can see the difference. Bernie say's he can breathe better, and I can say that **he hasn't snored in a week**, that means, I'm finally getting to sleep all through the night.

And this afternoon, I made omlets, and even tho, I use olive oil to spray the pan with, it usually has an egg smell throughout the house, **NOT this time.....no odor.**

But I am noticing more particles of dust on my credensa and china cabinet than usual, so it must be working.....time to basic h them again.

### Joan & Verne Smith, Brooksville, FL 8/20/01

Ok now I feel better and thanks for listening...now for the "big" story...

I inherited my Mother's 1986 Oldsmobile....in great condition other than the tabacco smell in the interior. One evening I left the windows cracked in the car and a heavy rain soaked the cloth interior. I left the car open to dry and did not notice the carpet under the rear floor mat was wet until several weeks later when I found the carpet black with mildew. Our AirSource prototype arrived and one of our "tests" was to leave the unit inside the car to help/resolve the tabacco smell. And it worked..left overnight..the smell was gone. I did not notice any change in the mildewed carpet until a week later when I decided to detail the interior. **The mildew and or mold cleaned out of the carpet as if it were loose dirt!** I also cleaned the mats.....that water was "black" as coal.

Now the interior looks new and smells great...Just unbelievable results.

The other benefit I've noticed is **the house if almost dust free.** Another benefit Verne is happiest with....**I no longer "snore" ....**it really never was my problem

Hope this info is helpful to the list of the great things the AirSource will do.  
Take care.....Joan

**June & Rusty Ost**  
**October 17, 2001**

Hi Everyone,

...One morning last week, I finally found the coffee maker. Boy, was Rusty happy to have a cup of real coffee for a change! The kitchen was in over 25 boxes...so it seems that we forgot that the coffee grinds were still in the coffee maker until this morning. Rusty came racing into our bedroom to give me another Air Source testimony. **The grinds were still in the basket...moist...and NO MOLD!** Now, that's a first for us--as even in Lincoln, Nebraska mold would appear within a couple of days. Here in SW Florida "Mold Capital" there was NO MOLD. We both knew it was thanks to our Air Source unit doing its job.

**Doug Tueting, Edina, MN**  
**October 13, 2001**

Hi Gary,

I had to go see the business loan officer at my bank to set up our new AirSource account. So, I determined in advance that as long as I was there talking numbers I was also going to show him what we were doing, viz., AirSource. Being a seasoned loan officer he listen without emotion to everything I said until I got to the part about what AirSource does to mold.

He immediately interrupted me to say, "I have a friend to died of that...my colleague here at the bank." He went on to tell me the really sad story of a female colleague who had needed to move back home with her parents temporarily, into the basement bedroom of their new \$300,000 home. The basement had mold. **She suffered an overwhelming immunological collapse in reaction to the mold. She never recovered and eventually died** from her depleted condition. My banker then looked at me, sad and fierce, asked a few questions, and said, "I'll take two. My mother and I both have asthma, and I want one for her and one for me."

I then had to go on to my banker's associate at another branch to straighten out some things. So, I determined in advance that I was also going to tell this second bank officer what I was doing, viz., AirSource. My previous banker had already called her and told her what I was marketing, and before I could even say "photo-ionization" this new bank officer said, "I know what this is about, and I have spoken with one of my colleagues here who wants to buy one from you when they are available." Golly!

Three sales in less than an hour, without ever seeing the product, and I never even got into my presentation. Pretty obviously there are plenty of people out there who know the importance of this issue, and they are hungry for solutions. This is fun.

**Contact the person who shared these testimonials with you for more information.**

**Check out [www.airsourcehealth.com](http://www.airsourcehealth.com).**

**Take a look at the government's assessment of indoor air quality at [www.epa.gov/iaq](http://www.epa.gov/iaq)**

**Ask for a free 3-day trial of AirSource in your home or office.**

**Call 1-866-923-2537 for a free 3-minute message about AirSource.**

**Call 1-925-924-2905 for a long-distance message in greater depth.**

**Call 1-866-473-2824 (1-866-GREAT AIR) to ask questions, or to order AirSource using your distributor's code#...and your distributor would be pleased to facilitate this for you. S/he probably has some discounts for you, too.**

**Email your questions to [airsource@shaklee.com](mailto:airsource@shaklee.com) or to your distributor.**