



Since 1868

TRADE MARK

**HOME BUSINESS  
OPPORTUNITY**



# BAKE WITH THE BEST

**Since 1868**



**Crafted in the USA Since 1868 ... Naturally.™**

Canada



**Crafted in the USA  
since 1868 ... Naturally.™**

Dear Friends,

During our 149th year of producing only the finest natural products, all of us at the J.R. Watkins Company want to extend our heartfelt thanks for putting your trust in us. Just as our founder J.R. Watkins did when he started this great company in 1868, we strive to give you nothing but the best. Although there have been many changes throughout our long history, what remains a constant are the guiding principles listed below. More than a century ago, our founder called these the "Watkins Way".

We are proud to carry on J.R. Watkins' vision and continue to believe that his way, the Watkins Way, is what makes the J.R. Watkins Company and our products so special.

Thank you again for being a part of this great tradition.

Yours truly,

Mark Jacobs, CEO

**The WATKINS WAY**

**Based on our Founders Principles established over 100 years ago and our goal to be America's most trusted natural products company.**

**The Highest Quality**

We source only the best ingredients worldwide to meet our premium quality standards.

**The Best Value**

We offer exceptional value for a premium, quality product.

**The Neatest Package**

We strive to provide a package that is authentic, stylish and convenient for our customers.

**The Best Delivery**

We aim to exceed our customers' expectations.

**The Squearest Terms**

We promise to get it right or make it right.

**The Fairest Treatment**

We treat our customers, our employees and our partners with respect.

**The Greatest Uniformity**

We provide products that consistently meet our high standards.

**The Strictest Integrity**

We stick consistently with our values.

**The Broadest Guarantee**

**We invented the money back guarantee in 1868 and continue to stand behind it today.**

All of the above Points of Superiority make up THE WATKINS WAY, and you will agree that it is a good way.



**Gourmet**  
pages 3-8



**Body Care**  
pages 9-15



**Home Care**  
pages 16-20



**Remedies**  
pages 21-22



**Traditional Favorites**  
page 23



Food items bearing the Kosher symbol have been developed in accordance with Jewish Dietary Laws. Watkins designated kosher certifying agency has examined these items and has approved that they adhere to stringent kosher standards.



See Watkins Gourmet products recommended by the Cooking Club of America.



The Environmental Protection Agency's *Designed for the Environment* seal ensures cleaning products displaying the seal have been formulated using the safest ingredients for human and environmental health.



Our commitment to never test on animals has been recognized by LeapingBunny.org

**Satisfaction Guaranteed**

If a Watkins product used in your home is, for any reason, considered unsatisfactory, please return it to your Independent Watkins Consultant for a full refund of the purchase price.

**GOURMET**



**Vanilla is the most popular flavor in the world**

**Original Gourmet Baking Vanilla®**

A. Watkins original double-strength formula made with the world's finest vanilla beans. This award-winning extract provides the same rich, bake-proof and freeze-proof flavor that you have trusted for years.  
31008 (11 fl oz/325 mL) **\$19.99 Value Size!**

**Clear Vanilla Imitation Extract®**

B. Our famous formula provides gourmet flavor that does not bake or freeze out—without color. A premium baking staple ideal for any recipe that needs to be pure white like cakes, frostings, ice cream and more.  
31007 (11 fl oz/325 mL) **\$12.99 Value Size!**

**Pure Vanilla Extract®**

C. Watkins uses only the finest Madagascar Bourbon vanilla beans, aged to perfection to create our quality pure vanilla.  
60400 (1 fl oz/29 mL) **\$7.99**  
60387 (2 fl oz/59 mL) **\$10.99**



**F**ew companies can claim a name association with vanilla like Watkins. We have been producing the world's finest vanilla for over 100 years and are recognized as the name in vanilla by hundreds of thousands of loyal customers. We offer a number of different vanillas to fit your needs:

- Original Gourmet Baking Vanilla—Excellent in recipes that require baking or freezing
- Clear Vanilla Imitation Extract—All the vanilla flavor without the color
- Pure Vanilla Extract



A



B



C



D

### Baker's-Sized Extracts <sup>®</sup>

A. Watkins provides our superior quality extracts in large, value sizes for serious bakers! (11 fl oz/325 mL)

01009 Almond  
01010 Butter

**\$13.99 each**

### Pure Extracts

01011 Pure Lemon **\$14.99**  
01012 Pure Vanilla **\$39.99**

### Pure Extracts <sup>®</sup>

B. Our pure extracts are made from natural oils, so they are free of artificial colors and flavors. For pure flavor, come to Watkins. (2 fl oz/59 mL)

