

C H A P T E R 30
SUCCESS WITH VIPERIN.

I will now go back to the description of my laboratory work in Havana, which I had interrupted. These were laborious experiments with mice, which I had to buy in pet shops, but there were not too many available and I had to pay 50 cents per mouse. I needed each time at least 20 mice and I had to spend many times an amount of ten dollars or more for each experiment. It was at first the white powder, with which I experimented, and I found out that it was correct what I had been told in Vienna, that it contained in one gramme the amount that went into a 5-gramm tube of ointment. I also finally found out that the number of mouse units per gramme was This I could also confirm, when I extracted the venom from a few tubes of ointment, which I had brought with me from Vienna, and used the extract on mice.

I now knew what I needed to be able to produce the ointment. Now Mr. Johnson was again very helpful, by introducing

me to Dr. Vieta, who had one of the biggest pharmaceutical laboratories in Havana. He was professor of pharmacology at the medical school of the University of Havana. My Spanish was at that time already much better, so that I could explain to him what I had in mind. He showed great interest and understanding, especially since I could show him that the preparation Viperin was distributed in many countries in Europe, also that there were scientific articles published, which showed the good results of that medicine. He had at that time an associate, Dr. Plasencia, and the laboratory ran under the name Vieta-Plasencia, and he had to discuss the problem at first with him, before he gave me a positive answer. A few days later, I was invited to a conference, in which, besides Dr. Vieta and Dr. Plasencia the lawyer of the company, a Dr. Rojas, participated. The result was that a contract was prepared and signed by all participants. I was to receive royalties from all the preparations sold, as far as I remember 6 or 7 %. I had to perform experiments with different kinds of snake venom, which had to be bought in Central- or South-America. Very soon we received small amounts of venom from a company in Costa Rica, among them also venom of _____ which is common in that country, and I started soon to prepare the ointment with a Lanolin base. I had to test the venom again on mice to determine the strength and the amount that had to go into one gramme of ointment. I tried then the ointment on myself and other people, in the laboratory as well as on some of my friends, when they had colds, and the results were excellent.

It took much time till the company had everything ready, tin tubes with the name Viperin printed on them, little boxes

for the tubes, instructions how to use the ointment, which had to go into each little box, propaganda material, etc. It took many months, till the product was distributed and sold in pharmacies. I had to prepare the ointment in bigger amounts, in the beginning only one or two kilogramms, later up to 5 kilogramms. Soon very favorable results started to come in, also publications in medical magazines. I received payment each time I delivered a bigger amount of the ointment. The first payment I received at about the time, when Hedy and Johanna had arrived in Havana, and we were very happy with it.

I had mentioned the lawyer Dr. Rojas, who had prepared the contract between me and the company Vieta-Plasencia. This man became very friendly towards me and showed great interest in my personal situation. I told him among other things that I had a son in France and that I was very anxious to get him out of there and over to Cuba. He spoke about it to Dr. Vieta, who in turn discussed the matter with me. Dr. Vieta was an important person in Havana, at that time dean of the medical school. He happened to be a personal friend of the director of the immigration department, Dr. Ituarte, who was also a physician. Very soon Dr. Vieta arranged an appointment for me with Dr. Ituarte, who was very friendly towards me. As soon as I arrived, he took me out to the seashore, which was close by, and took me along on a big yacht for a cruise in the bay of Havana. I had there the opportunity to tell him my story, and he said right away that that was not a difficult problem and that the visa for Francis would be sent right away to the Cuban consul in Nice. I was, of course, very happy, but was too shy to ask him also for a visa for Lisa, had also not much chance to tell

him the complete story. The result was that the visa was sent only for Francis. I had thought that it would not be too difficult for Lisa to find somebody in Nice, who would take Francis along to Cuba. Lisa tried very hard and contacted many people, who were about to leave Nice for Havana. But no one of them wanted to take the responsibility. It was later on understandable for us. Travelling from France to Portugal was in those days enormously difficult, especially the passage through Spain, which implied changes of trains, which were overfilled, making stops in Madrid and perhaps in other cities, etc. So, the whole thing came to naught and we were quite desperate.



Folders used by the company Vieta-Plasencia for the propagation of the preparation VIPERIN in Cuba.

VIPELIN

POMADA A BASE DE VENENO DE SERPIENTE, SEGUN MECHNER.

La preparación Viperin sirve para el tratamiento de los catarros de la nariz de todo tipo y es una pomada que se frota en la piel del brazo y antebrazo. Consiste en esencia del veneno de determinada variedad de víperidos, emulsionado en un vehículo graso para facilitar la penetración del ingrediente por la piel. Es completamente inofensivo, pues aparte del uso externo de la pomada contiene solamente una muy pequeña y bien dosificada cantidad del veneno. También en los niños se puede usar la pomada sin peligro alguno.

