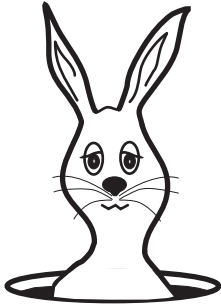


*SANUM Therapy,
Naturally the Best!*

The *Pleo Newsletter*

Your source for SANUM therapy

Vol. 2 No. 9



How deep does the rabbit hole go?

Choosing the best method of SANUM Therapy!

By: *Dr. Kirk R. Slagel,
N.M.D., M.Ed.*

There are basically three different methods of using SANUM Therapy:

1. **Prevention**
2. **Symptom treatment**
3. **Sequential treatment**

The **Prevention Process** involves utilizing a basic therapy of primarily SANUM Remedies one or more times throughout the year, or specific remedies at certain intervals for known conditions, such as seasonal allergies. The idea is to provide the body with the balancing remedies- the Milieu Modulators to affect the internal terrain, the Isopathic/Homeopathic Fungal remedies, which support the downward regulation of the organisms that may become pathological and the Immunomodulating Bacterial remedies to modulate the immune system. This process may be used for supporting general wellness and also when the diagnosis is not clear.

The basic supportive therapy involves the following.

Suggest the necessary diet and lifestyle changes that support a healthy milieu, remembering that a healthy diet supports normal gut function keeping the immunoglobulin IgA at peak levels. Correct the acid-base-equilibrium with Pleo Alkala (Check urinary pH. If it is below 6.5 then use up to 1 teaspoon (scoop) in hot water in the morning away from meals by an hour or more.) Pleo Sanuvis and Pleo Citro (up to 3 plastic teaspoons per day before the meals).

Pleo Fort 5X 1 tablet in the morning and Pleo Not 5X 1 tablet in the evening for two weeks, then switch to Pleo Muc 5X 1 tablet in the morning, and Pleo Nig 5X 1 tablet in the evening over two weeks.

From the beginning simultaneously apply the "**capsule cure**": 1 capsule, rotating per week: starting with Pleo Lat 6X, followed by Pleo Rec 6X, Pleo Ut 6X, and Pleo Ut S 6X.

SELENOKEHL 4X 10 drops in the morning (Selenoehl = selenium, is presently not available in the U.S. Simply

substitute selenium from any other reputable nutraceutical company.) MAPURIT (Available in the U.S., is a blend of magnesium and vitamin E) 1 capsule at noon. Pleo Zink 3X 10 drops in the evening before the meals.

For seasonal preventative therapy Pleo Rub, the Isopathic/Homeopathic remedy made from *Aspergillus ruber*, has been effective for supporting the treatment of various sinus allergies prophylactically by initiating the therapy 6-8 weeks in advance of the usual onset of symptoms and treating through the season. It is recommended to perform a standard assessment of diet and lifestyle and make the recommended modifications to reduce any stressors and remove possible allergenic foods.

Support the body milieu as above with the Pleo Alkala, Pleo Sanuvis and Pleo Citro, dosages as detailed above. The author recommends incorporating for the first two weeks Pleo Fort and possibly Pleo Pef to support the GI tract with Pleo Rub in the therapy as well. Then switch to the Monday through Friday use of Pleo Muc and Pleo Nig with the Pleo Fort, Pleo Pef and Pleo Rub on the weekends.

The **Symptom Approach** is likely the most common method of using SANUM Therapy. In this manner the doctor/healthcare practitioner assesses the patient through one of the many approaches: clinical presentation, applied kinesiology, electrodermal, etc. The assessment would then direct the practitioner toward the indicated remedy or remedies to treat the presenting symptoms or condition.

For example, one would determine that the patient had a sore throat through patient complaints, patient history, and a physical exam. The practitioner might then obtain a throat culture and order the appropriate labs. The indicated symptom remedies could include Pleo Not for bacterial conditions, Pleo Citro to affect the milieu, and Pleo Rec, the bacterial immunomodulator for mucous membranes. In other situations the practitioner may use only Pleo Not, as it is indicated for bacterial inflammation.

The **Sequential Approach**, based upon Dr. Konrad Werthmann's Four-Step Process is the most complete in affecting the underlying imbalances of the patient and treating more deeply than the obvious symptoms. The author has written about the Four-step process before, however it is necessary in this newsletter to provide an additional review to illustrate the three different methods of using SANUM. This same process may also be used for nearly all other natural therapeutic modalities.

