



## Washington Homeopathic Products

*Homeopathic Excellence Since 1873*

260 JR Hawvermale Way  
Berkeley Springs, WV 25411

Toll Free: 800-336-1695  
Fax: 304-258-2541

info@homeopathyworks.com  
www.homeopathyworks.com

### Washington Homeopathic Products Timeline

- Homeopathy is safe, effective, affordable, non-habit forming and comprehensive. It can be applied to both acute and chronic health problems with mental, emotional and physical symptoms. It is easily adaptable for self-care.
- Established in 1873 as Washington Homeopathic Pharmacy.
- WHP served the Washington DC community including the National Homeopathic Hospital.
- WHP is the oldest full-line homeopathic manufacturer in the United States
- October 1991, Joe Lillard purchased Washington Homeopathic Pharmacy (renamed Washington Homeopathic Products).
- June 1993, Lillard expanded the pharmacy to include a location in Berkeley Springs. WHP moved all operations moved to Berkeley Springs in the summer of 2004.
- WHP was awarded the Governor's Commendation for International Market Entry in 2004, 2005, and 2006.
- January 2006, WHP began production in the newly constructed manufacturing facility in the Morgan County Business Park. The in-town storefront continues operation.
- March 2007, WHP introduced the popular Viralcon ointment for the treatment of cold sores in convenient, hygienic tube. Launched at the Natural Products Expo West.
- WHP was recognized by the US Small Business Administration's 2007 WV Small Business Exporter of the Year.
- September 2007, WHP offered a three-hour Beginning Homeopathy Workshop for Retailers, which included a question and answer lecture session and a facility tour. WHP welcomes guest lecturers to present public seminars. WHP strives to offer and or support educational programs.
- November 2007, Viralcon homeopathic ointment for the treatment of cold sores was selected by Walter Drake Catalog Company, approximate circulation 24 million catalogs annually.
- March 2008, WHP launched the Poison Ivy Pack consisting of a 2 oz spray bottle of the popular Rusto Lotion – topical treatment of poison ivy, poison oak, bug bites and athlete's foot paired with a 1 oz bottle for WHP's # 1 selling product Poison Ivy pills for the treatment of poison ivy and similar rashes. This product is the ideal size to be easily be tossed in a day bag to help with uncomfortable encounters with bugs and poison ivy in the outdoors while hiking or picnicking.
- March 2009, Joe Lillard awarded US Small Business Administration's 2009 Business Person of the Year for West Virginia.
- Spring 2009, WHP is planning an additional expansion. The first stage consists of an administration and customer service building; second stage is a 7000 sq ft of warehouse expansion. The planned facilities will be located adjacent to the manufacturing facility at the Morgan Country business park.