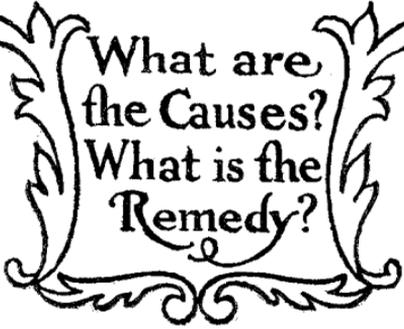




**"THE AMERICAN  
DISEASE"**

**NEURASTHENIA**



What are  
the Causes?  
What is the  
Remedy?

# PRIZE AWARDS

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## IMPERIAL GOLD MEDAL

*At the International Scientific Exhibition at St. Petersburg, Jan., 1904*

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*At the International Exhibition, Paris, 1900*

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*Of the Medical Association, Frankfort-on-the-Main, 1900*

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*At the Tuberculosis Congress, Berlin, 1899*

*At the Red Cross Exhibition, Berlin, 1898*

*At the 70th Congress of German Scientists and Physicians,  
Duesseldorf, 1898*

"The  
American Disease"  
Neurasthenia

*What Are the Causes?  
What Is the Remedy?*

BY

CLAUDE L. WHEELER, A.B., M.D. (McGill Univ.),

*Formerly Managing Editor of "The New York  
Medical Journal."*



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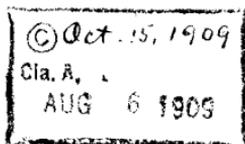
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# “The American Disease”— Neurasthenia

By CLAUDE L. WHEELER, A.B., M.D. (McGill Univ.)

## The Mission of the Nervous System.

**A**T THE basis of life lies the central nervous system, comprising the brain and spinal cord. No organ of the body—heart, stomach, liver or kidneys—can continue its functions without the support of the nervous system. To every organ, from either brain or cord, runs a complex series of large and small nerves, and, if these are cut or damaged in any serious manner, the particular organ supplied ceases to act.

¶ The whole mechanism is not unlike a complicated telegraph or telephone exchange, of which the headquarters are in the brain and several important substations in the cord.

¶ In return for its nervous supply, the stomach nourishes the nervous system—furnishes it the fuel for the combustion that takes place whenever it acts in any way. The blood-making organs of the body also reciprocate with the nervous system by supplying the vital fluid essential to its health and strength.

¶ Anything, therefore, that weakens the nervous system is instantly felt throughout the whole body. The heart fails to pump energetically, the stomach no longer digests with vigor, constipation or diarrhea

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ensues, the liver is blocked, the kidneys work irregularly, in a word, *the whole exchange is disordered.*

¶ As already said, the headquarters of this nervous exchange lie in the brain, which, therefore, governs the entire body, mentally and physically. Not only is every thought a brain function, but also every movement of hand, leg or trunk that is directed by the will. *For perfect mental or physical work are required both a healthy brain and a healthy system of nerves proceeding to the various organs.*

### A Deranged Nervous System.

¶ If any part of this elaborate apparatus is out of order we get disturbances of two kinds: First, mental trouble, shown by confusion of thought, loss of memory, etc., and, secondly, physical derangement of one of three varieties: 1. Paralysis—loss of movement; 2. Convulsions—jerky, spasmodic movement; 3. Tremor—continuous unsteady, agitated movement, sometimes imperceptible except to the patient himself.

¶ Overstrain of the brain, besides causing these tremors, will also give rise to headache, irritability, insomnia, mental depression, explosive fits of temper, inability to concentrate the mind for any extended period and actual physical weakness.

### The Subconscious System.

¶ In the spinal cord are, as we have noted, what may be called substations of our exchange; they are actually *minor brains*, which act generally without consciousness on the part of the possessor. In fact, when

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a person becomes acutely conscious of the working of these little brains, he is a sick individual. Upon these minor centers depend the regular beating of the heart, the processes of swallowing, breathing, digestion, the action of the bowels and kidneys, etc. Overconsciousness of any of these acts, or *functions* as they are called, arises in people who are not perfectly healthy.

¶ The nutrition of the little brains (they are known technically as *ganglia*—the solar plexus is one of the most important), the nutrition, we say, depends, like that of the brain and other organs, upon the working of the entire nervous system in a condition of perfect equilibrium or health.

## NEURASTHENIA.

¶ Neurasthenia has been defined as a debility of the nervous system, causing an inability or lessened desire to perform or attend to the various duties or occupations of the individual.

¶ Some years ago the well-known physician and author, Dr. Beard, wrote a classical work on Neurasthenia, in which he cleverly characterized the malady as *par excellence* "The American Disease." The characterization is just, for, although neurasthenia is not confined to this continent, *there is apparently something either in the climate or in the national temperament that renders Americans peculiarly susceptible to this form of breakdown.* When Dr. Beard's book was written, successful treatment of the disease had scarcely been formulated.

¶ Since then the proper treatment of neurasthenia has

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been gradually crystallizing. As the causes of the trouble are now recognized, we understand that the removal of these causes and their immediate effects is essential.

**The Causes of Neurasthenia.**

¶ Neurasthenia is essentially a modern disease. Our comparatively high civilization has imposed upon us burdens not formerly dreamed of. The avenues to the brain are through the senses, particularly those of sight and hearing, which are the most highly specialized and developed. These functions being under present conditions subjected in a high degree to strain, the reaction upon the brain is inevitable.