60430 Pure Anise  
60379 Pure Coffee  
60395 Pure Lemon  
60437 Pure Mint  
60392 Pure Orange  
60394 Pure Peppermint

**\$4.19 each**

60391 Pure Almond **\$4.99**

60368 Pure Cinnamon—**NEW**  
60369 Pure Cocoa—**NEW**  
60371 Pure Lime—**NEW**  
60372 Pure Rosemary—**NEW**

**\$5.49 each**



### Gourmet Extracts and Flavorings

C. These quality extracts are concentrated—and all backed by the same expertise that has made Watkins Vanilla the choice of generations. (2 fl oz/59 mL)

60380 Almond <sup>®</sup>  
60431 Banana <sup>®</sup>  
60432 Butter <sup>®</sup>  
60445 Caramel <sup>®</sup>  
60433 Cherry  
60435 Coconut <sup>®</sup>  
60378 Hazelnut <sup>®</sup>  
60436 Maple <sup>®</sup>  
60452 Pumpkin Spice <sup>®</sup>  
60438 Raspberry <sup>®</sup>  
60439 Root Beer <sup>®</sup>  
60440 Rum <sup>®</sup>  
60441 Strawberry <sup>®</sup>  
30389 Clear Vanilla  
Imitation Extract <sup>®</sup>

**\$4.19 each**

30390 Original Gourmet Baking Vanilla <sup>®</sup> **\$5.99**

### Pure Ground Cinnamon <sup>®</sup> \*

D. Our award-winning cinnamon has been a part of family rituals for more than 100 years. Watkins cinnamon contains 3–3.5% essential oil, compared to other brands which contain only 1–2%.

01115 (6 oz/170 g) **\$10.49**

\* May ship different than shown

### Key Lime Thumbprint Cookies

1 cup/250 mL unsalted sweet cream butter  
2/3 cup/160 mL light brown sugar  
1 teaspoon/5 mL **Watkins Original Gourmet Baking Vanilla**  
1 large egg yolk  
2 1/4 cups/560 mL all-purpose flour  
1/2 teaspoon/2.5 mL salt

Beat butter until creamed. Add brown sugar and beat until fluffy. Stir in vanilla and egg yolk until well-combined. Add flour and salt gradually. Chill dough for 30 minutes. Preheat oven to 350°F/180°C and line cookie sheets with parchment paper. Roll cookie dough into approximately 1-inch/2.5-cm balls and use thumb to indent center. Space cookies at least 1-inch/2.5-cm apart. Bake cookies for 10–12 minutes and cool completely on pan.

### Lime Filling

1 cup/250 mL premium white chocolate chips  
1/2 cup/125 mL sweetened condensed milk  
1 1/2 teaspoons/7.5 mL **Watkins Pure Lime Extract**

In small saucepan over medium-low heat, combine white chocolate chips and condensed milk. Stir frequently until chocolate is melted and ingredients are well-combined. Mix in lime extract. Spoon filling into thumbprints of cookies; sprinkles are optional. Allow to cool completely before serving.



### Chocolate Cinnamon Cupcakes

2 2/3 cups/640 mL all-purpose flour  
1 tsp/5 mL baking powder  
1 1/2 cups/350 mL baking cocoa  
1 tbs/15 mL **Watkins Pure Ground Cinnamon**  
1 1/2 tsp/7.5 mL coarse sea salt, ground  
1 tsp/5 mL baking soda  
3 1/2 cups/820 mL sugar  
1 1/4 cups/300 mL freshly brewed coffee, cooled to room temperature  
1 1/4 cups/300 mL buttermilk  
3/4 cup/180 mL **Watkins Original Grapeseed Oil**  
1 tbs/15 mL **Watkins Original Gourmet Baking Vanilla**  
2 large eggs  
2 large egg yolks  
1 1/4 cups/300 mL mini chocolate chips, lightly dusted with flour\*

In a large bowl, sift flour, baking powder, baking cocoa, cinnamon, salt, and baking soda. Combine sugar, coffee, buttermilk, grapeseed oil, vanilla, eggs, and egg yolks in another large bowl. Beat until the egg mixture is blended. Add dry ingredients and beat on medium speed until well blended, about 4 minutes. Stir in chocolate chips.

Heat oven to 325°F/165°C. Spoon batter into cupcake papers, filling about 2/3 full. Bake until the center of the cupcake is firm to the touch; about 26–28 minutes. Makes 3–4 dozen cupcakes or about 90 mini cupcakes (bake 20–22 minutes). If desired, frost with a simple vanilla butter cream frosting with chocolate swirl topping.

\*Dusting chocolate chips lightly with flour, helps the chocolate chips from going to the bottom of the bowl.





A



B



D

### Grapeseed Oil for dipping and cooking

A. Our Grapeseed Oil is lower in saturated fat and higher in unsaturated fats than nearly all other oils. A high smoke point makes it perfect for grilling or sautéing.

31535 (12.6 fl oz/374 mL) **\$15.99**

### Gourmet Grinders

B. Satisfy your craving for seasonings with Watkins grinders. These disposable grinders have a unique, eye-catching design, and top-quality ingredients that will please your palate. The grinders are convenient and easy to use—just twist to grind.

