

TRANSCRIPT OF QVC

SEPTEMBER 11, 1997

ON SCREEN:

A-36293

60 Original or Cherry Flavor Cold-Eezers

Lozenges

QVC Price \$18.25

S&H \$3.97

QVC 1-800-345-1515

The Health Connection

Show Host: See you later, Jill. It's good to see you, honey.

Jill Bauer is coming up following Health Connections. She's got the today's special value at noon. And then all of the jewelry that I have on, if you're interested, coming up at 1:00. All right. Here you go, 1-800-345-1515. We want to talk to you. We want to hear how you're doing with Cold-Eezers. How did it save you last year. How did it save your kids? How do you feel when you take them?

I'd like you to meet someone who's pretty new to QVC, Chuck Phillips, one of the founders of the Cold-Eezers company.

C. Phillips: Good morning, Patricia.

Show Host: So nice to have you here, sir.

C. Phillips: Thank you. Good to be here.

Show Host: Good to see you. Now, we are ready to put Chuck through the paces this morning on the morning show. So, thank you for sticking around, I appreciate it.

C. Phillips: My pleasure, my pleasure.

Show Host: Chuck is back to tell us why Cold-Eezers are so fabulous. Perfect time of year to bring them back because we've got hay fever and allergies combined with an upcoming cold season. Already I'm starting to see lots of sniffles around QVC.

C. Phillips: Yes.

Show Host: And, you know, we're so glad that you came back because I tell you what, whenever the Cold-Eezers come to town, they're gone instantly backstage. People just kind of grab little handfuls --

C. Phillips: They disappear.

Show Host: -- and then sort of scurry off with them. You're going to get lots of them, though. You get 60 for \$18.25. A-36293 is the item number in either the cherry, which you see there in the red wrapper, or the natural flavor, which you

see in the clear wrapper. So, if you're new to QVC, if you're new to Cold-Eezers, here's why they're so great. Take it away, Chuck.

C. Phillips: Well, it's -- first of all, it's an all-natural, homeopathic product.

Show Host: Right.

C. Phillips: It's a unique product here on QVC. It has been clinically proven to reduce the duration and severity of the common cold. And what we're asking people to do is to take a little more aggressive role in caring for their family.

Show Host: Right.

C. Phillips: To have a strategy to help fight the common cold. The kids are in school. They are there right now.

Show Host: Um-hum.

C. Phillips: And school is one of the most famous places to have --

Show Host: It's a breeding ground for germs.

C. Phillips: It's a breeding ground. Everything they touch -- if the child before had a cold and they touch that spot and they touch their nose, it's off to the races.

Show Host: Sure. That's it.

C. Phillips: So, there's a couple of strategies. One is we can take one a day and try to see if you can beat the cold to what they call prophylactic or a preventive medicine.

Show Host: Excellent.

C. Phillips: Try taking one a day. Or if the child comes home and you see that it's here --

Show Host: Um-hum.

C. Phillips: -- that they have symptoms, start treating the child. Take one every three hours. But everyone in the family should take a couple to prevent picking up that cold.

Show Host: This is safe for kids to take.

C. Phillips: Absolutely.

Show Host: It's certainly safe for adults. It's safe for senior citizens to take. In fact, we got a call the last time I was on the air with Cold-Eezers of a woman whose mom was in a nursing home.

C. Phillips: Yes.

Show Host: And she was taking them one a day as a preventative measure because she was surrounded by lots of other people and lots of other germs. So, it's a great step to take in maintaining your health, and it's also really helpful when you get a cold. In fact, we have someone on the phone who's used Cold-Eezers in the

past. So, let's say good morning to Renee. Hi, Renee. I'd like you to meet Chuck Phillips.

Caller: Hi. Hi, Chuck.

C. Phillips: Hi, Renee.

Caller: I just wanted you to know I have a granddaughter that's 12 years old, and ever since birth when she gets a cold, it turns into bronchitis.

Show Host: Oh, that's tough.

C. Phillips: Uh-huh.

Caller: And so, I tried these because she was out here visiting from Illinois with me for three months, and it eliminated the cold almost immediately.

C. Phillips: Well, that's really important because we have several customers we know through QVC and other places where they really can't afford to have their children even get a cold because what happens is this exacerbated condition appears.

Show Host: Sure.

C. Phillips: You get bronchitis, pneumonias. And here's an opportunity right in front of us to stop it right now.

Show Host: Right. Exactly.

C. Phillips: Just nail it.

Caller: It -- it worked fantastic.

C. Phillips: Well, I'm glad that you had that.

Show Host: And you saw it work. Hands on experience, right, Renee?

Caller: Yes, I have. Because she was born with a weak lung and weak bronchial tubes.

Show Host: Uh-huh.

Caller: And ever since then, like I say, it goes into bronchitis or pneumonia.

Show Host: She's a little susceptible. Sure.

Caller: And I tried these and the cold just went away.

Show Host: Oh, that is excellent. Good.

C. Phillips: Well, just get a little more aggressive now. Just have her take one during cold season, one a day -

Show Host: Um-hum.

C. Phillips: -- and that will help to prevent this from even beginning. There's reports out that tell us that over 55 percent of people who get colds end up at the doctors.

Show Host: Ugh.

C. Phillips: So, now you have the doctor's bill --

Show Host: Right.

C. Phillips: -- you have the prescription and you still have the cold and the bronchitis.

Show Host: You have time off from work and you have miserable kids if they're sick, too.

C. Phillips: Absolutely.

Show Host: Well, Renee, I'm so glad it worked for you and for your granddaughter. Thanks for being a part of our show.

Caller: Thank you.

Show Host: You take care.

Caller: And have a great day, both of you.

Show Host: Bye-bye now.

C. Phillips: All right. Thank you, Renee.

Caller: Bye-bye.

C. Phillips: Bye-bye. The other thing is allergies.

Show Host: Yes.

C. Phillips: We have many, many people who have reported to us that their usual choice is to have antihistamines, which make them dopey --

Show Host: Sure.

C. Phillips: -- which make them incapable of functioning, some of them.

Show Host: Right.

C. Phillips: And we suggested they try it. So, we -- they tried it and they take one and they see how long it lasts. It does diminish the symptoms of allergies and --

Show Host: Lots of people have asked exactly how does it work, and we actually have some animation to show you. I'm just showing you, this is what one of the Cold-Eezers looks like up close and personal. Take a look at this. Now --

C. Phillips: Those -- those are purple rhinoviruses.

ON SCREEN: Animation

Show Host: Okay.

C. Phillips: And what they do is in your mouth, they lodge on the cells inside your mouth by, let's say, magnetism, electricity.

Show Host: Um-hum.

C. Phillips: Positives and negatives attract.

Show Host: Um-hum.

C. Phillips: So, when they lodge, they intrude and replicate themselves, kill the cell, and then you have an irritation. But --

Show Host: Now, the little blue balls there --

C. Phillips: That's Cold-Eezer Plus double positive ions. They actually go and coat the areas on the rhinovirus --

Show Host: Uh-huh.

C. Phillips: -- that it would normally use to grab on to the cell. Now, they can't because it's an effective blockage to keep them from lodging. So --

Show Host: So, now, that actual cold cell that -- what gives us a cold, the common cold virus cell, cannot attach itself to our cells.

C. Phillips: That's right. That's right.

Show Host: So, it can't dock in and we can't get sick.

C. Phillips: And that allows the body's natural function, which is mucus --

Show Host: Um-hum.

C. Phillips: -- to wash them away. It can happen within eight or nine hours. If you have a rhinovirus enter within eight or nine hours, that process is begun.