**Then and Now.**

¶ Our forefathers went to bed at sundown, few only working by artificial light which was afforded only by insufficient lamps and candles. Noise, as we know it, was to them undreamed of. The disasters due to speed they were spared. They lived in an atmosphere of calm, and only the very wealthy could get from place to place at a greater speed than some five miles an hour.

¶ What a contrast to this placid existence is our present turmoil of living! The delicate and highly organized eye is not only exercised long after sundown, perhaps all night, but it does an amount of fine and close work almost unknown to the past generations. The ear is tortured by an almost ceaseless roar of traffic, none the less wearing because we are practically uncon-

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scious of it. Not only through the city, but along the country highway, rush the clanging trolley and the honking automobile, which, in addition to their clamor, cause shock by their threat of bodily injury.

¶ Pleasure and business both are taken at top speed. Our superior methods of artificial lighting tempt the jaded worker to seek enjoyment and relaxation to a late hour. During the working hours the office force, from manager to humblest clerk, are forced along at a feverish speed, aided by numerous time-saving devices, goaded by a bitter and relentless competition. The celerity with which money changes hands and fortunes are lost keeps business folk in a constant state of apprehension that saps and destroys the supply of nerve force.

## The Symptoms of Neurasthenia.

¶ Not infrequently a sufferer from neurasthenia does not suspect the fact. For a long time he may be unconscious that there is disturbance of any kind, and not awaken to the true state of affairs till a general breakdown occurs. More frequently he is warned from time to time by one or more of the symptoms of the disorder, but not recognizing the nature of his malady, is satisfied to treat an imagined stomach trouble or a real headache with some powder or tonic, and, finding temporary relief, is further misled as to the actual cause of his feeling out of sorts.

¶ One of the earliest manifestations of nerve exhaustion (neurasthenia) is an irritability or weakness of the mental faculties shown by inability to concentrate

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the thoughts; efforts to do so cause headache, vertigo, restlessness, fear, a feeling of weariness or depression, together with an army of minor symptoms.

¶ There may be disturbances of vision or hearing, palpitation of the heart, coldness of the hands or feet, chilliness followed by flashes of heat and slight sweating. There is insomnia, or the sleep is light and disturbed by dreams.

¶ Summed up the cardinal and unmistakable “marks” of neurasthenia are: Headache with “brain pressure,” vertigo or dizziness, indigestion and loss of appetite, constipation or diarrhea, insomnia, nervous twitching with muscular weakness, palpitation, early fatigue.

### Headache and “Brain Pressure.”

¶ The headache of neurasthenia is of many kinds—brow ache, pain in the eyeballs, as well as other too well-known varieties. The head may feel like bursting, or there may be a sensation as of an iron ring encircling the skull. There may be sensations in the head of cold, heat, of running water, or of tingling.

### Vertigo or Dizziness

is often associated with headache; it is the familiar feeling connected with the onset of seasickness. Vertigo alone is not often alarming, but with it occurs occasionally a severe form of apprehension or sense of impending danger, which may be very distressing.

### Indigestion and Loss of Appetite

are almost invariable symptoms of neurasthenia. Food previously relished suddenly becomes distasteful and

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there is little or no inclination for any nourishment. Sooner or later after eating there is a feeling of distress, which may become so acute as to lead to nausea or even vomiting. This is accompanied with a feeling of distention; actual distention of the stomach does take place in prolonged cases.

¶ Heartburn, water-brash, eructations (belching) and pain, one or all, may or may not be present.

¶ A very characteristic symptom is sudden and violent hunger occurring soon after a regular meal, attended by trembling and an intense feeling of general weakness. Curiously enough, the hunger disappears after the swallowing of a few mouthfuls, to be followed by a sense of repletion which prevents the sufferer from continuing the meal.

## Constipation and Diarrhea

may either one be present, and not infrequently they alternate in the same patient. Professor von Leube first explained this apparently impossible condition, and showed it to be due to an exaggeration of the usual processes of digestion, the actual chemical and mechanical activity of the digestive canal being unimpaired. Between this over-digestion described by Professor von Leube and more or less serious functional mischief, there is every possible form of intermediate state, an overplus or a deficiency of the stomach acid, or a decrease in the normal, so-called *peristaltic*, movement of the organ.

## Insomnia

is one of the genuine terrors of the disease. Anyone

who has known a sleepless night can imagine what it is to pass many nights in succession tossing vainly in the search for unconsciousness. The inability to get a night's rest assumes various forms. There may be failure to get to sleep or the sufferer may doze off only to awake in a short time with a sense of oppression, shortness of breath or palpitation. Another form involves a very early awakening without the power of dropping to sleep again. Such sleep as is obtained may be disturbed by frightful dreams, and in any case the subject is not at all rested or refreshed and arises as tired as when he went to bed. Lack of refreshing slumber is largely accountable for the distressing condition of neurasthenics, their languor and constitutional fatigue.

**Nervous Twitching and Muscular Weakness;  
Fatigue.**

¶ The muscular weakness accompanying neurasthenia is sometimes very marked and is manifested not only by inability to lift weights that formerly gave little or no trouble, but also by easily induced fatigue after short walks, the debility being here manifested in the muscles of the thigh and leg. There is not only shortness of breath, but a veritable aching of the muscles of locomotion. The individual feels it necessary to step into a carriage or trolley-car to make the shortest trip. The muscular incompetence sometimes pervades the body to such an extent that the musculature of the trunk is affected, and, even when sitting down, the patient does not sit upright, but relaxes more or less,

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leaning back languidly or crouching in a collapsed position. Stairs, and, *à fortiori*, hills are anathema to such patients, even a very gentle rise in the ground quickly causing exhaustion.

