The Silent Threat Lurking in Your Arteries (And How Seaweed Might Fix It!) Transcript

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Introduction to the Summit and Guest

Well. Hello, everybody. It's a pleasure to have you back at reversing heart disease. Naturally. 3.0 The summit. You want to learn all about your health, your heart and how to use nature to make it better.

And nobody can help us more understand a crucial pathway to keep our arteries good. Then, a company called Carl Roy Health and the CEO. We have the honor of having Andy Crosby. Hi.

How are you? I'm doing great. Thank you so much for inviting me. Well, thanks for taking your time. You're running a big company, and I appreciate you talking about a little bit about the back story and a little bit about why the company is gaining so much attention.

But, how did you get interested in that topic that's so esoteric? The endothelial glycol clinics we use sirup to make our arteries better. I mean, that is not, you know, working on Madison Avenue or Fifth Avenue and all the rest, right?

Which is actually where I started. So that's what makes the journey interesting. If you had told me ten years ago we'd be talking about the endothelial glycol calyx, I'm pretty sure I would tell you you should be committed.

So it really started for me.

Andy Crosby's Health Wake-Up Call

About 13 years ago, I started working for the Institute for Functional Medicine. I was in my 40s. I was tired of selling fashion and cars and, doing all the work that we did in the advertising industry and was really interested in figuring out how I could take the skills that I had developed and my marketing background, and really put it towards a topic that I cared deeply about, which was health and wellness.

So I spent about 13 years at the Institute for Functional Medicine, building that organization, and in doing so, I got to meet, you know, some of the great minds of medicine like yourself and really felt like I was on this great pathway for health.

You know, I was an ex college athlete. I was eating all the right food. I was working out and weight training and, 21% body fat. Like, I just thought that I was in a great space.

And I ended up going to a conference and had the opportunity to do a similar a carotid intermedia thickness test. And I kind of did it as a dare. A colleague of mine did it and came back and was bragging about how much younger his vascular age was than his biological age.

And I thought, well, I'm going to do this and I'm going to beat him. And so at that time, I was 52 and I took the swim team, my results came in and I was literally floored.

I found plaque spots in my arteries that I didn't know existed. I was in the 91st percentile in terms of intermediate thickness. So basically I just had all this inflammation in my arteries that I didn't know existed.

I had no familial history of cardiovascular disease, no reason to believe at all that this could be an issue for me. So it was really a rude awakening.

My vascular age was 69, my biological age was 52. So that really put me on this pathway of like, Holy Moses, how could this possibly be happening? And what on earth do I do about it?

Up to that point, I'd always felt or heard that cardiovascular disease was really difficult to, you know, prevent and certainly to reverse. So I was speaking with my colleagues who knew more than I did about what was happening in the cardiovascular industry.

And I kept hearing about this product called arteries, so that people were really excited about and really felt like it could have a positive impact on, blood vessel health.

So I started taking artificial. I mean, honestly, I was so panicked I would have taken anything anyone asked me to, but that was the only real change that I had in my diet and my supplements to act.

And six months later, I went back to repeat that CMT. And I saw some real differences in the CMT, but one of them was that my score actually decreased.

So I went from 69 and vascular age back down to 65.

How Arterosil Supports Vascular Health

So here I am about five years later, having started on that product, and I'm now down to my biological age. My blood vessels look really healthy. I've been doing all the labs.

You know, everything that Doctor Khan would have suggested I've done. And I've really seen a huge improvement in my vascular health and part of my own journey then was really trying to understand, like how how could this hit me out of nowhere?

And as I started to look into it a little bit more, I actually realized that this is more common than not that a lot of people's real first indication that they have a vascular issue is an event.

And so it just got me very, very passionate about what the company was doing. I got to meet the co-founders, Ed Hoyt, who's the CEO. I'm the president of Calvary, and Doctor Chen Chen, who I know you know quite well, is our co-founder and chief science officer.

I got to know them quite well and was just really impressed with the integrity in which they run the business. The real commitment that they have to science and research and specifically product specific research, which is unusual in our industry.

And so I just started to get really, both committed to, you know, making my personal passion, being really trying to get women in particular more involved in their cardiovascular care early on, because, of course, we know that there's hormonal changes in the 40s can really be a trigger for cardiovascular events.

So that got me passionate about that. The more I learned about the company, the more I felt like I wanted to be a part of what they were doing. So that's what got me here today.