Show Host: How many of these do we have to take, Chuck?

C. Phillips: You should take one every three to four hours.

Show Host: Okay.

C. Phillips: And remember, please, it's medicine. Some -- it tastes good.

Show Host: It does.

C. Phillips: It's wonderful. But take one every three hours.

Show Host: I want to show you some of the people who are able to use this. Airline pilots are allowed to use this. Now, you know that they're not allowed to take decongestants or antihistamines or anything obviously.

C. Phillips: Exactly. Exactly.

Show Host: School bus drivers can take this. Teachers can take this. Children can absolutely take this. In fact, I've heard how more people will wrap one of these in cheesecloth and let their toddler suck on it so they can get the benefits from it without actually risking choking or anything.

C. Phillips: Um-hum. Yes.

Show Host: Senior citizens can take it. Pregnant ladies can take it. Nursing moms can take it. It's perfectly safe to take. We're going to take a phone call actually.

C. Phillips: Excellent.

Show Host: We're going to head right back to the phones and say good morning to Doris. Hi, Doris. Come on in and meet Chuck Phillips.

Caller: Good morning.

C. Phillips: Good morning, Doris.

Show Host: How are you?

Caller: Just fine. We used these last year. I have a son who goes to college up in Minneapolis.

Show Host: Ah-ha.

Caller: And so, we sent them up there because he has a lot of cold weather and he has allergies.

Show Host: Yeah.

C. Phillips: Uh-huh.

Show Host: Um-hum.

Caller: And I was glad to hear you say something about taking one a day as a preventive. We've never tried that before.

C. Phillips: Yes. Well, now's the time to try it.

Show Host: Yep.

C. Phillips: This is -- this is a strategy that may pay off big-time because it does help block as you saw in the animation. If we can stop the viruses we pick up over the day, they will not have a chance to even start.

Show Host: Perfect.

C. Phillips: Therefore, it will preclude you getting the cold.

Caller: Yes.

C. Phillips: And it's a good strategy. We highly recommend people try that.

Caller: Well, I'm going to recommend it to him when I send another package to him.

Show Host: Oh, good.

C. Phillips: Good.

Show Host: That's a wonderful care package to get.

Caller: Yeah. It helps us all of us. Since last year, we -- my husband and I have used them and really feel like it does help to keep from getting it any worse than what we do.

Show Host: Right.

C. Phillips: That's good. Well, make sure that you understand that it's got to have what we call ZIGG, zinc gluconate glycine. It is our patented process.

Show Host: Um-hum.

C. Phillips: You're going to see other zincs out in the world, but only Cold-Eezer Plus that has ZIGG in it, zinc gluconate glycine, is the one that's clinically proven, the one that does work.

Show Host: That's the only one.

Caller: Well --

C. Phillips: So, it's -- it's a caution, but you're in the right place and I know they'll get the product to you in a -- quick.

Show Host: Seven to ten days.

Caller: Yeah. Well, we have a few left, but -- and we really like the cherry-flavored ones.

Show Host: Yeah, that's my favorite, too.

Caller: Uh-huh.

Show Host: The other one is -- just for everybody who is watching and wondering, the other one is a little more like a citrus or an orange flavor.

C. Phillips: Um-hum.

Show Host: But I'm with you, I'm a cherry gal all the way.

Caller: Yeah. We are, too.

Show Host: Thanks for calling in and being part of our show.

Caller: Uh-huh. Thank you.

Show Host: Take care now. Bye-bye.

Caller: Thank you.

C. Phillips: So long.

Show Host: \$18.25. Now, you get 60 lozenges. If you want to do it as a preventative measure, that's going to be a two month supply for you. If you want to stash some in your desk at work, stash some in the glove compartment in your car. Give a couple to your kids at school, because halfway through the day if they start to get that tickle in their throat, by taking one of these, they're already taking steps ahead to prevent getting sicker and to prevent spreading it to the rest of the family. So, these do last you a good long time.

But this is the time of year to stock up. Even if you're not suffering from hay fever and allergies, you know that cold season has pretty much started --

C. Phillips: Oh, it's started.

Show Host: -- or else it's right around the corner.

C. Phillips: It's definitely started.

Show Host: Right back to the phones we go. Chuck --

C. Phillips: Okay.

Show Host: -- this time we're going to say good morning to Alice. Alice, hello. How are you doing?

Caller: Well, good morning to both of you.

Show Host: Good morning.

Caller: And I'm doing great, and, of course, ordering more Cold-Eezers.

C. Phillips: All right.

Show Host: So, you've tried them in the past, have you?

Caller: Oh, absolutely. I wouldn't be without them. I've bought some for my sons who are -- they live kind of close by but they're out of the home, and we all swear by them. And I definitely do. You know, I was kind of skeptical in the beginning about colds --

Show Host: Um-hum.

Caller: -- but they really do -- as soon as you feel you've got a cold, you know, you just put one in your mouth and, oh boy, they are just fantastic. They stop it right away. And like that other lady said, I was delighted to hear this morning that you could take one every day to prevent a cold.

Show Host: Sure.

Caller: And that's just terrific news. So, I'm going to start doing that right today.

Show Host: Oh, good. Good for you.

C. Phillips: Good. Well, not only that, but zinc is a critical, very important mineral that we all need. A lot of us are deficient in it.

Show Host: Um-hum.

C. Phillips: So, not only are you preventing a cold, but you're getting that zinc which has been proven many times to have a positive effect on many conditions of the body.

Show Host: So you're getting even healthier.

C. Phillips: Absolutely.

Caller: Oh, I think they're wonderful. As a matter of fact, I'm going to order more for my sons. Now that we can take one every day, I'm just going to go back and order some more.

Show Host: Oh, good. Good thinking.

C. Phillips: That's a good idea.

Show Host: Well, Alice, you sit tight on the lines. I'll send you back over to the operators and they can help you out, okay?

Caller: Okay.

Show Host: Take care.

Caller: Thank you very much.

Show Host: Thanks for your call, Alice.

Caller: Bye-bye.

Show Host: Bye-bye now.

Sixty of them, original flavor or cherry flavor for \$18.25. That's a great deal, and that's not a lot of money to spend preventing a cold. Because if you think of it, you go to the drugstore, you're going to spend a \$20 bill getting all the cold medicine and you're going to be out of work for a couple of days. If your kids are sick, you've got to take time off from work. It winds up costing a lot more than \$18.25.

Right back to the phones. Let's see if we can't get in one more quick call. This time we'll say good morning to Rachel. Rachel, how are you this morning?

Caller: Hi. How are you?

Show Host: Great. How are you doing?

C. Phillips: Hi, Rachel.

Caller: I have to tell you a story and this is honest truth. I have two kids in college.

Show Host: Ah-ha.

C. Phillips: Ahh.

Caller: I gave my son the other flavor, my daughter takes the cherry, and I ran out of it.

Show Host: Uh-oh.

Caller: And she already told me, ma, I think I'm catching a cold.

Show Host: Oh, no. Quick, you got to get her more Cold-Eezers.

Caller: Because -- yeah. Because in college, one person sneezes --

Show Host: Um-hum.

Caller: -- 400, 500 kids, they all catch a cold.

C. Phillips: Oh, yes.

Show Host: You're absolutely right.

C. Phillips: It goes through like lightning.

Show Host: It runs through those dorms.

C. Phillips: Absolutely.

Caller: I wish I had them today. I'm going to go visit her this weekend.

Show Host: Oh.

Caller: But I did two orders again.

Show Host: That is marvelous. And, you know, for you and for everybody else, you can always do our bill to-ship to option. QVC will --

Caller: Yes, that's how I sent it today.