¶ The *twitching* comprises a tremor of the hands and fingers, sometimes of so fine a nature as to be indistinguishable to any but the patient personally.

### Palpitation of the Heart

is usually present and comes on without apparent cause. The sensation is most distressing, and may give rise to quite unjustifiable fears of a serious outcome. The heart may be perfectly sound in its texture, but this seemingly inexplicable palpitation will occur, nevertheless, immediately after the slightest exertion or emotional disturbance.

### Mental Imbalance.

¶ Many of the foregoing symptoms may be classified as mental. A profound sense of *worry* is, perhaps, the most marked and characteristic symptom of neurasthenia. It extends to every detail of life, business, amusement, food, drink, the physical state, the domestic and social relations; hardly an act or thought goes by without its disproportionate accompaniment of worry. This symptom often shows itself in the drawn and haggard countenance, and, of itself, is enough to render life a burden, were it unaccompanied by any other of the marks of the disease. As it is, it reacts with all other symptoms, aggravating the latter and being in turn aggravated by them.

#### In Women

there is not unlikely to be irritation of the more complex organs, and pain may be felt periodically during what should be a perfectly easy because purely physiological function. Fears of serious disease are apt to be entertained, but with the disappearance of the neurasthenic condition the mind is set at rest on this subject.

#### In Men

there are often unjustifiable fears of loss of physiological power, together with shyness and a morbid desire to be alone. The cause is purely mental, and there is naught to fear if proper treatment of the sublying neurasthenia is duly carried out.

#### THE TREATMENT OF NEURASTHENIA.

¶ An ideal treatment of neurasthenia would embody complete change of scene and occupation, pleasant companionship, travel and carefully chosen recreation. It is obvious, however, that persons in a position to command these advantages are not likely ever to suffer from neurasthenia.

¶ We must find means to treat successfully the patient upon the scene and under those conditions to which he is accustomed and surrounded by which, probably, he makes his living.

#### Pitfalls in Treatment.

¶ On account of the vast importance of the subject we may refer here for a moment to the anesthetics or narcotics. The victim of neurasthenia is peculiarly

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subject to the acquisition of a dangerous and incurable drug habit. The pleasing results of a small dose of cocain, opium, or its derivative, morphine, or of chloral, prove well nigh irresistible. These drugs induce sleep and an indescribable sense of well being *that is to the chronic sufferer in the last degree seductive and dangerous*. It is needless to say that there is under these drugs no curative effect whatever; the patient is literally *drugged*—lulled into unconsciousness of his pain and distress, a condition that persists until the effect of the narcotic wears off, to give place to a most distressing reaction. To the narcotic drugs physicians now add alcohol. The stimulation formerly attributed to this agent is recognized as fallacious. *Strictly speaking, alcohol is a mild anesthetic.*

### **The Essentials of Successful Treatment.**

¶ These are embodied in exercise, fresh air and tonic diet. As to the first two, each patient will be a law unto himself, the methods by which they are secured being many. We advise the systematic ordering of the patient's time with a determined effort to do away with the hurry and worry that lie at the basis of nervous disorder.

¶ *Unsupported will power, however, is seldom sufficient to secure this result.* Especially where the system has broken down, it is necessary to establish a *strong physical basis* for mental effort. This brings us to what is really the most important factor in treatment—DIET.

¶ We have to do in neurasthenia with an organism

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which has ceased normally to digest and assimilate food, and the organs of which are literally starving; and chief among the starved organs is the nervous system *which has had its stock of the all-important phosphorus unduly drawn upon.*

¶ What is wanted, therefore, is a food rich in proteid material that will be promptly assimilated, and possessing such tonic properties as will cause it to assist in the absorption of ordinary diet; and, furthermore, containing in a form easily appropriated the great essential to nervous action—phosphorus.

**SANATOGEN IN NEURASTHENIA.**

¶ In Sanatogen we possess such a food. Sanatogen is a fine white powder, uniform, soluble, *containing 95 per cent. of pure, specially prepared casein, combined with 5 per cent. of sodium glycerophosphate.* It is thus a highly organized tonic food, exactly what is supremely required by a system broken down by prolonged neurasthenia.

**Casein**

is the albuminous product derived by a special process from fresh cow's milk. Albumen is a necessary food from infancy to old age. It is the basis of all organized living structure, and, as a nourishing agent, is without a peer. It is *par excellence* the food for tired and overworked muscles. The albumen present in Sanatogen is of extraordinary purity, freed from all inert substances, and, in consequence of its intimate union with glycerophosphoric acid, *it exceeds in quick-*

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*ness and completeness of absorption all other proteid compounds.*

## Sodium Glycerophosphate

has been proved to be absolutely the best method of conveying the very essential element, phosphorus, to the nervous system. So important an element is phosphorus that the Germans have a saying, "No thought without phosphorus." A chemist once said that man could be resolved into phosphorus and water. All brain work, any act that calls in any way upon the nervous system results in the consumption of the phosphorus it contains. *The condition of the neurasthenic patient is mainly due to the overconsumption of his phosphorus.* This important element must be restored to him before he can hope for health and strength.