30539 Garlic Sea Salt (2.65 oz/75 g)  
30537 Lemon Pepper (2.40 oz/68 g)  
**\$6.99 each**

### Pure Ground Black Pepper

D. We select only the finest sources of premium-grade, top-quality peppercorns with high essential oil content. Experience the Gold Medal-winning taste of the most flavorful pepper on the market.

60396 (2 oz/56 g) **\$5.99**  
00581 (4 oz/113 g) **\$7.99**  
01140 (6 oz/170 g) **\$12.99\***  
01141 (12 oz/340 g) **\$22.49**

\* May ship different than shown



C

### Soup and Gravy Bases

C. Whip up delicious stocks, gravies and sauces with ease. Real beef, chicken and other wholesome ingredients provide homemade flavor without the expense of canned soups and saltiness of bouillon cubes.

31175 Beef (8.29 oz/235 g)  
31176 Chicken (8.29 oz/235 g)  
**\$11.49 each**



E

### Cooking Spray

E. Non-stick butter-flavored cooking spray lets you achieve virtually fat-free cooking. Nearly 1,600 servings per can!

31040 (14 oz/397 g) **\$10.99**

### Baby Back Ribs

5 lbs/2.27 kg pork loin back ribs  
2 cups/500 mL water  
1/2 cup/125 mL apple cider vinegar  
1/3 cup/80 mL barbecue sauce  
1 1/2 tsp/7.5 mL garlic powder  
1 1/2 tsp/7.5 mL seasoning salt

#### Root Beer Barbecue Sauce:

2/3 cup/160 mL barbecue sauce  
2 tsp/10 mL **Watkins Root Beer Extract**  
1/2 tsp/2.5 mL ginger  
1/4 tsp/1.2 mL allspice

**Watkins Pure Ground Black Pepper**, to taste  
coarse sea salt, to taste

*Preheat oven to 350°F/180°C. Place ribs in large, shallow roasting pan, bone side down. Combine water, vinegar, and barbecue sauce pour over ribs. Sprinkle with garlic and seasoning salt. Cover and bake for 1 to 1 1/2 hours or until ribs are tender. Let cool. Place ribs on grill over indirect heat*

*or bake at 400°F/200°C for 20 to 30 minutes or until warm and tender. Brush the ribs with root beer barbecue sauce. Optional: sprinkle with sea salt and black pepper.*



### Roasted Vegetables

8 oz/225 g fresh whole mushrooms  
2 medium zucchini, cut into 1-inch/2.5 cm slices  
1 red bell pepper, cut into 1-inch/2.5 cm slices  
2 onions, cut into 1-inch/2.5 cm slices  
10 cherry tomatoes  
1 1/2 tbsp/22.5 mL **Watkins Grapeseed Oil**  
1 tbsp/5 mL Italian seasoning  
1 tsp/5 mL coarse sea salt, to taste  
1 tsp/5 mL **Watkins Pure Ground Black Pepper**, to taste  
Grated Parmesan cheese to taste  
**Watkins Cooking Spray**

*Toss first 7 ingredients together in a large bowl. Place vegetables on a cookie sheet, sprayed with cooking spray, and sprinkle with sea salt and pepper. Bake the vegetables at 350° F/180° C for 30-45 minutes or until done. When done, sprinkle with Parmesan cheese (optional). This recipe can also be used during grilling season – thread vegetables on metal skewers. Grill until crisp and tender.*



# BODY CARE



A



B-C



D



E



F

## Gourmet Snack & Dip Seasoning

A. Create crowd-pleasing dips, spreads, cheese balls, and more with our versatile Gourmet Snack & Dip Seasoning. Just mix with regular or low-fat sour cream, pureed cottage cheese, plain yogurt or cream cheese to make a variety of tasty snacks.

32055 Cucumber & Dill (3.9 oz/110 g) **\$11.99**

## Guacamole Snack & Dip Seasoning

B. Just what your avocados have been waiting for... Watkins Guacamole Snack & Dip Seasoning. Made with lime juice, garlic powder and other natural spices to create a creamy dip your taste buds can't refuse. Easy to prepare, mash 2 avocados and mix in dip as directed on the label. Serve with chips and enjoy.

36700 Guacamole Snack & Dip Seasoning (3.88 oz/110 g) **\$11.99**

## Salsa Snack & Dip Seasoning

C. Make salsa simple with Watkins Salsa Snack & Dip Seasoning. Made with minced onion, garlic powder and a hint of jalapeno pepper it adds just the right amount of heat to excite your palate. Prepare with your own fresh vegetables or use canned diced tomatoes for a quick, easy and delicious salsa.