Show Host: Yes. Good for you. We'll do it.

Caller: Yes. Yeah, because they have the cleansing for the face, whatever, when I order from you people.

Show Host: Oh.

Caller: Thank you so much. The most wonderful things with the -- you know, with the zinc and everything.

Show Host: Oh, good.

Caller: I take it myself.

Show Host: Good.

C. Phillips: Good.

Caller: Because last year I had the worst -- the worst bronchitis.

Show Host: Uh-oh.

Caller: And I didn't have them with me.

Show Host: Oh.

C. Phillips: Ahh.

Show Host: See that?

C. Phillips: Now you know.

Show Host: Well, now you've got them all stocked up for the season. I'm so glad.

Caller: Yes. Yeah, thank you --

Show Host: Good for you.

Caller: -- and have a good day.

Show Host: You, too.

C. Phillips: Thank you.

Show Host: Take care of yourself.

Caller: Thank you again.

Show Host: Bye-bye.

C. Phillips: Bye-bye.

Caller: Bye-bye.

Show Host: If you are sending them to someone you love, family on the other side of the country, kids away in college, use our bill to-ship to. We'll ship them to them, we'll send you the bill. You don't have to worry about it. But be sure to pick some up for yourself.

Sixty of them, two packages, 30 in each package, cherry flavor or original flavor, the Cold-Eezers lozenges, \$18.25.

Chuck Phillips, what a delight to see you. Thanks so much for being a part of our show today.

C. Phillips: Thank you, Patricia.

Show Host: Good to see you, sir.

C. Phillips: Good to see you.

Show Host: We'll see you back.

C. Phillips: Okay.

(The Cold-Eezers segment was concluded.)

TRANSCRIPT OF QVC

JANUARY 28, 1997

Show Host: Please pick up the phone and call us at 1-800-345-1515, if you have used Cold-Eezers and you've knocked out that awful cold and you've taken care of it naturally and healthily because we have Dr. Robert Pollack joining us and we want to get going. We want to get going, we want to hear a story.

R. Pollack: Right, right.

Show Host: Hello, hello.

R. Pollack: Hello.

Show Host: Good morning.

R. Pollack: Nice seeing you again.

Show Host: It's nice to have you back.

R. Pollack: Thank you.

**ON SCREEN:
Dr. Robert Pollack**

Show Host: We're so happy every time you come to town. And I have to tell you every time Dr. Robert is with us, he comes on and he's kind enough to leave a bag or two of the Cold-Eezers up front by the producer's desk and we all kind of pick and choose. Well, the last time you were here, they were gone.

**ON SCREEN:
A-36293
60 Original or Cherry Flavor Cold-Eezers
Lozenges
QVC Price \$18.25
S&H \$3.97
QVC - 1-800-345-1515**

R. Pollack: They were gone.

Show Host: By 9:00 in the morning. Everyone came down and stole them and ran.

R. Pollack: Okay.

Show Host: And that's what happens on air as well. We tend to get these into stock, and the next thing you know, they fly out the door.

R. Pollack: Right, because of the fact that they work.

Show Host: They sure do.

R. Pollack: They work.

Show Host: We are talking about the Cold-Eezers lozenges, and we have two flavors to choose from, your original, which is sort of a citrusy, kind of an orangy -

R. Pollack: Um-hum.

Show Host: -- and the new cherry flavor. The item number is A-36293. \$18.25, you get two packages of them, so it's 60 lozenges in all.

R. Pollack: Right.

Show Host: And just like Dr. Pollack said, they work. And tell us why they work.

R. Pollack: Well, the fact -- very simply, we've treated the zinc in a certain way, which it is zinc, just normal, natural zinc.

Show Host: Um-hum.

R. Pollack: And it plugs up the viruses, the crevices that attach to the contact points on our cells. There they --

Show Host: Yeah.

ON SCREEN: Animation

R. Pollack: There you see the picture of how the viruses are attaching to the cell.

Show Host: Um-hum.

R. Pollack: You see those little crevices that are in each side.

Show Host: Um-hum.

R. Pollack: They attach onto the cell and that's what causes the cold. They start replicating. Here we have the zinc. Notice how they plug up the crevices and they just can't attach to the cell. It's as simple as that and as effective as that. It's the first treatment that actually treats -- or is effective against the virus that causes the cold --

Show Host: Yes.

R. Pollack: -- not the symptoms, the runny nose or the teary eyes.

Show Host: Right.

R. Pollack: Here, when we eliminate the virus, you eliminate the symptoms, all of them, not just one, the runny nose that you might buy something for, or the cough.

Show Host: Sure, sure.

R. Pollack: So, you see, that's the difference. And it happens very rapidly.

Show Host: It really does. This cuts down the actual time you spend suffering from a cold. And actually, if you take these on a preventative basis, you might not ever get a cold at all.

R. Pollack: Right. So, there we have the fact that you can see they were plugging them up.

Show Host: Sure. We're going to head off to the phones and take our first phone call of the QVC Morning Show.

Hello, you're live on the air with Dr. Pollack and Patricia. Who's this, please?

Caller: Hello, Pat. This is Alice from (inaudible).

Show Host: Hi. Hi, Alice. How are you doing?

Caller: We're doing fine. How are you?

Show Host: Say hi to Dr. Bob.

R. Pollack: Hi. Hello, Alice.

Caller: Hello.

Show Host: Alice, I --

Caller: We love your cold tablets.

Show Host: Um-hum.

Caller: This is our third order of them. They're very good.

R. Pollack: Well, good, I'm glad that you agree also.

Caller: Yes, we do. We've tried them, both kinds --

Show Host: Um-hum.

Caller: -- and this is the third time we ordered them.

R. Pollack: Um-hum.

Show Host: What kind of results have you seen, Alice?

Caller: Well, as soon as we start getting a runny nose or a sore throat, we take them.

R. Pollack: Um-hum.

Show Host: And does the --

Caller: They help right away.

Show Host: Yep, they sure do. So, you've made it through this winter season okay, huh?

Caller: Yes, we have.

R. Pollack: Good.

Caller: And I'm 83 years old and I'm doing fine.

R. Pollack: Bless you.

Show Host: Wonderful. That's so wonderful to hear. Alice, thank you very much for your phone call. Thanks for being a part of the morning show.

Caller: Thank you for talking to me.

Show Host: Our pleasure.

Caller: Okay. Bye-bye.

Show Host: Have a great day.

R. Pollack: Bye.

Show Host: Bye-bye.

You know, my own grandma just got over pneumonia.

R. Pollack: Hmm.

Show Host: And I'm sending her these so that she can continue to take them, and as some of the people do, take them on a preventative basis.

R. Pollack: Right. Yes.

Show Host: I know that you have women in nursing homes --

R. Pollack: Right.

Show Host: -- and gentlemen in retirement communities who are taking these.

R. Pollack: Yes. And they find them very effective.

Show Host: They sure do. And we've got --

R. Pollack: Because of all the people together and so on.

Show Host: Well, that's -- that's where you get germs from --

R. Pollack: Right, right.

Show Host: -- you know, and living in close quarters.

R. Pollack: Right, correct.

Show Host: Sure. We have someone else on the phone, so we'll go ahead right back to the phones and see who else is with us this morning.

Hello. You're on the QVC Morning Show with Patricia and Dr. Robert Pollack and Cold-Eezers. Who's this?

Caller: This is Sandra from Portland, Oregon.

Show Host: Hi.

R. Pollack: Hi, Sandra.

Caller: Good morning.

