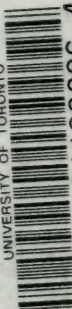


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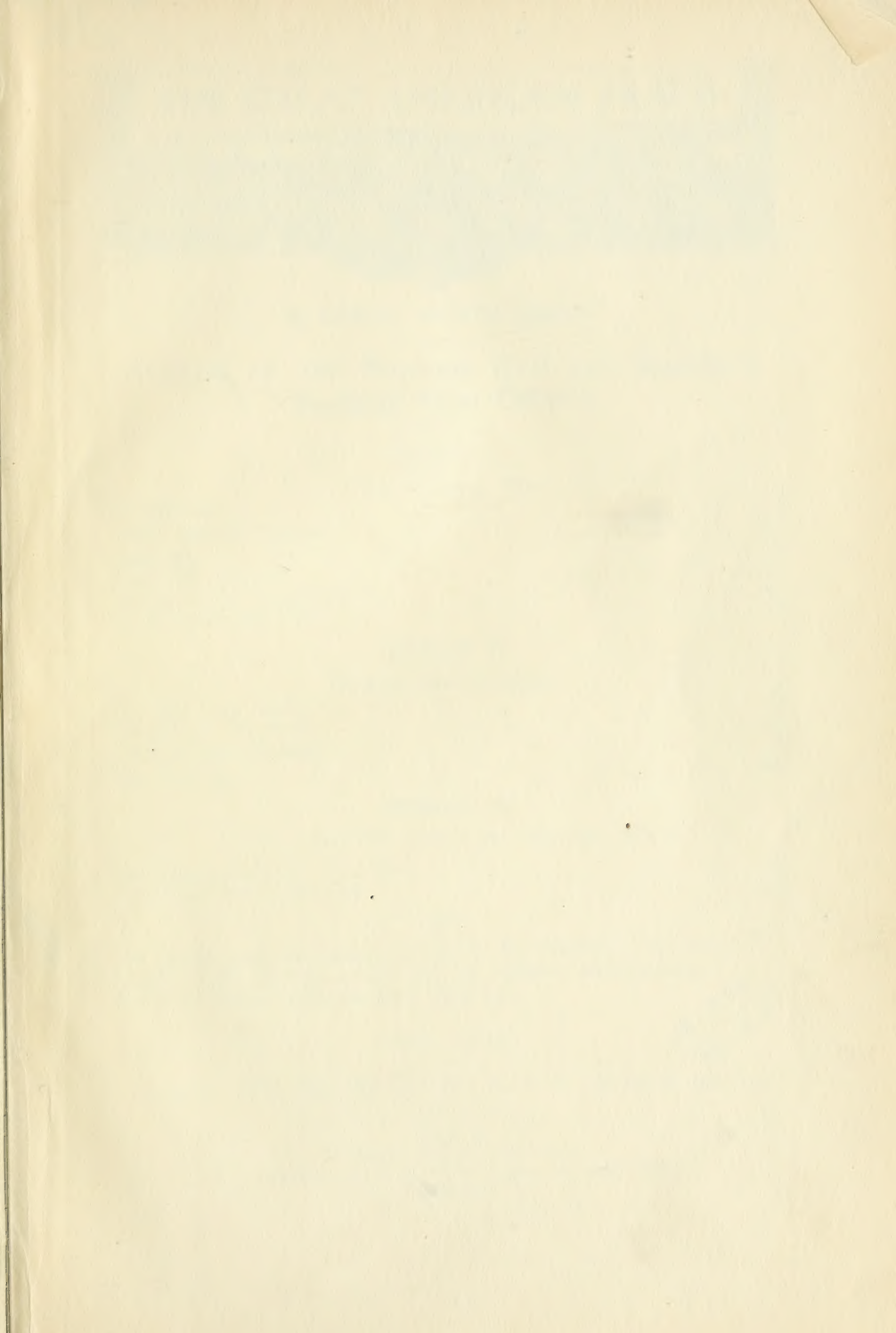