Well, that is a great story. And I agree with that message, which is, you know, I use the hashtag test, not yes, don't assume there's so many factors.

And now we keep hearing about pollution and microplastics and they lead and forever chemicals and they all have an impact. So even with a super healthy lifestyle you still got your genetics and your environment to worry about.

And yeah, they alone can create plaque. So it's so great that you saw your, plaque reverse. And that's the name of the summit Heart disease reversal summit.

So you're a welcome case study. Of course, the company, Cowboy Health. You mentioned the product. Our Terra sale. Gotta be I happened to have a bottle here because I do take it myself.

Got to be one of the most unique products on the market because the main component is grain, seaweed. And,

well, a lot of us, maybe have tried a little seaweed salad at a sushi restaurant and probably pushed it away.

It's, if you don't grow up with it. I don't think you love seaweed salad. And there are people out there that are saying you're nuts. I love it, and that's fine.

But tell us a little bit about, you know, the the path that or I got the green tiger patterns, Doctor Chen and why there is, you know, a supplement that, has a great scientific foundation but actually now has published clinical research like, you know, but even tougher cases in you know.

Yeah, this is a fun story, actually, Doctor Chen, our chief science officer and co-founder, had been working on this product for really the last 25 years.

So he initially started working with Doctor Bruce Daniels on, they had started reading a lot about the endothelial glycol helix. And that glycol helix is actually that super thin.

What do I want to say? Slippery lining of the endothelium. And I'm guessing Doctor Khan, when you were in med school, they they certainly didn't teach you about the like.

Okay, let's back then, it's been a relatively new discovery, am I right? Yeah. I don't be very surprised if they teach about it now, but yeah, if you didn't I certainly didn't teach about it in.

Yeah. So they they really started to realize that this layer really is ground zero for vascular health. So in other words, you can't have a healthy endothelium if your glycol calyx layer is impaired.

And if you can't have a healthy endothelium, you just can't have a healthy vascular system. And as you know, if you have an unhealthy vascular system, you have an unhealthy body.

It's your transport system. So he had really been, identifying this, structure in the body and thinking about ways that that could be supported and what Calvary did, which I think is just brilliant, is they developed and patented this microfluidic chip.

Clinical Research and Ongoing Studies

And this microfluidic chip looks literally like a little piece of plastic, and it almost has veining that runs through it. And what they were able to do was put human glycolic cells on this microfluidic chip and then figure out, a process of pulsing blood across it as if it were actually a blood vessel.

And that allowed them to test different substances on this layer to determine what degrades that layer and what actually builds it back up again. So we know glucose will degrade the like, okay.

Like so high sugar diets, people, diabetic patients tend to have impaired like okay. Like so what we did is we degraded that like that like okay. Like on the microfluidic chip.

And then we ran many different substances over it to see what would build it up again. We found that marine polysaccharides were very effective at doing that.

And so we started looking at a bunch of different seaweeds. And as you said, the core ingredient in our Tercel is a green seaweed called monstro gamma knitted.

And what's special about that green seaweed? We tried all different kinds, including brown. You couldn't seaweeds, which, you know, you're seeing quite commonly out there right now.

What was unique about the green seaweed is that within 24 hours, it regrew there's like, okay, like cells to 103% of its pre damaged state. And we just did not see any other compound that really compared to that.

What's unique about cow right is that we actually have relationships with the, fisher people who go out and harvest this green seaweed a couple of different times a year.

And we have a very specific extraction process that we've developed over the course of the last 25 years to really ensure we're getting the best extraction of that green seaweed possible.

And our extraction is called money. Tim. Rs. So we're the only company that has access to this. And, you know, it's proven effective and cellular animal and human studies.

So, we have about 20 years of data on it. It's proven to be quite safe. You can take it with pharmaceuticals. You can take it with other supplements. I think you're the one that started to coin it.

A smoothie in the bottle. Because it is this great rare green seaweed. Very different than what you get in the sushi, restaurants. But this great green seaweed combined with, polyphenol from fruits and vegetables.

Yeah. That's why it's a smoothie. 22 fruits and vegetables, plus green weed. We'd all be better off if we took it. And, you know, my criteria for, utilizing a supplement in the clinic is, if possible, human clinical data.