36701 Salsa Snack & Dip Seasoning (3.88 oz/110 g) **\$11.99**



*"Cucumber & Dill Dip – The only chip dip my children like! My children will not eat the grocery store dip. They want the Watkins dip! This is also wonderful mixed with sour cream for baked potatoes, added to mashed potatoes, and added to yogurt for baked salmon – YUM!!"*

- J.R. Watkins Customer, Leanne

## Quick Homemade Salsa

Dice 1 pound of fresh tomatoes or drain 14.5 oz/428 mL can of diced tomatoes in bowl. Add 2.5 tbsp/37.5 mL of **Salsa Snack & Dip Seasoning** and stir until mixed. Chill for 30 minutes before serving.

Customize this dip by adding diced onion. For more heat add fresh diced jalapeños.

## Lavender Essentials

D. Enjoy the calming properties of lavender oil with this essential kit.

Contains:

- 2 Lavender Hand & Body Lotions (1 fl oz/29 mL each)
  - 1 Lavender Bath Soak (1 oz/28 g)
  - 1 Lavender Hand Cream (0.7 oz/20 g)
  - 1 Lavender Body Butter (0.7 oz/20 g)
  - 2 Raspberry Lip Balms (0.15 oz/4.25 g each)
- 20545 **\$18.99**

## On The Go! Kit

E. Take J.R. Watkins personal care products wherever your on-the-go lifestyle takes you.

Contains:

- Lavender Hand & Body Lotion (1 fl oz/29 mL)
  - Lemon Cream Hand & Body Lotion (1 fl oz/29 mL)
  - Aloe & Green Tea Hand Cream (0.7 oz/20 g)
  - Peppermint Lip Balm (0.15 oz/4.25 g)
- 20531 **\$11.99**

## Lotion Devotion Kit

F. This medley of natural lotions smooths and nourishes skin naturally with a formula that includes natural oils and extracts.

Contains:

- Aloe & Green Tea Hand & Body Lotion (1 fl oz/29 mL)
- Lavender Hand & Body Lotion (1 fl oz/29 mL)
- Lemon Cream Hand & Body Lotion (1 fl oz/29 mL)
- Coconut Milk & Honey Hand & Body Lotion (1 fl oz/29 mL)
- Rejuvenating Peppermint Foot Lotion (1 fl oz/29 mL)

20537 **\$13.99**

## Head to Toe Kit

G. Pamper yourself head to toe with our favorite J.R. Watkins personal care products.

Contains:

- 1 Aloe & Green Tea Hand & Body Lotion (1 fl oz/29 mL)
- 1 Lavender Hand & Body Lotion (1 fl oz/29 mL)
- 1 Lemon Cream Hand Cream (0.7 oz/20 g)
- 1 Lavender Body Butter (0.7 oz/20 g)
- 1 Rejuvenating Peppermint Foot Lotion (1 fl oz/29 mL)
- 2 Peppermint Lip Balms (0.15 oz/4.25 g each)

20533 **\$19.99**



G

\* Plus GST/HST



A

### Hand and Body Lotions

A. With natural oils and extracts, this rich formula provides deep, long-lasting moisture that leaves skin smooth, soft and nourished. Watkins 98–99% natural formulas protect and pamper even the most sensitive skin. (11 fl oz/325 mL)

- 20487 Lemon Cream
- 20510 Coconut Milk & Honey
- 20486 Lavender
- 20470 Aloe & Green Tea
- 20554 Pomegranate & Acai
- 20442 Grapefruit

**\$10.99• each**



B

### Bath & Body Oils—Limited Quantities

B. A luxurious blend of 99% natural oils hydrate and nourish the skin. They are perfect for cuticle care or massages, too! (4 fl oz/118 mL)

- 20448 Lemon
- 20512 Lavender
- 20555 Pomegranate & Acai

**\$9.99• each**



C-D

### Skin Calming Lotion—NEW

C. With colloidal oatmeal and shea butter, this fast-absorbing formula calms dry, itchy skin while delivering daily moisture. Fragrance free and dermatologist tested for sensitive skin use.

20581 (18 fl oz/532 mL) **\$12.99•**

### Skin Calming Body Cream—NEW

D. This velvety cream calms dry, itchy skin with soothing colloidal oatmeal and long-lasting hydration. Fragrance free and dermatologist tested for sensitive skin use.

20591 (8 oz/226 g) **\$12.99•**



E

### Castile Bar Soaps\*

E. Our Castile Bar Soap is made with coconut and olive oils for a naturally pure and gentle cleanser for hands, face, body and more. (8 oz/226 g)

- 23082 Peppermint
- 23081 Lavender
- 23080 Clary Sage

**\$5.99• each**

\* May ship different than shown



F

### Castile Liquid Soaps\*

F. Made with coconut and olive oils, this concentrated Castile Liquid Soap is naturally pure and gentle, as well as extremely effective and versatile. Use with warm water to gently cleanse hands, body, face or untreated hair. May also be used as a powerful eco-friendly cleaner in the home. For dilution suggestions, visit JRWatkins.com. (11 fl oz/325 mL)

- 23074 Peppermint
- 23073 Lavender
- 23072 Clary Sage

**\$8.99• each**

\* May ship different than shown

### Ultimate Travel Kits—NEW

G. Wherever your travels take you, keep skin clean, soft and healthy-looking with these convenient collections. Available in signature scents including delectable Lemon Cream and nourishing Coconut Milk & Honey.