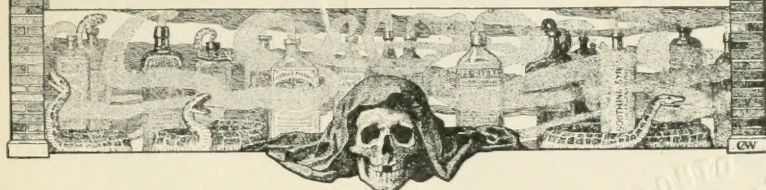








# THE GREAT AMERICAN FRAUD



By SAMUEL HOPKINS ADAMS

Articles on the Nostrum Evil and Quackery  
Reprinted from *Collier's*

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"Confidential."—Private letters and the nostrum manufacturers.  
Patent Medicines under the Pure Food Law.

### FIFTH EDITION

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PRESS OF  
AMERICAN MEDICAL ASSOCIATION  
FIVE HUNDRED AND THIRTY-FIVE NORTH DEARBORN STREET  
CHICAGO

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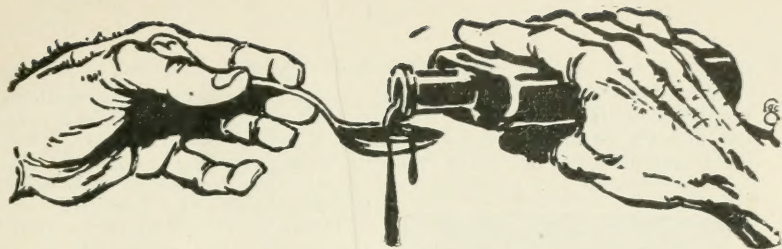
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# THE *NOSTRUM* EVIL

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## INTRODUCTION

*This is the introductory article to a series which will contain a full explanation and exposure of patent-medicine methods, and the harm done to the public by this industry, founded mainly on fraud and poison. Results of the publicity given to these methods can already be seen in the steps recently taken by the National Government, some State Governments and a few of the more reputable newspapers. The object of the series is to make the situation so familiar and thoroughly understood that there will be a speedy end to the worst aspect of the evil.*

Gullible America will spend this year some seventy-five millions of dollars in the purchase of patent medicines. In consideration of this sum it will swallow huge quantities of alcohol, an appalling amount of opiates and narcotics, a wide assortment of varied drugs ranging from powerful and dangerous heart depressants to insidious liver simulants; and, far in excess of all other ingredients, undiluted fraud. For fraud exploited by the skillfulest of advertising bunco men, is the basis of the trade. Should the newspapers, the magazines and the medical journal refuse their pages to this class of advertisements, the patent medicine business in five years would be as scandalously historic as the South Sea Bubble, and the nation would be richer not only in lives and money, but in drunkards and drug-fiends saved.

"Don't make the mistake of lumping all proprietary medicines in one indiscriminate denunciation," came warning from all sides when this series was announced. But the honest attempt to separate the sheep from the goats develops a lamentable lack of qualified candidates for the sheepfold. External remedies there may be which are at once honest in their claims and effective for their purposes; they are not to be found among the much-advertised ointments or applications which fill the public prints. Cuticura may be a useful preparation, but in extravagance of advertising it rivals the most clamorous cure-all. Pond's Extract, one would naturally suppose, could afford to restrict itself to decent methods, but in the recent epidemic scare in New York it traded on the public alarm by putting forth "display" advertisements headed, in heavy black type, "Meningitis," a disease in which witch-hazel is about as effective as molasses. This is fairly comparable to Peruna's ghoulish exploitation, for profit, of the yellow-fever scourge in New Orleans, aided by various southern newspapers of standing, which published as *news* an "interview" with Dr. Hartman, president of the Peruna-Company.



