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- **Why is Young Living the Number One Choice for Essential Oils in the World?**  
– D. Gary Young ~ Young Living Convention 2013 ~ June 21, 2013

**Where do you find the highest quality beyond the label and marketing hype?**

**This is not the warehouse style of picking up a phone.**

**The ARASE Foundation established to set guidelines to create a certification procedure for oils.**

**\*Spikenard was taken away from us two weeks ago. Also, Rosewood has been banned.**

**\*\*LavaDerm has these ingredients.**

**Where do quality and purity start?**

1. With the broker?
2. With the vendor?
3. With the marketing?
4. With the sales people?
5. With the lab and the chemists?
6. What determines a genuine therapeutic essential oil?

**Every organism created by God contains DNA and memory RNA (mRNA) containing the blue print for the production of essential oils.**

**Proper cultivation, nutrients, crop rotation and soil building are required by the plant in order to produce an oil that harmonizes with the body's chemistry, creating spiritual awareness and emotional stability.**

**Poor farming practices produce low quality and unhealthy plants that in turn produce substandard oils for therapeutic use. These oils are often cut and restructured with synthetic compounds to look like a pure oil.**

**These substandard oils easily enter the marketplace simply because their low cost has greater appeal to the marketer, who then sells them to the unknowing public. These oils are sold as perfume oils, in household goods, cleaning supplies, cosmetics, etc.**

**Synthetics can be duplicated in every form, using substandard oils and restructured using compounds from other oils.**

**Step 1: Photosynthesis**

**Sunlight, water, and chlorophyll along with carbon dioxide determine the plant's health.**

**There are different ways to manufacture and adulterate essential oils**

**Adulterated oils are much more difficult to detect on a GC/MS, because these instruments cannot determine if the molecule is natural or synthetic. Only an analytic chemist like Dr. Herve Casabianca or Dr. Richard Carlson with the aid of scientific instruments can determine the purity of an oil. A trained nose like D. Gary Young can usually determine the ratios and percentages of essential oil compounds and detect the presence of synthetics.**

**However, there are other types of equipment and instrumentation, such as optical rotation, and**

HPLC that can identify the synthetic compounds in an oil. Young Living uses all these tests for analytical scientific analysis.

You cannot analyze oils sufficiently with a 30 column chart. Young Living has the most sophisticated equipment available in the industry. Dr. Herve Casabianca, France; Dr. Cole Woollery, and Dr. Hans Bashier (Turkey), are the leading researchers who work with D. Gary Young and Young Living.

#### Step 2: Proper Seed Species

- How do you know you have the proper plant species unless you are the grower or working with the grower?

- What is the origin of the seed?

- How do you know the seed is not GMO?

Most seed is commercially grown in a nursery in a controlled environment not subject to climate changes. This usually produces weak plants and low-quality oil.

The harshness of nature develops the strength in the plant's immune system that is passed on to the oil molecules.

Gary Young first began farming of aromatic plants in Spokane, Washington in 1988.

The original clary sage seed came from France, and was planted, grown, and harvested on the St. Marie's farm from 1993 to 1996.

Today, clary sage is grown at the Young Living farm in Utah, and the seed is harvested for yearly production.

Little known fact: Deer love clary sage – the does' that consume it produce more twins!

The original melissa seed came from France in 1991, and today Young Living is the largest producer of melissa in the world with over 100 acres in St. Maries, Idaho.

Gary Young, instead of taking a bonus, used the money to create a harvesting machine for the melissa that he designed, and now has a patent pending on it. This machine has the potential to change how plants are harvested.

When harvesting oils you have a short time to harvest them for peak oils. Young Living checks the plants every two hours to ensure that they can harvest immediately when the time is right.

“You do what you do what you can with what you have.” ~ D. Gary Young, Convention 2013

Organic Fertility Program – you need good soil, and good roots to penetrate the soil – just adding frequency to the plant. Biogenesis and frequency make for healthy great plants.

From 1989 to 1996, Gary Young and Tainio Technology Industries, did soil and seed research on clary sage and lavender plants. The increase in the length of roots over that period of time indicated that the microbes, enzymes and compost being used was helping to grow the strongest and best plants.

#### Step 3: Soil

- in 1994, Gary Young put microbes and enzymes into the soil on Young Living farms to improve the condition of the ground.

- Natural compost is used on all Young Living farms – over five million tons is annually spread on the fields

Growing healthy plants starts with understanding the soil and the chemistry and nutritional needs of the plants.

Insufficient soil nutrients will result in poor oil quality.

Geographical location, soil type, climate, elevation, humidity, temperature, sunlight, frost-free days, rainfall, and many other elements determine the health and growth of the plants that produce the quality of the oil.

All aromatic plants prefer well-drained soil. Heavy clay soils need compost, humus, enzymes, and microbes to break down their composition.