- Contains:
- Lip Balm (0.15 oz/4.25 g)
  - Hand Soap (1 fl oz/29 mL)
  - Hand Cream (0.7 oz/20 g)
  - Body Wash (1 fl oz/29 mL)
  - Hand & Body Lotion (1 fl oz/29 mL)

- 20575 Lemon Cream
- 20576 Coconut Milk & Honey

**\$12.99• each**



G

• Plus GST/HST



A

### Daily Moisturizing Body Washes—**NEW**

A. Gentle plant-based cleansers and skin conditioners cleanse skin without stripping away natural moisture. Leaves all skin types fresh, hydrated and healthy-looking. (18 fl oz/532 mL)

- 20608 Lemon Cream
- 20609 Coconut Milk & Honey
- 20612 Lavender\*
- 20611 Aloe & Green Tea
- 20610 Grapefruit
- 20607 Coriander & Cedar—**NEW SCENT**

**\$9.99**• each

\* Coming February 2017



B

### Duet Bottle\*—**NEW**

B. Going somewhere? Take your favorite Watkins products with you in our TSA-friendly travel bottles! Each container holds up to 3 fl. oz. The bottles snap together to keep your carry-on organized and their flip-tops make for easy dispensing. We've even included a set of labels so you'll never confuse your body cream with your body wash. Bon voyage!

20590 **\$3.99**•

\* Coming February 2017



C

### Daily Moisturizing Lotions—**NEW**

C. Love lotion? We do, too! Our favorite lotion is now available in a larger size with a convenient pump. Natural plant oils, shea and cocoa butters replenish and hydrate leaving skin soft, smooth and healthy-looking. (18 fl oz/532 mL)

- 20582 Lemon Cream
- 20583 Coconut Milk & Honey
- 20585 Lavender\*
- 20584 Aloe & Green Tea\*
- 20580 Coriander & Cedar—**NEW SCENT**

**\$12.99**• each

\* Coming March 2017



D

### Hand Creams

D. Natural shea and cocoa butters are whipped together with more than 10 natural oils and extracts to protect, soothe and condition delicate skin. This 98–99% natural moisturizer is ideal for rough areas (such as hands and feet) or for use as an all-over body moisturizer. (3.3 oz/95 g)

- 40509 Lemon Cream
- 40511 Coconut Milk & Honey
- 40508 Lavender
- 40507 Aloe & Green Tea
- 40557 Pomegranate & Acai
- 40518 Grapefruit

**\$10.99**• each



E

### Calming Bath Soak

E. Indulge your skin and relax your senses all at the same time! The sea salts in our 100% natural soak will soften skin, while lavender oil provides the ultimate relaxation.

20485 (14 oz/400 g) **\$12.99**•



F-G

### Rejuvenating Foot Lotion

F. Formulated with pure peppermint oil, our 99% natural foot lotion will provide a burst of tingling, aromatic peppermint while rejuvenating dry, aching feet.

20478 (11 fl oz/325 mL) **\$10.99**•

### Foot Repair Salve

G. This salve is 99% natural and specifically blended to soothe and restore the skin on overworked or callused heels and toes.

20480 (2.1 oz/59 g) **\$10.99**•

• Plus GST/HST



A

### Body Butters

A. Nourishing shea and cocoa butters provide long-lasting hydration, while antioxidant rich plant oils and extracts help protect, soothe and smooth skin. (6 oz/170 g)

- 20563 Coconut Milk & Honey
- 20564 Lavender
- 20562 Grapefruit

**\$12.99• each**



B-E

### Anti-Aging Cream Body Wash— Limited Quantities

B. This innovative, ultra-moisturizing cream wash combines gentle plant-based cleansers with substantive emollient ingredients to deliver an ultra-soft skin feel unlike any other body wash. Perfect for daily cleansing and shaving!

20303 (10 fl oz/296 mL) **\$10.99•**

### Anti-Aging Body Serum— Limited Quantities

C. Oil-based serum provides concentrated skin nourishment to improve the look and feel of your skin—naturally! Best applied to damp skin immediately after cleansing.

20301 (4 fl oz/118 mL) **\$9.99•**

### Anti-Aging Body Cream

D. Delivers rich, pure-plant emollients plus age-defying antioxidants for soft, supple skin. Layer on skin after application of Anti-Aging Body Serum to lock in moisture for long-lasting effects.