R. Pollack: Good morning to you.

Caller: I've been -- I've been looking for these for a long time.

Show Host: Um-hum.

Caller: And I just got over a bad cold and I wish I would have had them.

R. Pollack: Ahh.

Show Host: Um-hum.

R. Pollack: Right.

Caller: I recently was -- heard on a national television program that these --

Show Host: Um-hum.

Caller: -- are one of the most effective things in stopping a cold --

R. Pollack: Right.

Caller: -- in about three or four days.

Show Host: Correct.

R. Pollack: Correct. And if you get it right at the beginning --

Show Host: Um-hum.

R. Pollack: -- then it's possible that you would have even greater effect and it would be even less than the three days.

Show Host: Yes.

R. Pollack: When you get just the first sign and you say to yourself, uh-oh, I got that tickle or I have that --

Show Host: Right.

R. Pollack: -- you know, we know when we're going to get it.

Show Host: Yeah.

R. Pollack: That's the time to have them ready, pop one in your mouth, and it's going to start like that picture you saw, immediately beginning to get an effect.

Caller: Now, what is the action of the zinc? I understand the zinc coats itself to the lining of the nose?

R. Pollack: Well, not quite. We feel that -- have you seen the pictures just before that we had on the air? It appears that the zinc --

ON SCREEN: Animation

Show Host: There you go. There it is.

R. Pollack: There they go.

Show Host: Yeah, um-hum.

R. Pollack: See, here's a virus with the crevices that you see, and they attach onto positively charged projections that are in our -- that line our nose and mouth and throat. Now, here's the zinc. Notice how they plug up the crevices --

Caller: Oh.

R. Pollack: -- and they can't attach to the cell and there is no way then that they're going to replicate and give us the cold.

Caller: Oh.

R. Pollack: That's the whole key. Now, the point is that we were talking before we came on the program --

Show Host: Right.

R. Pollack: -- there are others that are out there that are trying to imitate this, and they say because Cold-Eezer Plus has zinc and ours has zinc, they must be alike.

Show Host: Uh-uh.

R. Pollack: They're not.

Caller: No.

R. Pollack: Because in attempting to flavor them, they tie up the zinc so tightly, they can't

get down into those crevices that you saw in the picture and they won't work. Only Cold-Eezer Plus will do what you see -- well, here, of course, is where they're attaching again.

ON SCREEN: Animation

Show Host: Um-hum.

R. Pollack: And that's where the cold starts.

Caller: Well, thank you very much for the product. I really appreciate it.

Show Host: You're welcome, Sandra. Thank you for your phone call.

Caller: Thank you very much.

Show Host: Sure. Bye-bye now.

Caller: Bye.

Show Host: Just like Dr. Robert says, these are effective and they work like no others out there, because these don't have other agents in them that prevent the zinc from doing the job they need to do.

Something else that's very important about these, they are non-medicating, they are not -- they will not make you drowsy, they are safe for pregnant ladies, they are safe for babies.

R. Pollack: Right.

Show Host: In fact, your grandson takes these, isn't that right?

R. Pollack: Yes, right. Just like that child there you see.

Show Host: Um-hum.

R. Pollack: It's safe for children, it's safe for adults.

Show Host: Yep.

R. Pollack: You are quite right, there is nothing in Cold-Eezer Plus that will stop any medication from working.

Show Host: Right.

R. Pollack: It doesn't really matter. It's all-natural.

Show Host: Um-hum.

R. Pollack: We need the items anyway, the nutrients that are there.

Show Host: Yes.

R. Pollack: It's just that we've treated them so that they're effective against the virus. Here you have a pilot -- or a child that is there.

Show Host: Um-hum.

R. Pollack: The mother is putting it in her backpack to take to school.

Show Host: Right, sure.

R. Pollack: And they're beginning to recognize when a child is sucking on something, and there are a lot of colds going around, chances are it's a Cold-Eezer and not just some candy.

Show Host: It's safe for your kids, it's safe for your grandkids, it's safe for --

R. Pollack: There's the pilot.

Show Host: -- pilots and school bus drivers --

R. Pollack: Right, right.

Show Host: -- and anyone who is going to be driving a vehicle at all.

R. Pollack: Oh, right. They are -- they're prevented by law from taking anything that's -- that will sedate them.

Show Host: Absolutely.

R. Pollack: Cold-Eezer Plus is the only thing that they're allowed to take.

Show Host: There you go. We're going to head right back to the phones and see who else is taking Cold-Eezers with us.

Hello. You're on the Morning Show. Who's this, please?

Caller: This is Margie from Philadelphia, Pennsylvania.

Show Host: Hi, Margie. How are you doing?

Caller: I'm fine. How are you both?

Show Host: Great.

R. Pollack: Okay.

Show Host: Are you taking Cold-Eezers, Margie?

Caller: Well, this is the first time we've ever been able to get it.

Show Host: Oh.

Caller: And I'm really excited, because as you just showed, I have a four-year old.

Show Host: Hmm.

R. Pollack: Right.

Caller: And at school, they kept passing the colds around.

R. Pollack: Right.

Show Host: Yep.

Caller: So, I was really excited that I got through this morning.

R. Pollack: Good, good. Now you don't have to worry about that four-year old cold walking in through the door or the --

Caller: Exactly.

Show Host: Well, you know how it is, they bring you home gifts from school.

R. Pollack: Yeah, right.

Show Host: They bring home a picture they colored and they bring you home a cold all at the same time.

R. Pollack: Right.

Caller: Exactly. That's why I'm so excited. I was afraid to give her the zinc just by itself.

R. Pollack: Right.

Show Host: Right. Um-hum.

Caller: And with this being all-natural, then I'm really excited.

R. Pollack: Okay.

Show Host: Exactly. Well, you know, if Dr. Bob gives it to his grandson, it's got to work and it's definitely safe for kids.

R. Pollack: Right.

Show Host: So, that's super. Well, I'm glad you could get them.

Caller: Thank you.

Show Host: You were very smart to call in early.

Caller: I'm glad we got through. Thanks.

Show Host: They do tend to sell out every time we have them on air.

Caller: Yes, they do.

Show Host: It's a good thing you called in this morning.

Caller: Yes.

Show Host: Thanks, Margie.

Caller: Thank you.

Show Host: Bye-bye now.

Caller: Bye-bye.

R. Pollack: Bye.

Show Host: You know, this is just about the only place that you can get them.

R. Pollack: Yes. It seems that this is true. And it's so wonderful that we have this national ability to get in touch with people and that they can get this, because you alluded to it before, the amount of money spent on just someone getting a cold is really incredible.

Show Host: Oh, it sure is.

R. Pollack: The wages that are concerned, if you can't get into work.

Show Host: Sure.

R. Pollack: If a child gets a cold, who's going to stay home with that --

Show Host: Mom's got to stay home.

R. Pollack: Right. It's mom that generally is going to be doing that.

Show Host: Sure. And those cold medicines are \$6 and \$7 a bottle.

R. Pollack: Right.

Show Host: And they don't do anything for your cold. They treat your symptoms.

R. Pollack: Exactly.

Show Host: They knock you on your butt. You're sleeping.

R. Pollack: Right.

Show Host: Sure, you're sleeping 12 hours a day, that's great. But they're doing nothing for the actual cold. This is revolutionary because it's actually doing something to prevent the cold virus from locking on to the respiratory cells. That's how we get sick.

R. Pollack: And clinically tested. They were actually clinically tested.

Show Host: Yes.