## Sanatogen a Highly Organized Compound.

¶ It must be thoroughly understood that *a mere mixture of casein and sodium glycerophosphate* would be of little value in the diseased condition under discussion. The manufacturers of Sanatogen have succeeded in the most ingenious way in causing *an actual chemical union* between the two ingredients, so that an entirely new body is formed which conveys phosphorus to the nervous system *as it naturally exists therein.*

¶ This is no mere assertion. *The fact that the peculiarly combined phosphorus of Sanatogen is actually retained and assimilated by the organism was publicly announced in 1906 by a distinguished physician before so august a tribunal as the International Con-*

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*gress of Medicine.* Furthermore, if this true chemical union were not a fact, the manufacturers could not have obtained the United States Letters Patent by which Sanatogen is protected.

**The Way It Acts.**

¶ The neurasthenic nerves, therefore, take up most greedily this original combination of phosphorus, and tired Nature is enabled to use the ingredient craved for at once without subjecting it to dilatory digestive changes.

¶ With the aid of the purified albumen, which we have seen possesses remarkable nourishing qualities, the specific effect of the phosphorus upon the nerves is reinforced by a sustained nutritive action. *The feeding of nerve and muscle thus proceeds simultaneously,* and the requirements of the neurasthenic subject are fulfilled in an ideal manner.

¶ In desperate cases, where the power to assimilate ordinary food was completely gone, *patients have been supported by Sanatogen alone;* this fact showing that it is in itself a perfect emergency food.

¶ Being a tonic food, Sanatogen offers nothing alien to the digestive tract. *It is not,* strictly speaking, a *medicine,* as that term is understood, and the stomach is not called upon to deal, as in the case of an ordinary tonic, with a combination of substances strange to its methods of working. There is no purgative action, no washing of the organ with strange fluids, nothing but a concentrated food to which the stomach takes naturally and disposes of as is usual with food.

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¶ From the many thousands of reports received from physicians it is clear *that in the vast majority of cases the effects of Sanatogen are felt early and every step taken is held; there is no retrogression.* Strength gradually returns, fatigue is diminished, the nerves are soothed to the point of allowing restful slumber, the appetite for ordinary food rapidly returns, the unceasing worry is dissipated, and the obscure symptoms vanish to appear no more. The restored individual looks once more upon life with a quiet heart, a sound stomach and a placid brow.

## Sanatogen versus Alcoholic Stimulants.

¶ We have spoken briefly of the unfortunate action of alcohol in neurasthenia. Now, in the ordinary tonic or "bracer," the component drugs are almost invariably conveyed into the system in an alcoholic medium. We may recall here what the well-known expert, Dr. Harvey W. Wiley, has to say of patent medicines in which alcohol is "the chief and most dangerous ingredient." In an address before a meeting of the Society for the Study of Alcohol and Other Drugs, held at Washington, D. C., he declared:

"The good effects of alcohol in quieting the system are attributed to the tonic actions of the drugs, but in reality this action is narcotic and depressant, covering up and concealing the damage, and at the same time provoking a craze and demand for continuation in the future. Alcohol, as a preservative and a narcotic in the so-called tonics and stimulants, is dangerous because of the unknown effects which are sure to follow. Many drugs now on the market owe their popularity entirely to the alcohol they contain, and this in the poorest and most dangerous forms."

¶ It is no small advantage that Sanatogen may be taken by the most debilitated neurasthenic *without fear of untoward results*. No matter what his unfortunate experience may have been with various “tonics,” whether alcoholic or not, he may rest assured that Sanatogen will cause no unpleasant after effects, no adverse action upon any part or organ of the body, no matter the length of time during which it is taken. *Be it remembered that Sanatogen contains in a concentrated form precisely and only those elements of which the human body itself is built up*. The replacing of the lost phosphorus is as purely a physiological process and as absolutely natural as the supplying of other wasted bodily products through the medium of food. We dwell upon the food nature of Sanatogen, for this must be thoroughly grasped if the exact remedial action of this preparation is to be understood.

#### Sanatogen and the Medical Profession.

¶ There is scarcely a remedy that can point to so distinguished a clinical record as Sanatogen. It has been before the profession for upward of a decade, and, during that time, has gained an extraordinary professional popularity over the entire civilized globe. Throughout the length and breadth of Europe, in far-off India, in Australasia, in South Africa, its name is pleasantly familiar to the practitioner. It has found favor with the most eminent clinicians; with the leaders in medical thought and progress; with such men as Professor von Leyden, Professor Ewald, Professor Krafft-Ebing, and others on the same high profes-

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sional plane. *Over 10,000 testimonials in a dozen different languages have been received from regular and ethical practitioners, the majority being from American, German and English physicians.*

¶ Hereto are appended a few testimonials from eminent European physicians, whose names and achievements are known and appreciated everywhere. These are followed by a series of letters from American practitioners. The names and addresses of the latter, however, are withheld in deference to the American code of medical ethics, which does not permit practising physicians to allow their names to appear in print. The original copy of each letter, however, has been carefully filed for reference. At the office of the Bauer Chemical Company, Everett Building, Union Square, New York, these originals are open to inspection by any *bona fide* inquirer.



## Selected Testimony from European Medical Authorities.

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¶ *It is well known that scientific men are not prone to the expression of enthusiastic admiration unless there is solid ground for unqualified approval. If any doubt as to the remedial properties of Sanatogen should linger in the reader's mind, a perusal of these letters must infallibly dissipate it.*

PROFESSOR DR. C. A. EWALD, of Berlin University, the well-known authority on dietetics, writes: “I am able to speak from my own observations made at the bedside of patients, and I can say that I have used Sanatogen in a great number of cases (that is, in those disturbances of metabolism which were mainly of a nervous or neurasthenic origin) and have obtained excellent results.”