20300 (8 oz/226 g) **\$13.99•**

### Anti-Aging Hand Cream

E. A non-greasy, velvety cream enriched with age-defying antioxidants helps maintain youthful-looking hands. Massage into hands, nails and cuticles to nourish and protect.

20302 (4 oz/113 g) **\$10.99•**



G

### Sugar and Shea Body Scrubs

G. Sugar and shea butter work with natural oils to gently exfoliate and moisturize; this 100% natural formula will leave skin smooth and soft. (8 oz/226 g)

- 20454 Lemon Cream
- 20511 Coconut Milk & Honey
- 20451 Lavender
- 20556 Pomegranate & Acai—Limited Quantities
- 20443 Grapefruit

**\$14.99• each**



H

### Hand and Cuticle Salves— Limited Quantities

H. Formulated with a premium beeswax base, these salves incorporate natural oils that moisturize, nourish and revitalize hardworking hands. Use these natural products to protect hands from harsh elements. (2.1 oz/59 g)

- 20521 Lemon
- 20481 Lavender
- 10490 Aloe & Green Tea

**\$10.99• each**



I

### Body Oil Mists

I. Rich moisturizing sprays are formulated with apricot kernel oil and vitamin E. Perfect for dry skin, the oil is quickly absorbed, leaving skin with a dry, soft feel. (6 fl oz/177 mL)

- 20447 Coconut Milk & Honey
- 20452 Lavender
- 20444 Grapefruit

**\$9.99• each**

### Ultra-Moisturizing Lip Balms

F. Nourish lips with our 100% natural formula crafted with premium beeswax, sunflower and coconut oils. Available in three, classic flavor favorites. (0.15 oz/4.25 g)

- 13540 Peppermint
- 13541 Raspberry
- 13542 Menthol

**\$3.99• each**



F

• Plus GST/HST



# HOME CARE



A

## Liquid Hand Soaps

A. Formulated with premium natural ingredients, these hardworking soaps will leave hands exceptionally clean and smooth. (11 fl oz/325 mL)

- 23051 Lemon
  - 23058 Coconut
  - 23050 Aloe & Green Tea
  - 23055 Grapefruit
  - 23052 Lavender
  - 23054 Melon
- \$5.79• each**



B

## Liquid Hand Soap Refills

B. Our same top-selling hand soaps you love are available in a value-sized, eco-friendly refill. Refills use 25% less plastic packaging than regular-sized bottles and deliver a no mess experience. (24 fl oz/710 mL)

- 23011 Lemon
- 23010 Aloe and Green Tea
- 23012 Lavender

**\$6.99• each**



New

C



## Foaming Hand Soaps

C. The moisturizing foam in our premium hand soaps gently cleanses the skin, while our signature fragrances leave hands smelling fresh. (9 fl oz/266 mL)

- 20626 Lemon
- 20628 Coconut—**NEW**
- 20623 Aloe & Green Tea
- 20622 Grapefruit
- 20627 Lavender

**\$5.99• each**



E

## All Purpose Wipes

E. Effortlessly wipe away dirt and grime with these durable, disposable, all-purpose wipes. Because they are biodegradable, you can toss them without harming the environment. (35 wipes)

- 26702 Lemon
- 26701 Aloe & Green Tea

**\$8.79• each**



D

## Laundry Detergent\*

D. Our most earth-friendly, high-performance formula ever is biodegradable and free of phosphates, dyes and fragrances. Ideal for high-efficiency machines, the ultra concentrated, low-sudsing formula delivers on clean, while keeping the cost per wash lower than many alternative brands. (5 lbs/2.2 kg)

06738 **\$17.99•**

\*Newer front-loading washers require only 1/8 cup of this detergent, for a yield of 80 loads per box. Standard washing machines will use 1/4 cup per wash (40 loads per box).

• Plus GST/HST



A

### All Purpose Cleaners

A. All-Purpose Cleaners quickly remove grease and grime from most surfaces in your home (including appliances, sinks, countertops, floors, walls, fixtures and more)—without harsh toxins. (24 fl oz/710 mL)

- 26782 Lemon
- 26791 Coconut
- 26781 Aloe & Green Tea
- 26787 Grapefruit
- 26783 Lavender

**\$5.99• each**



Walls sticky with grease or hairspray?  
A quick spritz of J.R. Watkins All Purpose  
Cleaner will clean them up in a jiff!  
Try J.R. Watkins All Purpose Cleaner on  
car air vents for a fresh, long-lasting smell.