## Drugs That Make Victims

When one comes to the internal remedies, the proprietary medicines proper, they all belong to the tribe of Capricorn, under one of two heads, harmless frauds or deleterious drugs. For instance, the laxatives perform what they promise; but taken regularly, as thousands of people take them (and, indeed, as the advertisements urge), they become an increasingly

baneful necessity. Acetanilid will undoubtedly relieve headache of certain kinds; but acetanilid, as the basis of headache powders, is prone to remove the cause of the symptoms permanently by putting a complete stop to the heart action. Invariably, when taken steadily, it produces constitutional disturbances of insidious development which result fatally if the drug be not discontinued, and often it enslaves the devotee to its use. Cocain and opium stop pain; but the narcotics are not the safest drugs to put into the hands of the ignorant, particularly when their presence is concealed in the "cough remedies," "soothing syrups," and "catarrh powders" of which they are the basis. Few outside of the rabid temperance advocates will deny a place in medical practice to alcohol. But alcohol, fed daily and in increasing doses to women and children, makes not for health, but for drunkenness. Far better whiskey or gin unequivocally labeled than the alcohol-laden "bitters," "sarsaparillas" and "tonics" which exhilarate fatuous temperance advocates to the point of enthusiastic testimonials.

None of these "cures" really does cure any serious affection, although a majority of their users recover. But a majority, and a very large majority, of the sick recover, anyway. Were it not so—one illness out

of fifty fatal—this earth would soon be depopulated.

## As to Testimonials

The ignorant drug-taker, returning to health from some disease which he has overcome by the natural resistant powers of his body, dips his pen in gratitude and writes his testimonial. The man who dies in spite of the patent medicine—or perhaps because of it—doesn't bear witness to what it did for him. We see recorded only the favorable results: the unfavorable lie silent. How could it be otherwise when the only avenues of publicity are controlled by the advertisers? So, while many of the printed testimonials are genuine enough, they represent not the average evidence, but the most glowing opinions which the nostrum vender can obtain, and generally they

### MENINGITIS

Dr. Dunham of the Meningitis Commission says:

"We know that the germ is very sensitive and outside of the body easily destroyed. There is no advice to give as to preventives except to keep healthy generally, and particularly careful to stop any trouble in the nose and throat. We know the germ must get into the head in some way; it is not created there. Any inflammation of the nasal or oral cavity might furnish an avenue for the germ which under ordinary conditions of health might be closed to it." (N. Y. Herald, April 8, 1905).

Pond's Extract is the oldest, best known and most effective remedy for all diseased conditions of the mucus membranes, and therefore meets all the above requirements. It should be used morning and night as a spray for the nose and throat when diluted with an equal quantity of water.

**Caution.**—Do not use as a substitute the commercial witch hazel which is sold and represented to be the same as Pond's Extract. Of seventy samples of witch hazel recently purchased from as many dealers in the open market, fifty-two contained Wood Alcohol (poison) or Formaldehyde (poison) or both.

**SHIFTING DRUGS**

A "Pond's Extract" advertisement trading on the public alarm over the recent meningitis epidemic in New York City.



are the expression of a low order of intelligence. Read in this light, they are unconvincing enough. But the innocent public regards them as the type, not the exception. "If that cured Mrs. Smith of Oshgosh it may cure me," says the woman whose symptoms, real or imaginary, are so feelingly described under the picture. Lend ear to expert testimony from a certain prominent cure-all:

"They see my advertising. They read the testimonials. They are convinced. They have faith in Peruna. It gives them a gentle stimulant and so they get well."

There it is in a nutshell; the faith cure. Not the stimulant, but the faith inspired by the advertisement and encouraged by the stimulant does the work—or seems to do it. If the public druggist can convince his patron that she is well, she is well—for his purposes. In the case of such diseases as naturally tend to cure themselves, no greater harm is done than the parting of a fool and his money. With rheumatism, sciatica and that ilk, it means added pangs; with consumption, Bright's disease and other serious disorders, perhaps needless death. No onus of homicide is borne by the nostrum seller: probably the patient would have died anyway; there is no proof that the patent bottle was in any way responsible. Even if there were—and rare cases do occur where the responsibility can be brought home—there is no warning to others, because the newspapers are too considerate of their advertisers to publish such injurious items.