PRIVY COUNCILLOR PROFESSOR EULENBURG, M.D., of Berlin, an authority of world-wide reputation, writes: “The reason why I should like to accord Sanatogen a preeminent position amongst the great number of competing preparations is because it is invariably well borne, even when taken for long periods, and because it seems to bring about, in the quickest and most definite manner, an increase in strength and improvement in general condition, even in the more serious forms of nervous weakness and exhaustion.”

PROFESSOR NEISSER, M.D., Director of the Dermatological Institute, at the Breslau University, writes: “Sanatogen is well borne, and has proved itself to be a gradual restorative

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and stimulant. My experience with Sanatogen so far, especially in the case of persons with poor appetites and *neurasthenics*, has been *very favorable*."

PROFESSOR TOBOLD, *Attending Physician to the late Emperor Frederick III, Berlin*, writes: ". . . My experience likewise points to the fact that patients suffering from nervous exhaustion after influenza, a common occurrence, and who present the troublesome symptoms of *neurasthenia*, in a comparatively shorter time regain *strength* and *vitality* by using Sanatogen."

DR. E. CHIMANI, *Vienna, Surgeon-General to the Emperor and King*: Certifies to the fact that Sanatogen has been of "admirable service" to him in the treatment of *neurasthenia*, its influence on the nervous system being "*specially well marked*."

*The late* PROFESSOR GIUSEPPE LAPPONI, *Physician to His Holiness the Pope*: Referring to the supply of Sanatogen forwarded on his advice to the Sacred College at the time of the last Conclave, informed us that the preparation was gladly partaken of by their eminences, adding that his late Holiness also took it readily. He terminated his communication with the words: "It is my conviction that Sanatogen is deserving of the highest commendation, and I am enabled to state, as the result of my personal investigation and observation, that it need not fear competition on the part of any other product of the kind."

DR. C. W. SALEEBY, F.R.S.E., *author of "Health, Strength and Happiness," etc.*, says: "I have no hesitation in stating that experiments with Sanatogen in health, and observations upon it in disease, have abundantly confirmed the expectations which are naturally aroused by the known facts of its composition. It may fairly be entitled a tonic, and is thus of use whenever a tonic should be useful."

## Typical Letters Received from American Physicians.

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### “GAINED IN FLESH AND SPIRITS.”

*A Boston Physician, Member A. M. A., Gynecologist to several leading hospitals, writes: “I have been much pleased with your Sanatogen which I have used in a case of great general debility and nervous prostration. Something has braced my patient wonderfully, her nerve tone is greatly improved and she has gained in flesh and spirits to a remarkable degree in six weeks.”* (98)

### “PRESCRIBES SANATOGEN QUITE GENERALLY.”

*A well-known New York Physician, prominent in Homeopathic Medicine, writes: “Since my attention was called to Sanatogen some weeks ago I have prescribed it quite generally in cases of malnutrition and neurasthenia. The results so far have been quite satisfactory. My experience thus far is sufficient to warrant my continuing the use of Sanatogen.”* (14)

### “ORDERED LARGE QUANTITIES OF SANATOGEN.”

*A New York Physician, M.D. Harvard, Member A. M. A., etc., whose practice is among the fashionable and well-to-do, writes: “As your order book will show, I have purchased many dozens of your large boxes of Sanatogen, and have frequently recommended this preparation to my patients—usually, I am glad to say, with satisfactory clinical results.”* (125)

### “EMINENTLY SATISFACTORY RESULTS.”

*A well-known Baltimore (Md.) Physician, writes: “Dr. — begs to state that he has used the preparation of Sanatogen with eminently satisfactory results in cases of nerve exhaustion.”* (136)

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## "NERVOUS DEPRESSION—HAPPY RESULTS."

*A Providence (R. I.) Physician writes:* "The sample of Sanatogen you sent me was used with *exceedingly happy results* in a case of neurasthenia, accompanied by marked depression."  
(103)

## "EXTREME NEURASTHENIA—ELATED WITH RESULT."

*A New York City Physician writes:* "I tried Sanatogen on a woman suffering from extreme neurasthenia and debility. For the past six weeks I have had, and still have, her under a rest cure treatment, during which time I have given her the Sanatogen. I have been very much elated with the result of the treatment, for I have her in a condition where food no longer distresses her; the nervous irritability has left her in a marked measure; *patient sleeps better* and is not so restless as heretofore and her general condition is much improved."  
(33)

## "NERVOUS INDIGESTION."

*A Rochester Physician, Pathologist to one of the largest hospitals of that city, writes:* "I have used Sanatogen in a case of very long standing *indigestion* with consequent general and especially *nervous malnutrition*. The results have thus far been satisfactory and the patient is still using Sanatogen with benefit."  
(20)

*A Boston Physician writes:* "In three cases of neurasthenic *indigestion* recently under my care I have *proved* Sanatogen a most efficient aid to metabolism. I am going right along trying it in all my neurasthenic and anemic cases."

## "FINDS SANATOGEN INDISPENSABLE."

*A New York State Physician writes:* "Enclosed I send you remittance of \$4.50 in payment for package of Sanatogen. I have disposed of three boxes and the others I can keep

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for my own use. *I find Sanatogen indispensable as a tonic and reconstructive in enfeebled digestion and general debility.*” (52)

“*GOOD RESULTS IN LOCOMOTOR ATAXIA.*”

*A Physician in Lowell, Mass., writes:* “Sanatogen has worked admirably in two cases, one of tabes dorsalis (locomotor ataxia), the other nervousness following worry. I trust the tabes case will continue to improve. If it does for any length of time, I shall certainly ascribe the relief to Sanatogen.