R. Pollack: And that's the marvelous part about it.

Show Host: It sure is. Everyone at QVC has used these. All of the hosts have used them. The last time I had a cold, I used them. My cold was gone, I couldn't even believe it, in about a day and a half. I saw instant results and that was it. And I didn't take lots of them. I took one about, oh, gosh, every maybe four hours or so.

R. Pollack: Every three -- right. But see, you started early. That was the key.

Show Host: Yeah, um-hum.

R. Pollack: Right.

Show Host: I'm going to unwrap this just so you can see what it looks like. There are two flavors. There's cherry, which is the newer flavor, this is what the cherry one looks like. And then there's your original. And they don't look too different, but I'm just going to hold them up so you can see. It's just a little hard candy, a little lozenge.

R. Pollack: Right.

Show Host: And if you've seen Dr. Bob on before and you haven't given these a try, I really encourage you, please don't miss out on them because every time he's on air, we sell out. And we don't know when we can get him back in and get more Cold-Eezers back in.

R. Pollack: Right, right.

Show Host: You won't find these in the store probably.

R. Pollack: Right.

Show Host: Probably. They either sell out very quickly --

R. Pollack: Right, correct.

Show Host: -- if you can get a store that carries them at all.

R. Pollack: Correct, yes.

Show Host: What you will find are other zinc products that are not at all like this, that don't work, that actually have ingredients added to them to prevent them from working. I know that sounds crazy, but it's true. This is it, right?

R. Pollack: Right.

Show Host: This is what you need to knock out that cold. Thank you so much.

R. Pollack: Thank you. It's been a pleasure.

Show Host: It's nice to see you again, Dr. Pollack.

R. Pollack: All right.

Show Host: The item number is A-36293. You're going to receive 60 of them -- that's two separate bags -- for \$18.25.

R. Pollack: Right.

Show Host: What a deal.

(The Cold-Eezers segment was concluded.)

TRANSCRIPT OF QVC

MARCH 31, 1997

ON SCREEN:

A-36293

60 Original or Cherry Flavor Cold-Eezers

Lozenges

QVC Price \$18.25

S&H \$3.97

QVC - 1-800-345-1515

Show Host: All right. We're going to continue on. This is the final product we'll have an opportunity to get to. I want to ask you, if you're already using the Cold-Eezers Plus, to give us a quick call. I'd love to talk with you, I'd love to hear your comments and what you think about these. The Cold-Eezers, you've probably read all the articles, you've been listening to television and radio news reports on the concept of zinc. The Cold-Eezer Plus is exclusive to QVC. Plus meaning more zinc in the mix. So, this configuration of the Cold-Eezer Plus you will only find here. There are other products out on the market. Those are available at retail. The Plus is only available at QVC.

We are offering you 60 lozenges. You choose the cherry flavor or the original flavor for \$18.25. If you're thinking, oh, well, cold season is over, we're already into April 1st, let me tell you, many, many, many of our viewers and studies will prove that the Cold-Eezers Plus are also effective on airborne allergies. If you are just about to get into ragweed season in your part of the country, if you are constantly dealing with allergic reactions to all of the pollen, if you have to deal with sinus infections because you're just breathing in the junk, this is the alternative.

ON SCREEN: Animation

Show Host: What does Cold-Eezers Plus do? Well, it's the zinc. The zinc that's included within this product literally prohibits the virus or the airborne allergies from adhering to the tissue inside your nose. What you're seeing right there is an animation that shows the virus, that big cube thing, but then you see the Cold-Eezer Plus zinc filling up the spaces where it would adhere, and it literally bounces off the surface of the skin much like a ball would bounce off a hard surface. It cannot adhere. If it can't adhere, it can't make you sick.

This is a perfect way also to take care of yourself in a preventive measure. Are you about to take a long airplane trip? And I want to say this off the top, I know that a lot of airlines are doing more and more to improve the quality of the air within the jets and whatnot, but as we all know, at this point, you still have recirculated air. And if you're going overseas, if you're going to Italy, if you're going to Germany, boy, you're going to be on that plane for six to eight hours. You better get ready. You're going to be breathing in everything that everyone has brought on on that plane, every cold, every allergy, every sinus infection. Everything is being recirculated.

Even if you don't have a tinge of a sore throat yet, even if you're not sneezing,

even if your nose is not itching, pop one of these in your mouth before you get on that airplane. These are preventive measures as well.

Let's say hello to Nadine. How are you?

Caller: Hi, Lisa.

Show Host: Hi. Nice to have you with us today.

Caller: My mother got me started on these --

Show Host: She did?

Caller: -- maybe last year.

Show Host: Okay.

Caller: And I was very skeptical about them.

Show Host: Right.

Caller: And they looked like candy to me. And -- but I figured, okay, mom uses them, so fine, I'll try it.

Show Host: Sure.

Caller: And then this year, I ordered some myself --

Show Host: Okay.

Caller: -- in the cherry. Very good.

Show Host: Yes, they are.

Caller: And I just -- I have not really had a cold this year.

Show Host: And what part of the country do you live in?

Caller: Iowa.

Show Host: Wow. So, you've had your share of tumultuous weather to say the least.

Caller: We have. Yes, I --

Show Host: You really have.

Caller: Yes, I'm really ready for spring, you know.

Show Host: Yes. Well, and this is also going to help -- from what the information has told us and what from viewers tell us, this is going to help during your allergy season, because you guys have a lot of beautiful flowering plants out that way. So, this is going to help if you are ever subject to allergy attacks.

Caller: Well, you know, I hadn't thought about that.

Show Host: But it will. This will work just as well in that allergy scenario for you as well as the cold.

Caller: Really?

Show Host: Yes. Isn't that great?

Caller: Now, I hadn't thought about that. My son has allergies.

Show Host: Absolutely.

Caller: I hadn't thought about that.

Show Host: Yes. It's the zinc, and if the zinc is in your system, it **will not** allow any of the -- the bad stuff to **adhere** to the nasal passages and to the skin. It just won't allow it to happen. So, **the same way** it helps prevent the cold, it will **help** with **all the** post-nasal drip, with the stuffy nose, with all of the junk that's associated with allergy attacks.

Caller: Well, I'll have to remember that.

Show Host: Please do. And it was nice to have spoken with you.

Caller: Well, very nice to have spoken to you.

Show Host: Thank you now.

Caller: Thanks for speaking to me, Lisa.

Show Host: My pleasure. Bye-bye.

Caller: Bye now.

Show Host: When you also think about the alternative, many of us when we have a cold or an allergy attack or a sinus infection, we medicate the whole body. It makes you drowsy. It's not always good for you. And if you can avoid that, especially if you're behind the wheel of a car all day or you're a school teacher or you just don't like that drugged out feeling, this is the alternative.

Hi, Lillian. What do you think?

Caller: I think it's great.

Show Host: You already use these?

Caller: Yes.

Show Host: Tell me your experiences with Cold-Eezers Plus.

Caller: Well, my husband and I both have been using it. We get the beginning of a cold, the burning watery eyes --

Show Host: Yeah.

Caller: -- and runny nose and all that --

Show Host: Uh-huh.

Caller: -- and start taking them, and by the next evening, we have no signs of it.

Show Host: It's amazing, isn't it?

Caller: Yes, it is.

Show Host: Well, you know, from what the information tells us, people have known for centuries that zinc was the way to go. The problem was it was so terrible to taste.

Caller: Yeah.

Show Host: So, now -- you know what I'm saying? It just -- it was unpalatable.

Caller: I know. We've tried the ones around here.

Show Host: Yeah, exactly.

Caller: They're powdery weird stuff.

Show Host: Exactly.

Caller: And taste terrible.

Show Host: They taste horrible.

Caller: Yes, they do. We still have them.