Aromatic plants need nitrogen, potash, and phosphorous with a pH range of 7-7.8

Compost increases nitrogen. Banana peels, coconut husks, clover, and alfalfa all increase nitrogen.

Worm casings also provide a high source of nitrogen used in organic farming.

The liquid from the worm casings and compost piles are added to the soil on the Young Living Farm in Ecuador.

\*Last week (from 6/21/2013), the farm in Ecuador received three (3) Certificates as an Organic Farm!! Exciting news!!

#### Step 4: Weed Control

Control the weeds or they control you!

1. Summer fallowing new fields

2. Planting cover crops

3. Field rotation

4. Essential oils sprayed for weed control have proven to be very successful. Although, essential oils are more expensive, they are better than commercial sprays.

Oils used in herbicide spray application: cinnamon, palo santo, basil, Idaho tansy, pine, neem and castile. ( Now using Ecuador oregano as well! )

All fields are sprayed with a natural herbicide using essential oils, neem and castile.

Roadside weeds and ditches are sprayed with Roundup, which is 12 times less expensive.

Roundup is now considered acceptable in organic farming practices in most states today.

Pesticide control: basil, tansy, palo santo, citronnellol, neem

\*Commercial Sprays are NOT used on Young Living essential oil crops.

In Ecuador, the Young Living farm has a very sophisticated weather station, which monitors weather patterns, UV hours per day, temperatures, humidity, barometric pressure, rainfall, daylight hours, sun exposure hours per day 24/7.

This data is coordinated with the BRIX testing to determine daily the best harvest time and maximum growing conditions.

Young Living is the only company to have this weather station.

#### Young Living Farm Research Nursery in Ecuador

Here we record plant and root growth, adaptability, pest resistance and weed control with oils. We also study new plants found in the jungle, the water needs for the plants, and their future potential for oil production.

Gary discovered *Plectronthus oregano* ( Ecuador oregano ) in 2006, distilled it the first time in 2007, and started growing it on the farm in 2008.

Five years, and many tests later: Gary determined that this is the oregano of the future.

Ecuador oregano wasn't "hot" in Raindrop Technique application.  
Young Living is the ONLY company to have this plant.

The farm has now expanded the Plectronthus oregano to 100 acres.

Determining the perfect time for harvesting the crops, we did the following:

1. Watched the sugars (Brix) in the plants and tested the oil levels and compound percentages.
2. Watched the behavior of the plants to determine their needs in order to produce the best oil.
3. Sample distilled to determine the right distilling time.
4. Tested dried plants to determine when they had the highest level of oil for distillation.

Examples:

Lavender: St. Maries, shade dried for 62 hours (Brix 24)

Lavender: Mona, shade dried for 48 hours (Brix 28)

France lavender: cut before the flowers go to seed, dried for 76 hours (Brix 21)

Melissa: St. Maries, cut at mid bloom and shade dried for 12 hours (Brix 14)

Ecuador oregano: cut before going to seed, shade dried for 120 hours (Brix 24)

Dorado azul, Ecuador: distilled immediately (Brix 16)

Frankincense, Oman: trees cut, resin matured in 125 days.

Peppermint, Mona: cut in full bloom, sun dried in three days (Brix 28).

True lavender has varying colors, from light to very dark.

On January 19, 2013, four people came together to merge three farms making the largest lavender farms in the world.

For 23 years, Gary Young never lost his "vision," his thoughts, even though he was laughed at – for 25 years he talked about it.

Ylang ylang flowers are picked by hand six days a week. Most ylang ylang in other essential oils come from Madagascar and the ylang ylang trees in Madagascar do not produce great oil.

Ylang Ylang Comparison Chart:

#### Step 6: Distilling

1. Load the extraction chambers tight with even distribution of plant material and compressed to prevent any chimney effect.
2. Maintain steam saturation at the right volume to keep the chamber hot to prevent homogenization of oils. Keep ramping the steam temperature and volume to prevent reflux.
3. Know when to ramp volume and when not, in order not to flood the chamber and to fracture the molecules.
4. Listen to the sounds of the steam to know when it is time to ramp the temperature and not cause a chimney effect and to reach maximum saturation of steam to plant material.
5. Know when the steam will break into the swan neck of the condenser.
6. Know how to ramp without overheating the material and the flooding the condenser.
7. Know what temperature is necessary to get maximum extraction from plant material without damaging the oil. Example: lavender 240 degrees, balsam 280 degrees, frankincense 260 degrees, melissa 220 degrees.
8. Know what temperature to keep condenser while distilling. Example: lavender 80 degrees, melissa

110 degrees.

9. Know what temperature to maintain in the separator for different oils to assure the best separation and recovery.

One important element of distillation is having enough cooling water.

If the water is not 50 degrees and colder, the oil molecule sac will not rupture and will not release all of the oil.