“My orders in both cases are to have their prescriptions refilled until further notice.” (139)

“*MORPHINE HABITUÉ IS BENEFITED.*”

*A Colorado Physician writes:* “I have used Sanatogen in one case and am highly pleased with the results. Patient, a morphine habitué, who was rapidly losing weight and strength, began to improve in both under Sanatogen, and immediately, even with no reduction in quantity of morphine taken. *So far has gained about eight pounds.* It is hard to account for the remarkable increase in weight in so short a time.” (70)

“*NEURASTHENIA FOLLOWING EXCESSES.*”

*A Pittsburgh Physician writes:* “Sanatogen continues to produce decidedly beneficial results in my experience. Mr. E., of whom mention was made—a ‘good fellow’—nutrition and nervous system below par. A vacation made matters worse. Hopeless and discouraged, having gone, as he thought, the rounds without relief; gave Sanatogen an honest trial, and *it more than realized his expectations.* He has resumed his duties, continues Sanatogen and enjoys life.” (167)

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## SANATOGEN INCREASES WEIGHT AND BUILDS UP FLESH.

*An Albany (N. Y.) Physician writes:* "I continue to get good results from the preparation. I wish to speak of one case only, a man 30 years of age suffering with hyperacidity and nervous dyspepsia. He came under my observation four weeks ago. I prescribed for him one hour's resting on his bed before his dinner hour (7 P. M.), and gave him Sanatogen, two drachms, after each meal. In four weeks he has improved his weight  $4\frac{1}{2}$  pounds—from  $122\frac{1}{2}$  to 127), and his general nervous condition has improved accordingly. He had been losing flesh steadily from his ailment for two years. *He is very enthusiastic over Sanatogen.*" (56)

*A New York York City Doctor, Visiting Physician to a leading hospital, writes:* "I have used Sanatogen in a case of neurasthenia, weight 92 pounds. Increased in three weeks to 106, *heaviest weight of life.*" (165)

*A New York City Physician, Member A. M. A., writes:* "I believe your preparation to be a very valuable nerve restorative and tissue builder, and *have achieved gratifying results* in a case of neurasthenia in which the question of weight was rather serious." (162)



## During Convalescence.

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*The reconstructive qualities of Sanatogen are never seen to better advantage than during recovery from illness. Sanatogen stimulates the appetite for other food and offers the best possible means of adding to the sum of nerve force.*

*A Detroit Surgeon writes: “I have used Sanatogen in cases of great weakness, extreme nervousness and complete loss of appetite, following abdominal operations. In every case the result has been most encouraging and far beyond anything I expected. Each case showed marked improvement in appetite, rapid increase of strength and a decided decrease of nervous symptoms. From now on I am a firm friend of Sanatogen.”* (131)

*A Staten Island Physician, Member A. M. A., Consulting Physician to one of the leading New York City hospitals, writes: “I recently treated a case of typhoid fever in a young lady, who was a marked neurasthenic, with Sanatogen. In a few days her nervous symptoms subsided; the fever gradually abated after the third week with no return of the neurasthenia. Emaciation was less marked than is usual in typhoid fever.”* (13)

*A New York City Physician writes: “Permit me to quote the case of my wife. She was getting along very slowly after her confinement; nothing would build her up. She was practically a physical wreck. Just at that time a sample of Sanatogen was sent me, which was given as per directions. In a very short time the greatest improvement was noticed, she gained in weight, color returned to her cheeks and her physical condition became better than it had been in years.*

*“My baby is now fourteen months old, and my wife has not had one sick day since she took your preparation. (147)*

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## Testimony from Physicians Who Have Used Sanatogen in Their Own Families.

*No more eloquent tribute could be paid to the value of Sanatogen than that experienced physicians use it on members of their own families.*

*A Physician to the Lebanon Hospital, New York, writes: "A cousin of mine, visiting me, is nervous and run down. I gave her the Sanatogen you so kindly sent me and am pleased to inform you that she felt much better and had gained in weight when she left here."* (73)

*A Physician and Surgeon to the Mt. Vernon (N. Y.) Hospital writes: "I am using Sanatogen in my own family in a case of profound nervous prostration with most excellent results."* (55)

*A Brooklyn Physician, who used Sanatogen in the case of his mother, writes: "The samples you so kindly sent me some time ago have proven most beneficial to my mother in her neurasthenic condition, and I think they were largely of use in nourishing her and in helping her over her nervousness."* (150)

*Another Brooklyn Physician states his own personal experience: "I wish also to state that I have used Sanatogen myself, and can speak only in praise of it. I am a neurasthenic, and was completely run down. The improvement in my condition was marked after taking the Sanatogen for three days. I have steadily improved in health and strength and increased in weight. Sanatogen has more than realized my expectation, it has done wonders for me."* (152)

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“*The American Disease*” —

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*A Wilmington (Del.) Physician writes:* “A few months ago my wife had a slight attack of cerebral hemorrhage. After recovery it left her in a very nervous condition. I used Sanatogen on her *with very beneficial results.*” (135)

*A Washington (D. C.) Physician writes:* “I used the Sanatogen you sent me upon my wife, who is a neurasthenic. *I am convinced that it did her good* and she shares my opinion. I also ordered it for another patient with satisfaction to myself and to him.” (96)

*A New York Physician, who used Sanatogen in the case of his son writes:* “Since I have placed my son on a regular diurnal use of your preparation a *marked improvement* has presented itself. So far, I am convinced of the merits of Sanatogen and am sure a prolonged trial will ultimately effect a permanent cure in all nervous symptoms.