Show Host: So, what was -- yeah. What was great about this product is the zinc is in there, but it's just like a little very tasty lozenge.

Caller: Yeah.

Show Host: Absolutely. I'm glad it's worked so well for you. I really appreciate you taking a few minutes to call us.

Caller: That's good.

Show Host: And stay well.

Caller: We will. We've ordered more.

Show Host: Good. Thanks now. Take care.

Caller: Uh-huh. Bye-bye.

Show Host: Bye-bye.

I realize tomorrow is April the 1st and I know a lot of people think, ah, cold season is behind us. Actually, the spring cold can be the worst cold. When you think about the changing temperatures. Philadelphia is a perfect example. Yesterday, it was 70. Today, there's snow on the ground and blowing snow. It's freezing cold.

Where you may be living there may be a lot of change in the weather as well. There could be children that are home on spring break giving each other colds -- spring colds and taking them right back to the family. This is the kind of preventive measure you need to keep in your pocketbook, keep one at the office, keep one at Sunday school, keep one wherever, in the car as you're travelling, because you're going to save so much money, you know, by not missing work, by not having to go to the doctor all of the time, you just feel better.

Hi, there. Is it Vicky or Nicky?

Caller: Yeah, it's Vicky.

Show Host: Hi. How are you?

Caller: Hi. Good. How are you?

Show Host: I'm doing great. It's nice to talk with you today.

Caller: Nice to talk with you.

Show Host: Well, what are your thoughts on the Cold-Eezers Plus?

Caller: Well, my son's had a chronic sinus infection, so I'm hoping that these will help him a little bit.

Show Host: It should help a bit, and maybe more than a bit. The whole concept of the zinc, if it has anything to do with the nose and the nasal passages and all of that part of the head --

Caller: Um-hum.

Show Host: -- it's going to help.

Caller: Oh, great.

Show Host: Now, does he have severe problems?

Caller: Yes, he does. He's actually missed several days of school.

Show Host: Oh, my goodness.

Caller: Yeah.

Show Host: You know what I would suggest, and of course you're going to do the best for him as his mother, visit with his pediatrician or his physician.

Caller: Uh-huh.

Show Host: But I'll bet you a dollar they'll say it can't hurt and it may even really help.

Caller: I'll certainly do that.

Show Host: Please do. And let us know -- I'd love to know if it works out for his situation as well.

Caller: Okay.

Show Host: Thank you for calling.

Caller: Thank you.

Show Host: Take care.

Caller: Bye-bye.

Show Host: Bye-bye.

The cold season, the allergy season, for post-nasal drip, for sinusitis, it's zinc. The Cold-Eezers Plus, more zinc, you can only get here. You can't get it anywhere else. Only at QVC.

Hey, it's been fun this Problem Solvers. I'm glad you spent a little bit of time with us. Colors of Gold coming up next and then Collectible Dolls at 5:00. See you right around the corner.

TRANSCRIPT OF QVC (Q2)

FEBRUARY 5, 1997

ON SCREEN: 1-800-345-1331
Fast Fun QVC Shopping

Show Host: Yee-ha, yeah, \$18.25, A-36293. It can work for you as well. You've probably heard all about these on the news. Let's check them out with Rick Joe Meyer.

(Brief pause)

ON SCREEN:
A-36293
60 Original or Cherry Flavor Cold-Eezers
Lozenges
QVC Price \$18.25
S&H \$3.97
QVC - 1-800-345-1515

R. Pollack: Now's the season for office parties and the kids coming together and where the viruses just love, we're giving them a ball, you know, this opportunity.

Show Host: Yeah, I'm telling you, if you don't have them yet, you got to have them. But wait a minute, they're lozenges, what's the big deal? What is the big deal, my friend?

R. Pollack: The zinc. The ionic zinc that is going to react with the virus, inactivate it and then there's no cold. We'll see that later on in the show.

Show Host: What was the problem in the past with the zinc? Not a good flavor.

R. Pollack: Right.

Show Host: Well, not anymore. These are delicious. They are -- you have your choice of the original, which I'm going to have, or the cherry.

R. Pollack: Or the cherry.

Show Host: If you happen to be a construction worker, an airline pilot.

R. Pollack: Right, yeah.

Show Host: If you're a school bus driver or if you're working as a teacher, if you work at a keyboard in an office with a lot of other people saying hello to you and germs passing all day long.

R. Pollack: Right.

Show Host: What happens is you pop one of these, about how often?

R. Pollack: One every three hours.

Show Host: That's it?

R. Pollack: Yeah, that's it. That's it. Nothing else to do.

Show Host: What are we looking at here, Dr. Bob? We're going to take a look at a little animation.

ON SCREEN: Animation

R. Pollack: Oh. Those are the viruses that are attaching on to the human cell and that's when we get all of the symptoms of the common cold, the sneezing and the sniffing and the coughing and so on. And then, what we're going to see now, there are the zinc ions that are plugging up the virus. They're not able to attach on to the human cell, no cold, and that's what it is. When we get that first feeling, that tickle, that uh-oh, we're headed for it, that's what's going to happen by the next morning, no cold.

Show Host: Hi. You're live on the air. What's your name and where are you calling from?

Caller: Hi. My name is Judy and I'm calling from Niceville, Florida.

R. Pollack: Yes?

Show Host: Judy?

Caller: Yes.

Show Host: You got a cold or not?

Caller: Not yet.

R. Pollack: Right.

Show Host: Because of the Cold-Eezers?

Caller: Yes. I did call about the Cold-Eezers.

Show Host: Wow, that's great. You're getting these for yourself?

Caller: For me and my husband, I sure am.

Show Host: Oh, that's --

Caller: We read about them in the local newspaper.

R. Pollack: Um-hum.

Show Host: I'm telling you, you read about them in the newspaper, I've seen articles on ABC News, NBC News, CBS News, articles on, you know, do they really work.

R. Pollack: Yeah.

Show Host: Some of those consumer reporting kind of TV articles.

R. Pollack: Right.

Show Host: And you know what everybody says time and time and time again? You know what, we were skeptical --

R. Pollack: Right.

Show Host: -- but they work.

R. Pollack: This morning on This America -- what's that show?

Show Host: Good Morning America.

R. Pollack: Right. This morning.

Show Host: You're kidding?

R. Pollack: Right, right. I was just told while I was sitting in the green room.

Show Host: That's another one. Add it to the list.

R. Pollack: There you go, right.

Show Host: And add you to the list, too. Congratulations.

Caller: Thank you.

Show Host: Okay.

R. Pollack: Right.

Show Host: Bye-bye.

Caller: Bye-bye.

Show Host: It's becoming a national phenomenon. You're surprised -- I mean, amazed at just how big this has gotten.

R. Pollack: And it's --

Show Host: Because -- yeah, nobody realized.

R. Pollack: No.

Show Host: And guess what? They debuted right here on QVC.

R. Pollack: Right. Correct.

Show Host: Cold-Eezers. The Cold-Eezer Plus with just a little more zinc in them --

R. Pollack: Right.

Show Host: -- for even more powerful protection.

R. Pollack: For more powerful protection, correct.

(Brief pause)

Show Host: Now, I like the all-natural, Bonnie Johnson likes the cherry. But I'm telling you something, I'm always sick. November of every year, I get strep throat, tonsillitis, I always get some sort of horrible throat ailment. And, you know, this year, I didn't get it and I really am a firm believer in these. I think that they're preventing me from getting sick.

So, there you have it, folks. A-36293. And they must be working because they've sold out before and you can't get them in any stores anymore. So, get them with us. For \$18.25, you're getting two bags in your choice of the natural or the cherry. 1-800-345-1331.