The Sequential Approach is more complicated for the practitioner and the patient. However, implementing this method, including products from other companies if one chooses, has much to offer as a deep, effective holistic therapy, which is particularly beneficial to chronic disease conditions.

In the Sequential Approach one needs to address the condition for a general guideline of six weeks. This may be so for the other approaches as well, but is certainly the case for this process. The total therapy may continue for months to potentially years, if the patient has a chronic, and complicated case.

Initially, it is important to treat the various factors contributing to the condition, the altered milieu, as this is the foundation of the disharmony. In SANUM Therapy Pleo Alkala is incorporated- based upon urinary pH- if below 6.5 on a scale of 6.5 to 6.8. The author recommends a dosage of 1/4 to 1/2 scoop from 1 to 3X/day between meals in warm water to support acid/alkaline regulation. Pleo Alkala in the author's opinion should be used, as with most treatments, as a temporary component to restore disharmony. Diet and lifestyle are obvious obstacles to cure in treating patients and thus, opportunities for healing as well.

Pleo Citro is used to support ATP production and affect the Aspergillus (TB) cycle in the body, and Pleo Sanuvis is used to support mitochondrial respiration and support the Mucor cycle in the body. The following remedies are anabolic for all practical purposes, due to the support of ATP production and increasing mitochondrial respiration. Certainly other products that affect milieu may be used at this time, but it should be remembered that the goal is to gently assist the body in eliminating the cellular accumulations and to stimulate overall elimination through the excretory organs, the emunctories. The emunctories include: the colon, the lungs, the kidneys, and the skin. The excretory capacity of these organs may be poorly functioning, oftentimes just from inactivity. If one progresses too rapidly with any detoxification process, then too much degradation debris may further block these organs.

One would incorporate the appropriate fungal remedies indicated for the condition simultaneously to affect the underlying microbial imbalances of the patient. This nearly always includes one or more of the following: Pleo Fort- GI support, Pleo Not- bacterial inflammation, Pleo Quent- viral inflammation, and/or the Candida cycle remedies- Pleo Alb- mycosis, Pleo Pef- mycosis and dental, and Pleo Ex- a combination of Pleo Alb, Pleo Pef and Pleo Fort. The other fungal remedies may be applicable as well. However, initial therapy is often begun with Pleo Fort, Not, Quent, Alb, Pef, or Pleo Ex.

The pH Modulators and the above-mentioned fungal remedies are used generally from 7 - 14 days; the author will use them more or fewer days depending upon the case. After the 7 - 14 days, one stops the use of the above fungals and begins the use of Pleo Muc and Pleo Nig. Pleo Muc and Pleo Nig are used for a number of conditions, but also as the balancing remedies as they affect the basic foundation of the mammalian organism. These remedies are used Monday through Friday at a dosage prescribed by the practitioner. The dosage may be determined by referencing the Isopathic/Homeopathic Materia Medica. On the weekends one stops the Pleo Muc and Pleo Nig and utilizes the fungal remedies that were used in the beginning

during the 7 - 14 days. The idea is to continually treat the presenting condition with the initial fungal remedies over time- the weekends- throughout the therapy as a complete shift is not generally possible in just a few days to a couple of weeks.

At the same time as incorporating the Pleo Muc and Pleo Nig one may incorporate the additional remedies, that is, the immunomodulating bacterial remedies, the Sanukehls, the Polysans, Vitamin/Mineral, etc. The premise is that to stimulate healing one must first reduce the over abundance of the debris and resultant opportunistic development of the existing microbes. This enables the body to react more appropriately to the additional supportive therapies, be it immune modulating remedies, the standard bacterial remedies, the Sanukehls, or the Polysans, or additional remedies such as: classical homeopathic remedies, botanicals, orthomolecular products, etc.

Some practitioners have asked why are not the other remedies incorporated into the beginning therapy. And, the answer from the author's perspective is this: if a person is debilitated, as is the case with chronic disease, then to attempt to boost the person's system would be to add fuel to a smoldering fire. If one were to stimulate the body with these remedies initially, when the body is in a deficient state with a reduced or inability to utilize the detoxification process of the body, it may tax the already overburdened system and waste the supportive quality of these various modalities.