B

### Orange Citrus Tub & Tile Cleaner

B. Drive away hard water stains and soap scum with this environmentally-friendly cleaner that is safe for your septic system. This cleaner will leave your bathroom tub, tile and fixtures spot-free

26788 (24 fl oz/710 mL) **\$5.49•**



C

### Liquid Dish Soaps

C. Earth-friendly formulas are tough on grease but easy on your hands, your home and the environment. J.R. Watkins Liquid Dish Soaps are non-toxic and free from ammonia, bleach, dye and phosphate. (24 fl oz/710 mL)

- 36772 Lemon
- 36771 Aloe & Green Tea
- 36778 Grapefruit
- 36773 Lavender
- 36774 Orange Citrus

**\$5.99• each**



D

### Eco-Friendly Reusable Bag

D. Never use harmful plastic bags again! Instead, opt for this eco-friendly bag that can hold up to 20 pounds. It's perfect for the grocery store, a trip to the mall, a stop at the gym or even as an overnight bag.

09697 **\$6.99•**



E

### Room Fresheners

E. Eliminate odors and create a delightful atmosphere in any room of your home with just a light spray. Each bottle contains more than 600 sprays. (4 fl oz/120 mL)

- 36722 Lemon
- 36721 Aloe & Green Tea
- 36725 Lavender

**\$5.49• each**

• Plus GST/HST

# REMEDIES

*Find relief with  
J.R. Watkins remedies*



A-C

## Watkins Insect Repellents

Watkins Great Outdoors Insect Repellents, with doctor-recommended DEET, provide proven safe protection against Lyme disease-carrying ticks, encephalitis-carrying mosquitoes, biting flies and other pests.

### Insect Repellent Pump Sprays

A. These non-aerosol pump sprays repel mosquitoes, black flies, deer flies, stable flies, ticks and fleas. The low level 5 percent DEET formula is ideal for kids or anyone looking for short-term protection. The higher level 30 percent DEET formula is ideal for anyone spending six hours or more outdoors.

33086 (150 mL) Kids **\$9.99**  
33085 (150 mL) Adult **\$10.99**

### Insect Repellent Spray

B. Repels stable flies, black flies, mosquitoes, ticks and fleas.

33075 (175 g) **\$14.99**

### Insect Repellent Lotion

C. Repels mosquitoes, black flies, deer flies, stable flies and ticks.

33077 (240 mL) **\$14.99**  
33079 (80 mL) **\$8.99**  
33081 (45 mL) **\$5.99**



D

## Family Defense Insect Repellent Sprays

D. Our new Family Defense Insect repellent sprays have proven DEET protection for your entire family! Choose a 10 percent DEET aerosol spray (regular scent) or a 7.5 percent DEET pump spray (Outdoor Fresh scent) to keep your family bug-free during picnics, sporting activities, hikes or any other outdoor activity.

33097 (200 mL) 7.5 % DEET Pump Spray (Outdoor Fresh scent) **\$10.99**  
33098 (175 g) 10% DEET Aerosol (regular scent) **\$12.99**



E-G

## Menthol Camphor Relief Mist

E. Diffuse a penetrating blend of menthol, eucalyptus and camphor into the air, and let the vapors of this 98% natural mix help you breathe—especially during cold season. Each bottle contains over 600 sprays.

32340 (4 fl oz/120 mL) **\$10.99**

## Menthol Camphor Bath Soak

F. Soothe away aches and pains with this relaxing blend of lavender, eucalyptus, menthol and camphor that is 99% natural. Just a bit of this unique blend offers the ultimate in relaxation.

12305 (14 oz/400 g) **\$11.99**

## Menthol Lavender Drops

G. Just a few drops of this all-natural (99%) blend made of menthol and lavender will clear your head and let you breathe easier.

02351 (2 fl oz/60 mL) **\$17.99**

## Medicated Ointment

H. This cooling product helps relieve the congested feeling of a chest cold and suppresses the accompanying cough. The rub also provides temporary relief of arthritic and rheumatic pain, backache, sprains, strains, lumbago and bruises.

36614 (4.13 oz/117 g) **\$10.99**

## Petro-Carbo First Aid Salve

I. A staple for every medicine cabinet and first aid kit, this versatile product made from carbolic acid and botanicals relieves pain and itching associated with minor cuts, scrapes, burns, skin irritations and insect bites.

36618 (4.37 oz/124 g) **\$15.99**



H

I

## TRADITIONAL FAVORITES



### Pain Relieving Liniment

A. J.R. Watkins first product is a one-of-a-kind pain reliever made from camphor and capsicum. This natural formula absorbs quickly to ease the discomfort caused by minor muscle aches and stiffness.

32317 (11 fl oz/325 mL) **\$14.99•**

### Pain Relieving Liniment Spray\*

B. The natural pain-relieving properties of camphor are blended with the penetrating power of menthol to create a convenient, fast-acting spray that is 99% natural. Sore muscles and arthritis pain have met their match!

32350 (4 fl oz/118 mL) **\$10.99•**

\* May ship different than shown



### Deep Muscle Cooling Gel

C. Cool and soothe muscle aches, simple back pain, and minor arthritis with this 97% natural menthol formula that works much like an ice-pack.