(The Cold-Eezers segment was concluded.)

TRANSCRIPT OF QVC

OCTOBER 2, 1997

Show Host: We're going to start off our Health Connection with something that, I guess, a lot of us -- a lot of us hopefully -- I'm actually fighting one right now.

C. Phillips: Oh.

Show Host: So, I'm going to start taking mine since you're here.

C. Phillips: Excellent. Start right now at the first sign.

Show Host: Chuck Phillips is joining us to talk about Cold-Eezers. Thanks so much for joining us.

C. Phillips: Sure.

Show Host: We're just kind of meeting right here. So, we're going to jump in. You are, in fact -- you are the founder of the Quigley Corporation who brings us Cold-Eezers.

C. Phillips: One of the founders.

Show Host: One of the founders.

C. Phillips: Right.

Show Host: And this is something -- and if you have it, please give us a call, because many of you have used Cold-Eezers in the past. Maybe if you had the summer cold, you used them this summer. But I know the moms out there really want to hear about this.

ON SCREEN:

A-36293

60 Original or Cherry Flavor Cold-Eezers

Lozenges

QVC Price \$18.25

S&H \$3.97

QVC - 1-800-345-1515

C. Phillips: Absolutely.

Show Host: It helps reduce the symptoms of the common cold.

C. Phillips: Right.

Show Host: This formula.

C. Phillips: Moms are waking up right now.

Show Host: Um-hum.

C. Phillips: And they're hearing that little voice --

Show Host: Um-hum.

C. Phillips: -- mom, I don't feel so good. Well, what we're going to do this year is get more aggressive, we're going to attack the cold. We're suggesting to moms, get Cold-Eezer Plus in the house.

Show Host: Um-hum.

C. Phillips: Have it ready, and at the very first hint of a cold, start applying it. But even before then, try to use it as a preventative measure, so that if you know that the child has had an exposure, which is school, they can take one a day --

Show Host: Um-hum.

C. Phillips: -- to try to prevent getting a cold.

Show Host: And you're talking about schools, I mean, everywhere you go, I mean, other children have it, other adults have it, you're just always exposed.

C. Phillips: Always exposed, exactly. You touch things.

Show Host: Um-hum.

C. Phillips: You touch a doorknob and you go up and you touch your nose, you've got the chance to have it.

Show Host: Right.

C. Phillips: So, what we're saying is, point one, if you don't have it in the house, get some in the house so that you have it to use at the very first sign of a cold.

Show Host: Um-hum.

C. Phillips: That's the important thing. This year we're saying, have it around and take one a day. Give your child one before he goes to school, that way, it can possibly prevent that child from getting a cold.

Show Host: Now, what do these contain? How do these work?

C. Phillips: Well, it contains what we call ZIGG, zinc gluconate glycine.

Show Host: Um-hum.

C. Phillips: And it's a patented formula. It is homeopathic, it is all-natural. It's --

Show Host: Right. That's important I know, especially when we're talking about little ones.

C. Phillips: Little ones, right. It's non-sedating.

Show Host: So, anybody -- you're not going to fall asleep on these.

C. Phillips: No, you're not.

Show Host: Which a lot of cold medicines make you fall asleep.

C. Phillips: They tend to make you drowsy.

Show Host: Um-hum.

C. Phillips: And they sort of take the wind out of your sails --

Show Host: Right.

C. Phillips: -- and make you feel tired. Cold-Eezer Plus will not do that.

Show Host: Um-hum.

C. Phillips: You take one every three hours when you're treating a cold, but as I say, let's get aggressive, let's take one a day to see if we can stop the cold from even coming onto you. Another strategy is if a child comes home, they have a cold, it's very evident, they've started to sneeze --

Show Host: Um-hum.

C. Phillips: Everyone in the family should take one or two --

Show Host: To prevent them --

C. Phillips: -- to prevent them to be infected by this infection that's now come into the house.

Show Host: Now, if -- like I said, last Saturday, I woke up with a sore throat.

C. Phillips: Right.

Show Host: So, I mean, I -- this, I should take -- you know, I didn't have them in the house, so --

C. Phillips: Oh, boy.

Show Host: Now, I have them. I'm going to take one now. But this will help reduce -- if it's too late, if somebody already has gotten the signs of a cold, how does it help to reduce -- what symptoms will it help reduce?

C. Phillips: It's not too late.

Show Host: Okay.

C. Phillips: If you've had a cold for one or two days, it will basically reduce the duration of what's left of the cold nearly in half.

Show Host: Okay. Oh, really?

C. Phillips: Sure. So, it's not -- it's never too late.

Show Host: Um-hum.

C. Phillips: The thing is, we want to be quicker, we want to catch it before it starts, and we want to even come before that and become preventative --

Show Host: Right.

C. Phillips: -- and try to anticipate things. You know when you've been infected. You've been on an airplane flight. That's recycled air.

Show Host: Um-hum.

C. Phillips: And you're breathing it in. It just takes one person on that plane --

Show Host: To be sick.

C. Phillips: -- to fill the air.

Show Host: Um-hum.

C. Phillips: And you land, take your Cold-Eeze.

Show Host: Right. Because you have many -- I do that all the time. In fact, when I came back from New York, I was on a train, and I think the trains are similar to the planes with that air.

C. Phillips: Sure. It's a contained space.

Show Host: And that's where I think I got my cold Saturday morning.

C. Phillips: Sure. Cold-Eezer Plus should be taken, you know --

Show Host: Right when I got off the train, I should have taken one.

C. Phillips: -- as soon as you're off the train.

Show Host: Right.

C. Phillips: Or in the evening at your home and you've had most of the exposure or you've touched everything you're going to touch, you've washed your hands, take a Cold-Eezer Plus.

Show Host: Now, with this, you're going to get two bags, each contain 30 lozenges and each have 135 grams of the zinc in it, which --

C. Phillips: Well, each Cold-Eezer Plus lozenge has --

Show Host: Right.

C. Phillips: -- 14.2 milligrams of zinc gluconate glycine.

Show Host: Um-hum.

C. Phillips: And basically one every three hours to treat the cold.

Show Host: Um-hum.

C. Phillips: Or take one a day to try to prevent it.

Show Host: Preventive.

C. Phillips: It's also excellent for allergies.

Show Host: Oh, really?

C. Phillips: Absolutely.

Show Host: We're going to go to the phones and see who's shopping with us this morning.
Hi, Geraldine.

Caller: Hi. How are you this morning?

Show Host: I'm great. Now, do you have Cold-Eezers or are you picking them up?

Caller: I'm just buying them.

Show Host: Oh, good.

C. Phillips: Oh, good.

Show Host: Now, why did you decide to pick them up?

Caller: I have a grandson that lives with me that goes to preschool. He brings a cold home every season. My husband and I are sick all winter.

Show Host: Oh, no.

C. Phillips: Oh, boy.

Caller: So, we're hoping that this -- I'm going to try this and hope it will cut down the effects that we usually receive --

Show Host: Um-hum.

Caller: -- from the cold seasons. We haven't ever been this sick in years. But he brings all the fresh, nice, young germs into the house that we can't fight.

Show Host: The new germs.

Caller: Yes.

Show Host: Well, you know -- and as Chuck said, take this as a preventative, too. So, I mean, when he starts the preschool, you know, start taking maybe one a day.

C. Phillips: Right.

Show Host: And then if he brings it home, you're not going to get that.

Caller: Well, here's hoping because my husband moans.

Show Host: Oh.

Caller: He says, every time this kid goes to school, I'm sick.