Patients do respond to the Prevention and Symptom approach, however they must indeed have the capacity to shift from illness to wellness via a healthy G.I. tract functioning immune system, the liver's phase 1 and 2 processes, the kidney, skin, etc. It is in chronic disease that one's ability to make this shift is deficient or non-existent. This is also when the inclusion of the SANUM Remedies can have such a profound affect as they stimulate this milieu shift and degradation of the opportunistic pathogenic environment.

Good Manufacturing Processes A word about SANUM-Kehlbeck

Did you know that the SANUM Plant in Hoya, Germany has always followed Good Manufacturing Practices (GMP)? The products are manufactured, packaged and distributed from one location in a GMP approved facility to more than 25 countries. This insures quality and standards consistent in the product in every country that utilizes SANUM Therapy.

So, what is GMP?

From the GMP Institute www.gmp1st.com

GMP refers to the Good Manufacturing Practice Regulations promulgated by the US Food and Drug Administration under the authority of the Federal Food, Drug, and Cosmetic Act (See Chapter IV for food, and Chapter V, Subchapters A, B, C, D, and E for drugs and devices.) These regulations, which have the force of law, require that manufacturers, processors, and packagers of drugs, medical devices, some food, and blood take proactive steps to ensure that their products are safe, pure, and effective. GMP regulations require a quality approach to

continued on page 3

manufacturing, enabling companies to minimize or eliminate instances of contamination, mix-ups, and errors. This in turn, protects the consumer from purchasing a product, which is not effective or even dangerous. Failure of firms to comply with GMP regulations can result in very serious consequences including recall, seizure, fines, and jail time.

GMP regulations address issues including recordkeeping, personnel qualifications, sanitation, cleanliness, equipment verification, process validation, and complaint handling. Most GMP requirements are very general and open-ended, allowing each manufacturer to decide individually how to best implement the necessary controls. This provides much flexibility, but also requires that the manufacturer interpret the requirements in a manner, which makes sense for each individual business.

GMP is also sometimes referred to as "cGMP". The "c" stands for "current," reminding manufacturers that they must employ technologies and systems, which are up-to-date in order to comply with the regulation. Systems and equipment used to prevent contamination, mix-ups, and errors, which may have been "top-of-the-line" 20 years ago, may be less than adequate by today's standards.

GMP is a good business tool, which will help to refine both compliance and performance at a company. GMP requirements are largely common sense practices, which will help the company better itself as it moves toward a quality approach using continuous improvement. The diagram to the right illustrates an approach to creating and maintaining a GMP lifestyle in a company. First, set standards of performance. These include GMP regulations and other standards, which are necessary for the company. Then, train to those standards. All departments in the company should be trained (to varying degrees) on GMP and other standards. The diagram lists four types of employees, which are especially critical to train: top management, managers and supervisors, operators and technicians, and support staff.

The next step in the GMP Lifestyle is to reinforce what was learned in training. This falls on the managers and supervisors in a plant. Therefore, it is important that managers and supervisors be involved in training, so that they can support it through reinforcement. The same four job categories are listed as being the most critical in promoting and receiving reinforcement.

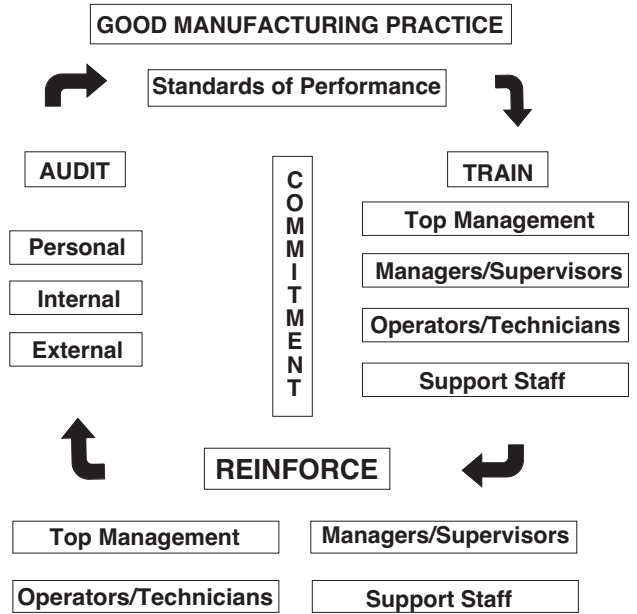
The third stage is to audit to ensure that your efforts have provided adequate controls by auditing. Audits fall in the following three categories: personal, whereby every individual does a self-check to make sure that he/she is complying with all appropriate standards; internal audit, which should be performed by the quality assurance department as required by GMP, and external audits, which can consist of an FDA audit, a consultant checking your compliance status, or you performing a supplier audit. The GMP Institute also offers workshops for auditors needing training.