32309 (3.3 oz/93.6 g) **\$9.99•**

### Deep Muscle Warming Balm

D. Wintergreen extract (natural menthyl salicylate), menthol, and capsaicin join forces to warm muscles naturally. The greaseless formula is 99% natural, and it penetrates quickly to relieve muscle aches and minor arthritis.

32311 (3.3 oz/93.6 g) **\$9.99•**

### White Cream Liniment

E. This creamy lotion uses evergreen-based counterirritants to provide temporary relief from arthritic pain and muscle soreness caused by exertion.

32316 (11 fl oz/325 mL) **\$16.99•**

When something works, you stick with it! These long-time favorites are still made with the original formulas our consultants and their customers have trusted year after year.

### Ultra-Rich Hand Cream

F. The driest, roughest skin calls for the most intensive lanolin-based moisturizer available. When hands (or heels, elbows or knees) are chapped and need some extra attention, Watkins has the remedy. Our ultra-rich cream provides instant relief and moisture, leaving a protective barrier against the harshest conditions.

10484 (9.7 oz/275 g) **\$9.99•**

### Degreaser

G. Got grease? Watkins Degreaser is the powerful, versatile and biodegradable solution. Put it to work in hot or cold water. In the laundry room, it removes stubborn grease and oil stains from clothing. Use it around the house to clean greasy stovetops, grills, bicycles, appliances, garage floors, and more. The Watkins Degreaser concentrate makes up to 64 gallons of cleaning solution.

06785 (32 fl oz/950 mL) **\$13.99•**

### Toilet Bowl Cleanser

H. Watkins Toilet Bowl Cleanser is our most powerful bowl cleaner available. When nothing else on the market will tackle those high rust and hard water stains, this professional strength cleaner is sure to make your bathroom bowl sparkle. It cleans and deodorizes, and is safe for your septic tank. It's extremely powerful for use on vitreous china only.

36795 (32 fl oz/950 mL) **\$14.99•**

## Yes, You Can Earn Income as a Watkins Consultant

At long last, here's something you can do from home in as little as a few hours a week that is respected, sensible, risk-free, and yes... Fun! You will feel good about it since you'll be helping other people enjoy happier, healthier, more wholesome lives while also helping yourself. Earn income while laughing with old friends, making new friends, and having a ball. Get support and encouragement from successful people who build you up. Do as much or as little as you want at any point. It's the "perfect fit" that just "feels right" to so many people.

Ask the Consultant who gave you this catalog for more information and to learn how easy it is for you to get started!

• Plus GST/HST



## Consider Starting Your Own Watkins Home Business

*"We live on a farm 90 miles from the closest town with a population of only 4000. Back when interest rates hit 18% and corn and beef prices hit rock bottom, I visited all the neighboring towns and helped many people start their own home-based Watkins businesses. The income from expanding our team helped save the farm. We enjoy everything Watkins has to offer—fantastic products, great training and lifelong friendships throughout the United States and Canada."*

- Laurine & Ken Huston  
Independent Watkins Executives

*"This business is great! Using the awesome Watkins products in our own home and sharing the Watkins Home Business opportunity with others is so gratifying. We have the flexibility to work when we want from wherever we want! It is personally rewarding helping others get started in their own Watkins businesses and watching them succeed. Add the fabulous income and great free trips around the world and the potential of a Watkins business can't be beat!"*

- Steve & Ginny Bretzke  
Independent Watkins Executives

*"Watkins allowed me to escape the stressful world of my government job and become self-employed with the flexibility of working from home. By sharing the business opportunity with my party plan hosts, I quickly built a substantial business income that enabled me to buy my own home. As a single mother of two I would not have been able to accomplish this with my previous job. Being able to offer the freedom of self-employment to others is the most rewarding part of my Watkins business."*

- Bonnie Campbell  
Independent Watkins Executive



### Our Commitment to Natural, Safe and Responsible products.

J.R. Watkins offers products that deliver a superior experience, using environmentally-friendly and responsible ingredients and packaging.

**Responsible and Renewable Ingredients.** Made from 95% or more natural ingredients, our natural personal care and home care formulas are nontoxic, free from Ammonia, Chlorine Bleach, Parabens, Glycols, Phthalates, Phosphates, Formaldehyde Donors, and Dyes.

#### **Environmentally-responsible packaging.**

We avoid excess packaging, and utilize recyclable, eco-friendly materials, including 25% PCR (post-consumer recycled plastic) when possible.

#09022 20 PER PKG. / #19022 1 EACH • 01/17 ©2017, The J. R. Watkins Co., 150 Liberty Street, P.O. Box 5570, Winona, Minnesota 55987-0570  
JRWatkins.com



Prices shown are suggested retail. Please note: We reserve the right to correct printing errors.  
Printed in the U.S.A. with earth-friendly, vegetable oil-based inks. Re-use this catalog. Please pass it on to a friend or recycle it.