Because sometimes what happens in a rat or, is these microfluidic chips just doesn't translate. It did translate for you, but, I was so happy to see that, our mutual colleague, Doctor Christine Burke did publish, you know, the, the follow up of six really tough patients.

And I get these in my clinic that now they're just not getting better with everything I'm doing. Yeah, they had carotid thickness and plaque, and they took this standard dose.

And, you know, that sometimes is you in vitamin companies, the research is ten times the standard dose would be so expensive and so crazy. This is just one capsule twice a day the standard dose.

And everybody improved. And their follow up carotid IMT ultrasound. So that was very, very welcome. Any ongoing research right now? Yeah. Actually we're in the field with, the VA on a study.

This will be on our tier. So, we're adding to that. We since, launching with our pterosaur came out with a nitric oxide product called basking Ox. So that will be part of that study.

You know, one of the things that I really love about this company and the two co-founders is their real commitment to research. So we're constantly looking for case studies, case partners out there, clinicians who will write up results as Doctor Burke did.

And, also, we're willing to invest significant amount of money in studies that just really show the efficacy of the products, which, you know, is really critical for patients.

They're coming in and spending money on their health and on products. And we want them to feel confident that our products are both safe and effective.

VascuNOx and Oral Microbiome Support

Yeah. And basking acts. The, nitric oxide support supplement. Very similar, but it's a purple bottle. I just don't have one here with me right now. Has nitrites to, most of the audience has heard other lectures over the years talk about nitrates in the diet to boost nitric oxide, but has a great version of garlic, an extract, a garlic.

You know, bigger fan on the planet for garlic and heart disease than I am. So. Yeah. Wonderful. And there is a clinical study showing how you can boost your, nitric oxide, at least measured on a a saliva test strip for about 24 hours.

So. Great. And then some people might be thinking, that's rude, or Doctor Khan is chewing gum during an

interview. But I am chewing Kilroy, the company that you are the president of.

This is a product. And, again, it goes around nitric oxide. Why don't you tell us? Because one good flavor that I'm enjoying. What the heck are you producing gum for?

Yeah, it's a great question. So I think, you know, to back up a little bit, we talked about artery. So really helping that glycol calyx layer of the blood vessels.

Right. That's that's foundational. It's like paving a great highway for your transport system. What we know about nitric oxide is it's a basso dilator.

So it helps blood, move more efficiently through the vascular system. And why do we care about that? I mean, just simply stated it delivers more oxygen and nutrients to the, systems and the, the, liver, brain, like all of our organs in the body.

So vasodilation and elasticity of those vessels are very important. So in developing Vasc Inox, you know, one of the wonderful things that is fun about Doctor Chen is that he is not interested in coming out with like, a meta product.

If someone else has already done a vitamin D, like that does not interest him. But what he started to think about, in this cardiovascular category is that nitric oxide is a really short lived gas, and so products that were on the market didn't really provide that longevity of effect.

So if you're using a nitric oxide product and you want nitric oxide to be available for a longer period of time, you'd have to take multiple doses. And I don't know about you, but I'm really bad about taking multiple doses.

I can do my evening stack and my morning stack and anything in between I'm likely to forget. So part of what he did with Vasco nuts was develop using that garlic that you had mentioned, formula that actually provides, 24 hours of nitric oxide support on a single dose.

And this is backed by a human study, as you mentioned. And what he is essentially doing is just really supporting the body's own endogenous and exogenous pathways.

So that kind of board, that was the the birth of Vasco NOx. So getting back to the game, as you mentioned, we know that, the, the oral microbiome and health of the oral microbiome is really critical to cardiovascular health.

And so we also know in order to convert that nitric oxide over a 24 hour period, we need to be supporting the good bugs in the mouth that are the nitric oxide converters in that exogenous pathway.

So, we came up with a plant based, gum. You chew it, it's a little bit different than most gums. It kind of crumbles when you bite into it. And then it comes together as a gum.

It holds the flavor for about ten minutes. It's a bright berry flavor. And once the flavor is over, you can keep chewing the gum or you can spit it out.

It's already done its work, but what it does is with the, plant based, nutrients and the gum, is it really helps feed that healthy oral microbiome. So not only does that make your mouth microbiome healthier, it helps improve, gum and teeth health.

It also helps really with the conversion of that nitric oxide. So it became a great fit for the two core products that we had in the lineup. Yeah it's got celery juice.

And Cheryl a Berry which is great for.