Finally, the results of audits will help you to know if you need to modify your standards of performance. Of course, no procedures should be changed without appropriate change control and approval from quality assurance. The glue that sticks the whole process together is commitment. Commitment to GMP and quality is critical at all levels of the organization,

starting with top management. If you foster commitment, use this process, and attend GMP workshops when necessary, it will help you make GMP a lifestyle, not just a regulation in your company. You will then improve the overall performance of your workforce, as well as your FDA compliance.

Peruse the GMP regulations!

- 21 CFR Parts 210 and 211 (Drug Industry)
- 21 CFR Part 820 (Medical Device Industry)
- 21 CFR Part 110 (Food Industry)
- 21 CFR Part 606 (Blood Industry)



"Only a fool tests the depth of the water with both feet."

African Proverb

**You can take the course again!
Concepts and Applications**

If you took the "Concepts and Applications" course (Level 1) once before, you can take it again for only **\$25.00**. This comprehensive course on SANUM remedies is presented by Dr. Kirk R. Slagel, PPS's own Education Director and SANUM consultant.

We schedule numerous C&A seminars throughout the year. These seminars are generally a one-day program designed to be concise instructional programs that detail the process and not just the products. Dr. Slagel is one of the foremost speakers on SANUM remedies in the United States. His teaching style enables the student/practitioner to incorporate the various points of SANUM Therapy within the clinical setting in treating your patients.

If you want to repeat the course for the special price of \$25.00, just check the schedule on page 4 and contact us.

" Concepts and Applications"

Instructed by Dr. Kirk R. Slagel, N.M.D., M.Ed.

*Instructed by Dr. Kirk R. Slagel and
Dr. Konrad Werthmann, M.D.

Remaining 2003 Courses

Date	Location
August 2	Chicago, IL
*September 13-14	Sacramento, CA
*September 19-21	Glendale, AZ
*October 11-12	Chicago, IL
*October 18-19	New York, NY
October 25	Glendale, AZ
November 15	Orlando, FL
December 13	Las Vegas, NV

Pleo Newsletter by E-mail

Help us save a tree by sending you this monthly Pleo newsletter via e-mail as a .pdf file format attachment. Please send a brief reply with your name and e-mail address to health@pleoesp.com.

The Wisdom Corner

The quality of any product or service is what the customer says it is.

Techsonic

Drop Shipments, more convenience for our customers

Practitioners can "Drop Ship" items directly to their patients. We must receive these "Drop Ship" orders from the practitioner via FAX with name, address and phone plus *how it is to be shipped*. With your instructions we can then ship directly to the patient. We bill the practitioner (our customer). We do not accept patient credit cards. **Our Fax No. is 888-439-7980.**

WHAT'S **New!** TOPICS

Dr. Konrad Werthmann's 2003 North American Tour

Dr. Konrad Werthmann, M.D., our Senior SANUM Instructor will be touring the United States and Canada this September and October 2003. Dr. Kirk R. Slagel, N.M.D., M.Ed. will present "Concepts and Applications" first, then Dr. Werthmann will present his clinical information and "4-Step Treatment Process". Their schedule is shown below.

Date / Location	Instructor	Workshop
Sept. 13 - 14 Reno, NV	Dr. Slagel Dr. Werthmann	Concepts & Applications Intro. 4-Step Method Workshop
Sept. 19 - 21 Glendale, AZ	Dr. Slagel Dr. Werthmann	Concepts & Applications Intro. 4-Step Method Workshop
Sept. 27 Vancouver, BC	Dr. Werthmann	SANUM Therapy Lecture Immune Modulation
Oct. 4 Toronto, Ont	Dr. Werthmann	SANUM Therapy Immune Modulation
Oct. 11-12 Chicago, IL	Dr. Werthmann with Associate	Concepts & Applications Intro. 4-Step Method Workshop
Oct. 18 - 19 New York, NY	Dr. Werthmann with Associate	Concepts & Applications Intro. 4-Step Method Workshop

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