

# LET HERBS BE HERBS, NOT DRUGS: EMBRACE THEIR NATURAL WELLNESS.

A concerning trend is emerging within the herbal industry: some manufacturers are pushing practitioners to evaluate the herbal ingredients using the criteria designed for single-molecule drugs or pharmaceuticals. This approach sabotages the primary reason why consumers and natural health practitioners turn to herbal remedies—they value herbs in their natural form, created by nature, to support human health holistically. Unlike synthetic drugs, often seen as isolated chemical compounds, herbal remedies are prized for their long history of traditional use and safety. This preference for natural ingredients over synthetic pharmaceuticals is well understood within the herbal industry.



When new botanical categories first enter the market, they are typically dominated by whole, full-spectrum ingredients. However, some suppliers redirect their attention to exaggerated claims as these markets grow and competition rises, sometimes emphasizing the concentration of specific compounds in these ingredients. This marketing-driven strategy compromises the industry's basic principles.

One striking example of this trend is the emphasis on high concentrations of specific compounds in herbal products. Manufacturers often highlight the concentrations of these particular compounds or their claimed "bioavailability," portraying these components as the primary markers of efficacy. Such claims could mislead consumers and deflect focus from the overall benefits of natural therapies.

## Why Consumers Should Be Cautious of Over-Concentrated Herbal Products

- **Preservation of Natural Balance:** The synergistic composition of naturally occurring compounds makes herbal remedies and botanical ingredients valuable. Increasing the concentration of a single molecule can disrupt this balance and potentially reduce the therapeutic benefits.
- **Disregard for Traditional Knowledge:** Traditional medicine has long relied on herbs' natural composition and inherent makeup for efficacy and safety. Applying pharmaceutical-like evaluation criteria to herbs could mean ignoring millennia of traditional knowledge.

- **Misleading Claims About Efficacy:** Marketing claims highlighting high concentrations of specific molecules typically distort the mechanisms underlying a herb's health benefits.

Ashwagandha is an excellent example of this kind of marketing confusion and hype created by new ingredient makers seeking market entry. Scientifically known as *Withania somnifera*, ashwagandha has been used in traditional medicine for thousands of years. Notably, only the root and its extracts have been traditionally used and extensively documented for their wide-ranging efficacy in promoting health and well-being. The root's unique ratio of bioactive compounds contributes to its diverse health-enhancing properties.



However, as demand for Ashwagandha root supplements has increased, some ingredient manufacturers have resorted to making marketing claims based on inflated levels of specific molecules, such as withanolides, extracted from other parts of the plant, such as leaves, which are undesirable for several reasons.

These manufacturers also claim higher bioavailability of these compounds, which may not even be the primary drivers of the herb's efficacy. While withanolides may be essential phytochemicals found in the root, they are likely just one part of the complex mix that makes Ashwagandha effective. Therefore, a high presence of these molecules in the body may not necessarily lead to greater effectiveness. Moreover, withanolides found in the root are not necessarily the same as the withanolides found in other parts of the plant, such as leaves. Inflating specific molecules like withanolides to high levels, especially from the leaves, does not necessarily result in an end product equivalent to the Ashwagandha root that has been used for centuries.

Due to these concerns, the Government of India recently released an advisory advocating the use of Ashwagandha roots alone and advising manufacturers to refrain from using Ashwagandha leaves. This advisory likely stems from the lack of long-term safety and efficacy data on the leaves compared to that on the roots.

All of this serves as a cautionary note on the importance of preserving natural ingredients in their original form and not concentrating them on specific molecules like drugs. We need to be wary of marketing hype that suggests focusing on high levels of withanolides, especially from non-standard parts of the plant, like leaves, which will yield the same safety and efficacy as the long-established Ashwagandha root extracts.