Show Host: Um-hum.

C. Phillips: Well, have him take one a day and he will not catch it and have the child, perhaps, take one in the morning before they go to school and --

Caller: Oh, that's a good idea.

C. Phillips: -- to prevent them from even getting the cold. It's preventive medicine. It's an aggressive family strategy to stop this spreading of the cold --

Show Host: Um-hum.

C. Phillips: -- and to help the child out almost instantly.

Show Host: And it's nice, too, because it's all-natural. It's like a homeopathic way to prevent the cold and prevent the symptoms and it's also non-sedating. So, they're not going to go to preschool and be like, you know, snoozing on the side because there's no, you know, medicines in here to really bother you or the little ones.

C. Phillips: They won't become tired. And rest assured, it's a stocking item here at QVC. You can get Cold-Eezer Plus 24 hours a day. You can't run out.

Show Host: Right.

Caller: Well, if they work -- if they work, I guarantee you, you'll have a lifetime member.

C. Phillips: Oh, good.

Show Host: Well, and let us know, Geraldine. Call us back after you try them and let us know how they do work for you. Okay?

Caller: I certainly will.

Show Host: Thank you so much.

Caller: And thank you for talking to me, and you have a real nice day.

Show Host: You, too.

C. Phillips: You, too. Bye-bye.

Caller: Bye-bye.

Show Host: I want to let everyone know, too, because a lot of people think zinc, they think bad taste. You've really helped that out a lot. You have two flavors to choose from, original or cherry. I love the cherry.

C. Phillips: Yes. Well, zinc -- you can take zinc --

Show Host: Um-hum.

C. Phillips: -- gluconate lozenges, just tablets and let them dissolve, but they actually can make you nauseous.

Show Host: Um-hum.

C. Phillips: So, Dr. John Godfrey, the inventor of our formula, found a way to sweeten zinc gluconate -

Show Host: Um-hum.

C. Phillips: -- yet release the zinc ions to the mucosal surfaces which does the job.

Show Host: Um-hum.

C. Phillips: That's what is stopping the rhinovirus from reproducing, but it's also what we think is perhaps clamping on the nerve endings in here and telling your system that you don't need to have mucus being produced.

Show Host: Right. I think we have some tape that will show that.

C. Phillips: Yes, good.

Show Host: And maybe you can explain it again as we see it.

ON SCREEN: Animation

C. Phillips: Absolutely. It's -- you see that the purple items are your rhinovirus in and around your mouth, and as they come in and touch the walls of the inside of your mouth and nose, they attach themselves.

Show Host: Um-hum.

C. Phillips: Boom, you have an infection going. They intrude, they replicate, and they kill the cell and send billions more out there.

Show Host: Hmm.

C. Phillips: Now what you see is the blue double positive zinc ions of Cold-Eezer Plus in and around the rhinovirus and they actually plug up the areas that the rhinovirus normally would use to, let's say, magnetically, by forces, positive and negative like a magnet, lodge onto your cells. So, the zinc gluconate glycine is stopping that. The zinc double positive ions are preventing the rhinovirus from even having a chance to get a foothold, and it just gets washed away by the body's normal system of cleaning this area, which is mucus.

Show Host: Um-hum.

C. Phillips: So, it works rather well.

Show Host: And it will help reduce the symptoms and the duration. Not only the symptoms like the coughing --

C. Phillips: Exactly.

Show Host: -- the cough and the stuffy nose and the sore throat and the nasal drip and the sneezing, but also the duration.

C. Phillips: The duration, which is the most important thing anyway.

Show Host: Because if you're out of work for three or four days, I mean, that's a long time --

C. Phillips: Yes.

Show Host: -- to not get that paycheck or to just be out of work on your back and miserable. I'd be miserable.

C. Phillips: Well, miserable, the agony, the misery is what you want to get rid of.

Show Host: I know.

C. Phillips: Absolutely.

Show Host: And as Geraldine said, you know, her husband is moaning. I mean, then the agony for everybody in the family.

C. Phillips: Oh, really, everybody is awake.

Show Host: And the little ones who wake up and, you know, mom, I don't feel good, you know. This is going to --

C. Phillips: And then you're into the whole thing. Mom's got to deal with this.

Show Host: Um-hum.

C. Phillips: But we can stop that.

Show Host: And then she gets the cold.

C. Phillips: We can stop it --

Show Host: Preventative.

C. Phillips: -- (inaudible).

Show Host: Right.

C. Phillips: Now, there's a word about business in general, if you own a business, whether it's a single proprietor or AT&T.

Show Host: Um-hum.

C. Phillips: We suggest they take a good hard look at having Cold-Eezer Plus around for their employees.

Show Host: Mmm.

C. Phillips: Now, the United States last year lost \$21 billion from the common cold. We have them here at QVC.

Show Host: Um-hum.

C. Phillips: And they're available to most everyone here and we've heard that it works rather well.

Show Host: My mother picked them up last year for her work.

C. Phillips: Okay.

Show Host: And she works -- she has a store, and so, you have, you know, all sorts of people coming in --

C. Phillips: Sure.

Show Host: -- and employees as well that you're going to get the cold.

C. Phillips: Well, of all the people to protect, your employees are very important.

Show Host: Right.

C. Phillips: It costs a business approximately \$125 a day for that person to be absent.

Show Host: Um-hum.

C. Phillips: Now, if they're there, they're also spreading the cold, right? And so, I mean, it doubles the problem. Why not stop it immediately?

Show Host: Right.

C. Phillips: Have it available to the people that work for you. It's -- 55 percent of all colds end up at the doctor. It's amazing. Fifty five percent of everyone who gets a cold gets a condition that the cold began and --

Show Host: Um-hum.

C. Phillips: -- now it's gotten worse.

Show Host: So, take this as a preventative, like once a day, but also, you know, take it -- if you were not able to do the preventative, make sure you take it once it starts and reduce the symptoms and reduce the duration.

C. Phillips: Right. Real important, too, is the value of zinc. Nearly everyone in the United States is zinc deficient. There's very few places to get natural zinc.

Show Host: Um-hum.

C. Phillips: Oysters, things like this, which aren't readily available every day.

Show Host: No. And some people don't like oysters.

C. Phillips: Right. And being zinc deficient puts you into various categories that are not good, let's say.

Show Host: Um-hum.

C. Phillips: If you're taking the zinc, it will help aging, it will help immunity, it will help vision. It's good for 26 or 27 conditions of the human body. So, taking one a day, you're getting nearly the daily requirement --

Show Host: Um-hum.

C. Phillips: -- but you're also preventing that cold from getting a foothold on you.

Show Host: Right.

C. Phillips: And it stops the whole process --

Show Host: Reducing --

C. Phillips: -- right in its tracks.

Show Host: -- the symptoms and the duration of the common cold. We do have cherry flavor or original. You're going to have two bags of 30 lozenges in each one. They're \$18.25. Try them out. They really, really do work. I've used them. My mom has used them. Actually, I have one right now.

C. Phillips: You have one right now. There's one working right now.

Show Host: I know. There's one working right now. A-36293, and they do taste great. I like the cherry personally, but there are -- you know, the other flavor is just as good. Both of those, \$18.25.

Thank you so much, Chuck.

C. Phillips: Thank you, Bonnie.

Show Host: Thanks for keeping us healthy.

C. Phillips: Oh, I'll be glad to.

Show Host: I'm sorry that you weren't here Saturday morning. But now my cold will go --

C. Phillips: One a day and you won't have this problem.

Show Host: That's right. Thanks so much. A-36293.

(The Cold-Eezers segment was concluded.)