“I heartily endorse Sanatogen and shall prescribe it when occasion permits.” (140)

*A Country Practitioner (New York State) writes:* “I have a son 30 years old who, for the past three months, has been under a severe nervous strain, which got to such a degree that I thought I would be obliged to place him in a sanitarium for treatment. I gave him the Sanatogen as directed on sample. *He is decidedly better* and says himself he feels a great deal better.

“Please send the amount ordered at once, as I have only enough for a couple of days.” (26)

*Later this Physician writes:* “Enclosed find postal money order for which please send me another box of Sanatogen. It certainly is helping my son; he is as eager to take it as I am to buy it for him. He is better in every way; *he is now more like himself*; before he began to take this he was so nervous he could not stay in a room where conversation was going on. He is more quiet and reads the daily papers, some-

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thing he has not done for the past four months. I shall take pleasure in commending Sanatogen to my brother physicians."

(34)

*A Philadelphia Physician writes:* "I received a short time ago a sample of Sanatogen. I have used it for my own wife, who is suffering from a serious nervous prostration, and *with very happy effect.*

"Will you kindly send me a full-sized trade package for her use at once, C. O. D.?"

(19)



## Testimony from Famous Authors, Actresses and Society People.

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*We present herewith a selection of opinions from people who have distinguished themselves in those walks of life that make especially heavy drafts upon the nervous system; persons noted on the stage, in the studio, illustrious in literature, or prominent socially. Most of these names, we believe, will be familiar to American readers as those of leaders of contemporary thought, those who are contributing what is best in art and in literature. The toll imposed by continuous social duties is hardly less weighty than that of artistic achievement and Society's devotees, it will be observed, do not lack appreciation of Sanatogen.*

MR. HALL CAINE, *the celebrated novelist and playwright*: “My experience of Sanatogen has been that as a tonic nerve food it has on more than one occasion done me good.”

SIR GILBERT PARKER, M.P., *the distinguished novelist, 20 Carlton House-terrace, London*: “I have used Sanatogen at intervals since last autumn with extraordinary benefit. It is to my mind a true food tonic, feeding the nerves, increasing the energy, and giving fresh vigor to the overworked body and mind.”

MR. MAX PEMBERTON, *the popular editor and author, Troston Hall, Troston, Suffolk*: “I beg to say that I have been taking your Sanatogen since the beginning of the year, and would not be without it under any circumstances whatever.”

MR. EDEN PHILLPOTS, *the popular author, Torquay*: “Sanatogen appears to be of real value to the brain worker, a useful food and splendid tonic combined. I can give it high praise from personal experience.”

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MADAME SARAH GRAND, *the distinguished authoress, 10 Grove Hill, Tunbridge Wells*: "Sanatogen has done everything for me which it is said to be able to do for cases of nervous debility and exhaustion. I began to take it after nearly four years' enforced idleness from extreme debility, and felt the benefit almost immediately. And now, after taking it steadily three times a day for twelve weeks, *I find myself able to enjoy both work and play again, and also able to do as much of both as I ever did.*"

LADY BANCROFT, *of histrionic fame, 18 Berkeley Square, London*: "Lady Bancroft is taking Sanatogen, and finds it a *most excellent food tonic and strengthening.*"

BARONESS HELENE GINGOLD-COWEN, *The Portland Hotel, W.*, says: "I have now used Sanatogen for some little time and I can only state for its properties as a health builder and nerve tonic it has not its equal. I am in a position to make this sweeping declaration because I have tried every known remedy for my nerves and general health. *I consider Sanatogen nothing short of an 'Elixir Vitae'—in powder form.*"

MISS CONSTANCE COLLIER, *Theatre Royal, Drury Lane, London*: "I find Sanatogen a *splendid tonic* and I shall always use it."

LADY HENRY SOMERSET, *the well-known authoress and social reform advocate, writes*: "When the body is subjected to a course of Sanatogen, the invigorated nerves are braced to a more healthy tone, and the whole human machinery is made fit for exercise and work and for fulfilling its functions in the most perfect manner. *Sanatogen undoubtedly restores sleep, and invigorates the nerves, and it braces the patient to health.*"

LORD RONALD SUTHERLAND GOWER, *Hammerfield, Penshurst, Kent*: "Lord Ronald Sutherland Gower has much pleasure in adding his testimonial to the great benefit Sanatogen has been. He has made use of it for a fortnight and *it has done him far more good than all the waters of Bath or Harrogate.*"

## Directions for the Use of Sanatogen.

### *DOSE:*

*For Adults.*—Two level teaspoonfuls three times daily about mealtime; this dose may be increased or taken more frequently, according to individual needs.

*For Children.*—From 1 to 14 years. The dose varies from one level teaspoonful to six, according to age and physical condition.

*For Infants.*—After the first few weeks of life, infants who require Sanatogen (and it will help all artificially fed babies) may take a small pinch with each feeding.