In tropical climates we have to cool the condenser water with heat exchangers.

Young Living farming and distilling project No. 9 in the Jericho Valley in Israel, where we produced Micromeria for the 2013 Convention and established the development of Balm of Gilead.

Young Living farm No. 7 in Iquitos, Peru, established for rosewood production and reforestation starting in 2014.

#### Step No. 7: Analysis and Research

Laboratory analysis and research testing for quality, compound percentages, identifying new compounds in new oils, while looking for quality and adulteration in vender oils.

Cole Woollery, PhD, Vice President of Essential Oil Research

As the Vice President of Essential Oil Research, Cole Woollery oversees the life cycle of all Young Living essential oil products – from development to creation to launch. Dr. Woollery likes to search for novel ideas “outside of the box” to solve every day needs. His passion is taking good products and making them even better.

Dr. Woollery's education includes a PhD in chemistry from Brigham Young University and 25 years of experience of working and consulting for Fortune 500 companies in the analysis of foods, flavors and beverages. Cole has enjoyed working with distributors for network marketing companies over the past 14 years. He has also developed more than 100 nutritional, personal-care, and essential oil products. Dr. Woollery is a world-expert in gas chromatography (GC) and gas chromatography-mass spectroscopy (GC-MS), having developed numerous devices and inventions.

Cole enjoys spending time with his wife Jacque, their six kids and three grandchildren. He loves trail running in the mountains, working in his garden, reading, and learning about new languages and cultures.

**\*\*An Analytic Chemist has to be able to read a GC!**

Another factor in oil production is very complex and rules the compounds produced in essential oils.

Longitude: North, South, 80 degrees west (Ecuador)

Longitude: North, South, 45 degrees east (Madagascar)

Latitude: East, West, 15 degrees south (Madagascar)

Latitude: East, West, 0 degrees (Ecuador)

Equator

Tropic of Cancer: North: 45 parallel north

Tropic of Cancer: South: 45 parallel south

Tropic of Capricorn: North: 15 parallel north

Tropic of Capricorn: South: 30 parallel south

This factor was not taken into consideration until I started distilling in 10 different countries: France, Washington, Idaho, Utah, Ecuador, Peru, Oman, Egypt, Taiwan and Israel.

North of the Tropic of Cancer north of the 45th Parallel, Washington and Idaho; south of the 45th

parallel, Utah.

Then you factor the elevation into the equation:

Washington, north of the 45th parallel, elevation 1500 to 2500 feet: distilling time for Peppermint is early August.

Below the 45th and above 4800 feet, late August, early September, if you want higher levels of menthol and lower levels of methone.

Hot humid climates in South America

Shade drying and maturing plants before distilling:

Dorado azul: immediately after cutting.

Ruta: 5 days after cutting.

Oregano: 5 days after cutting.

Lemongrass: 3 days after cutting.

Vetiver: 7 to 10 days after digging.

Eucalyptus: 3 to 5 days after picking.

Ylang ylang: immediately after picking.

Ooctea: 10 days after picking.

Palo Santo: 5 years after tree is dead.

Common Adulteration Agents

Peppermint - (most commonly adulterated oil) ~ Usually with cornmint (difficult to detect, even at 85%)

Rose ~ often adulterated with palmarosa, citronella, many fractions, synthetic and natural.

Sandlewood ~ amyris, araucaria, cedarwood, castor, and copaiba. Also diluted with glyceryl acetate, benzyl benzoate, and synthetic copies.

Ylang Ylang ~ canaga oil, Peru balsam, copaiba, inferior fractionations and synthetics.

Clary Sage ~ cut with synthetic linalyl acetate, linalool, lavender oil, bergamot mint oil.

Geranium ~ palmarosa, citronella, synthetic components.

Synthetic or Adulterated Oils

- Mislabeled
- Diluted
- Adulteration can occur any time in production process

Gary Young was the first foreigner in 40 years to enter into the "Forbidden Zone" in Yemen.

Young Living controls all steps of the production of the oils from seed to seal.

Gary Young has invested 33 years in the research and development of essential oils.

Young Living has 28 years in the development and discovery of essential oils for natural medical choices and supplementation.

Young Living has 24 years in the farming, distillation, and analytical evaluation and study of essential oils.

Young Living has 9 farms and over 14 partners in wild crafting and distilling worldwide.

No other company in the world has the history of research and development or has brought as much to the world as

Young Living

The world Leader in Essential Oils

**Who has brought more research, education, discovery, published more papers, more books, created more formulas and supplements with essential oils than Young Living?**

**Not one ---nor 10 companies combined.**

**WHO IS THE BEST CHOICE FOR YOUR FUTURE  
TO BECOME A PARTNER WITH?**

**YES!  
YOUNG LIVING ESSENTIAL OILS**

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