INDICACIONES:

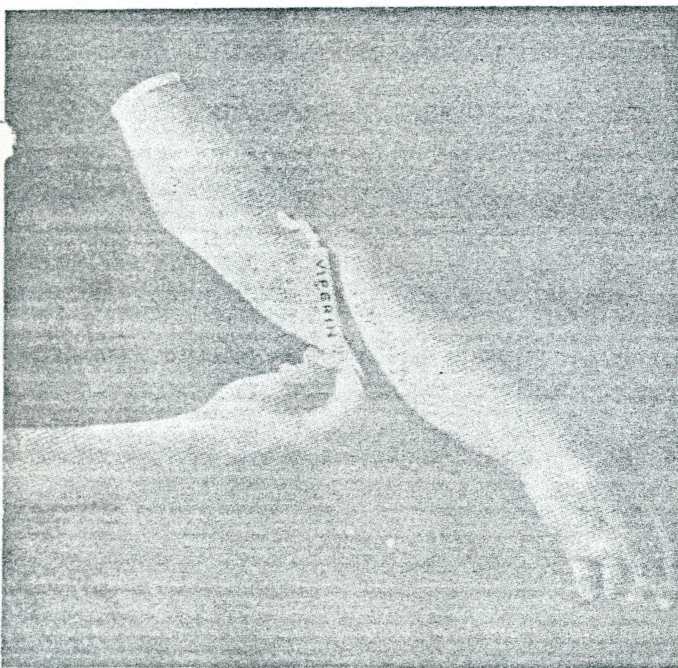
Rinitis aguda, rinitis vasomotriz, rinitis alérgica (fiebre del heno), rinitis crónica hipertrofiante, sinusitis, ocena, jaqueca rinógena.

ACCION:

Los efectos, que son resolutivos y persistentes, estriban en una descongestión de la mucosa nasal, que se basa en una constricción de los vasos pequeños y capilares y son tan rápidos, que a veces desde la primera aplicación disminuye y aún desaparece la secreción nasal (muchas veces en el curso de pocos minutos); se mejora la respiración por la nariz y disminuye y desaparece la jaqueca. Las crisis de estornudos acaban también muy pronto.

APLICACION:

Para alcanzar el éxito, es muy importante que el medicamento se use en la forma apropiada. Tan pronto como sea posible, después de los primeros síntomas de un constipado, se debe hacer la aplicación de la pomada. Limpiando primero las manos con agua y jabón, se aplica una tirita de unos tres o cuatro centímetros de longitud, de la pomada (en los niños uno o dos centímetros) en la parte interna del brazo y antebrazo, exactamente en las proximidades de la flexura del codo. (Vea la figura).



A continuación se frota la pomada vigorosamente, con tres o cuatro dedos, hasta que el sitio de aplicación quede seco y ligeramente enrojecido, lo cual sucede al cabo de uno o dos minutos. El sitio de aplicación debe ser bastante amplio, digamos del medio del brazo al medio del antebrazo, evitando las partes muy velludas.

La aplicación se repetirá dos o más veces por día, cambiando de brazo hasta observar una franca mejoría. Después se seguirá la aplicación durante dos o tres días más.

RINITIS AGUDA (Catarro Común):

En esta afección se obtiene muy rápidamente el éxito cuando se siguen las instrucciones anteriores. La rinitis desaparece dentro de las 24 horas, hasta un máximo de 48 horas. En muchos casos, cuando la pomada se usa al comenzar los primeros síntomas, la rinitis desaparece después de una sola aplicación. No obstante, es recomendable que se continúe con la aplicación durante dos o tres días más; así se evitará con más seguridad la recidiva.

RINITIS VASOMOTRIZ:

En esta afección se ha de efectuar un tratamiento algo más largo, y se debe hacer la aplicación mientras subsista el catarro. Aún en aquellos casos en los cuales el proceso databa de diez años o más, ya dentro de unos días del tratamiento con el Viperin se obtuvo un alivio, una disminución y aún desaparición de la abundante secreción nasal y de las crisis de estornudos.

RINITIS ALERGICA (Fiebre del Heno):

Se debe hacer la aplicación inmediatamente después de los primeros síntomas, repitiéndola varias veces al día, hasta que desaparezcan todas las manifestaciones del proceso. En caso de aparición de nuevos síntomas, deberá frotarse otra vez la pomada.

RINITIS CRONICA HIPERTROFIANTE:

En estos casos bastará usar la pomada una o dos veces al día. Las molestias, consistentes en sequedad, obstrucción nasal, formación de costras, jaqueca y laxitud general desaparecen la mayor parte de las veces con toda rapidez.

SINUSITIS:

Sólo es necesario usar la pomada una o dos veces al día. La descongestión de la mucosa nasal que produce el Viperin origina una liberación de las aberturas de los senos, permitiendo así el drenaje de la secreción purulenta, desapareciendo por lo tanto la jaqueca.

OCENA:

Se ha de efectuar un tratamiento largo, empleando la pomada una vez por día. Poco a poco disminuye y desaparece la formación de costras en la nariz, así como la jaqueca y la fetidez. Se observaron mejorías notables de larga duración en el estado de hipertrofia.

JAQUECA RINOGENA:

Basta usar la pomada una o dos veces al día.

PRESENTACION COMERCIAL:

En tubos de 5 gramos.

LABORATORIOS VIETA-PLASENCIA

Ave. S. Bolívar (Reina) 310.

Habana.