### *BEST METHOD OF PREPARATION.*

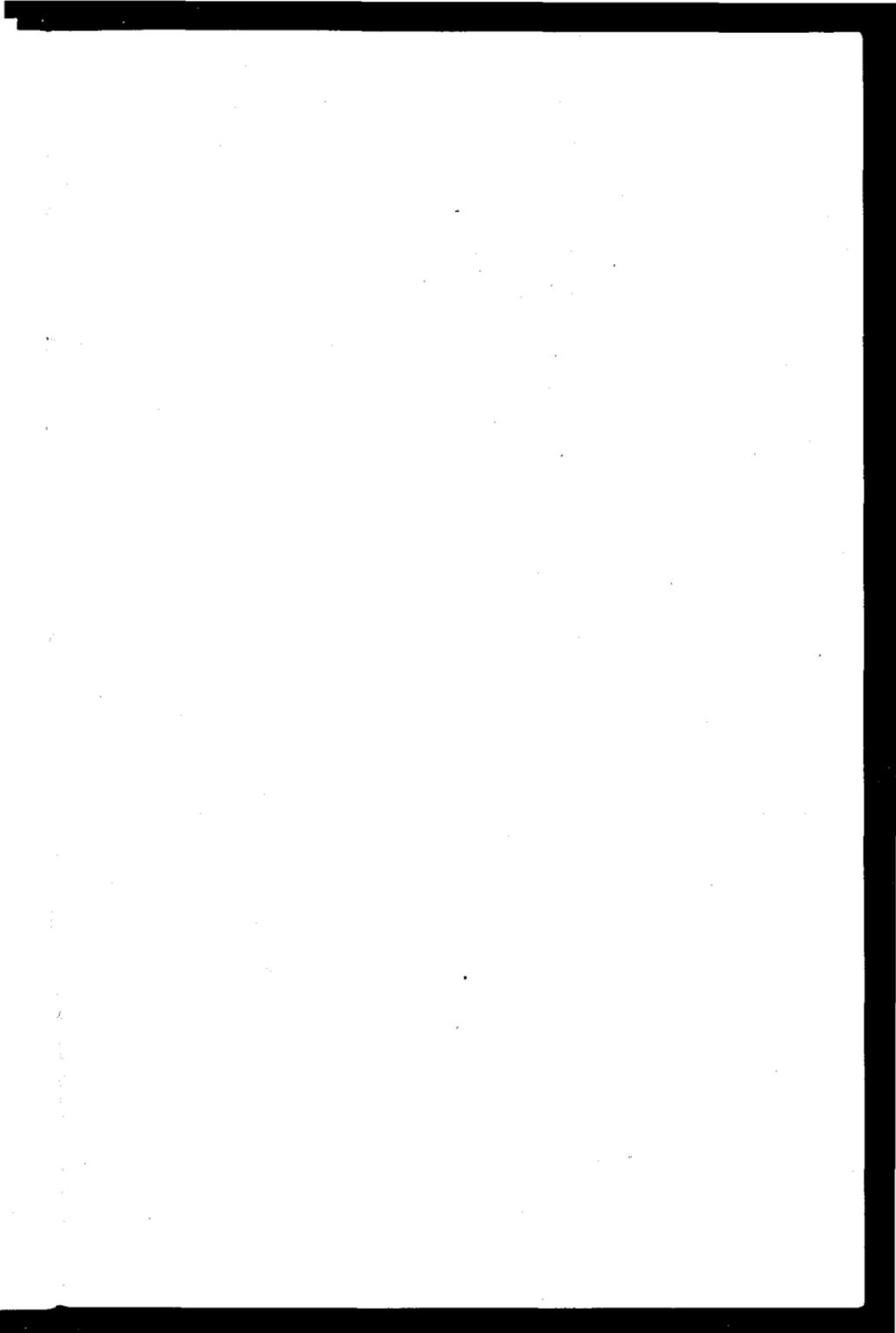
The proper dose should be rubbed up with about four times the quantity of *cold* water into a smooth cream; then add from one-half to one cupful of water, stirring constantly. This makes a beverage agreeable to the majority of patients.

### *WITH OTHER FOODS AND DRINKS.*

To make a hot beverage, first rub the Sanatogen with *cold water*, as directed above, then add the desired hot liquid, which may be chocolate, cocoa, coffee, soup, or simply hot water. Any mineral water may be added to the Sanatogen first prepared with the cold water. The powder is also agreeably miscible with any fruit syrup. Do not, however, use any *acid* fluid or beverage along with Sanatogen.

### *SANATOGEN FLAVORED.*

In response to numerous requests, we have prepared a flavored Sanatogen. This differs in no respect from the plain Sanatogen except in the added delicate flavor, which will greatly please those who prefer to take Sanatogen in water only, yet demand some faint suggestion of a beverage. Price and dose are the same as for plain Sanatogen.



The first part of the document discusses the importance of maintaining accurate records of all transactions. It emphasizes that every entry should be supported by a valid receipt or invoice. This not only helps in tracking expenses but also ensures compliance with tax regulations.

In the second section, the author provides a detailed breakdown of the company's revenue streams. This includes sales from various product lines and services. The analysis shows that while one product line is currently the primary source of income, diversification into new markets is a strategic priority for the future.

The third section addresses the company's financial health and liquidity. It highlights the need for a robust cash flow management strategy to ensure that all operational needs are met. The author suggests implementing regular financial reviews to identify potential areas of concern before they become critical.

Finally, the document concludes with a series of recommendations for the management team. These include strengthening internal controls, improving communication between departments, and investing in employee training to enhance overall productivity and innovation.