### The Magic "Red Clause"

With a few honorable exceptions the press of the United States is at the beck and call of the patent medicines. Not only do the newspapers modify news possibly affecting these interests, but they sometimes become their active agents. F. J. Cheney, proprietor of Hall's Catarrh Cure, devised some years ago a method of making the press do his fighting against legislation compelling makers of remedies to publish their formulae, or to print on the labels the dangerous drugs contained in the medicine—a constantly recurring bugaboo of the nostrum-dealer. This scheme he unfolded at a meeting of the Proprietary Association of America, of which he is now president. He explained that he printed in red letters on every advertising contract a clause providing that the contract should become void in the event of hostile legislation, and he boasted how he had used this as a club in a case where an Illinois legislator had, as he put it, attempted to hold him for three hundred dollars on a strike bill.

"I thought I had a better plan than this," said Mr. Cheney to his associates, "so I wrote to about forty papers and merely said: 'Please look at your contract with me and take note that if this law passes you and I must stop doing business.' The next week every one of them had an article and Mr. Man had to go."

So emphatically did this device recommend itself to the assemblage that many of the large firms took up the plan, and now the "red clause" is a familiar device in the trade. The reproduction printed on page 6 is a fac-simile of a contract between Mr. Cheney's firm and the *Emporia Gazette*, William Allen White's paper, which has since become one of the newspapers to abjure the patent-medicine man and all his ways. Emboldened by this easy coercion of the press, certain firms have since used the newspapers as a weapon against "price-cutting," by forcing them to refuse advertising of the stores which reduce rates on patent medicines. Tyrannical masters, these heavy purchasers of advertising space.

To what length daily journalism will go at the instance of the business office was shown in the great advertising campaign of Paine's Celery Compound, some years ago. The nostrum's agent called at the office of a



prominent Chicago newspaper and spread before its advertising manager a full page advertisement, with blank spaces in the center.

"We want some good, strong testimonials to fill out with," he said.

"You can get all of those you want, can't you?" asked the newspaper manager.

"Can you?" returned the other. "Show me four or five strong ones from local politicians and you get the ad."

### Fake Testimonials

That day reporters were assigned to secure testimonials with photographs which subsequently appeared in the full-page advertisement as

This Contract is Void if Patent Sheets with Advertisements are Used.

### Three Years' Advertising Contract.

City of Chicago County of Cook  
 State of Illinois Dec 1/1907

We hereby agree with **CHENEY MEDICINE COMPANY**, for the sum of Five DOLLARS, to insert the advertisement of "HALL'S CATARRH CURE," containing matter as per copy furnished set in our regular reading matter type to be published each issue of Paper and to appear in regular reading matter not to be preceded by any paid notice, and on local or editorial page. Said advertisement to be run for three years with the privilege of twelve changes annually.

Payments to be made semi-annually. Advertisements to be published in Daily Gazette and Weekly Gazette  
 Published at Chicago, Illinois

We also agree to accept of each issue containing "Ad." to Cheney Medicine Co., Toledo, Ohio.

Circulation, Daily 2000 Circulation, Weekly 2000

It is mutually agreed that this Contract is void, if any law is enacted by your State restricting or prohibiting the manufacture or sale of proprietary medicines.

Remarks

**CHENEY MEDICINE CO.**

Name of Paper Gazette Per W. H. White  
 Per W. H. White Manager.

### A CONTRACT CONTAINING THE RED CLAUSE

The "Red Clause" is shown in heavy type, beginning with the words "It is mutually agreed . . . ." The Gazette has recently decided to exclude all patent-medicine advertising from its columns.

promised. As for the men who permitted the use of their names for this purpose, several of them afterward admitted that they had never tasted the "Compound," but that they were willing to sign the testimonials for the joy of appearing in print as "prominent citizens." Another Chicago news-



THE USUAL RESULT FROM TAKING HOODWINK'S SARSAPARILLA  
OR ANY OTHER OLD  
"PATENT" NOSTRUM.



BEFORE USING.



AFTER USING.

**MORAL:**

Don't Dose Yourself with secret "Patent Medicines." Almost all of which are Frauds and Humbugs. When sick Consult a Doctor and take his Prescription: it is the only Sensible Way and you'll find it Cheaper in the end.

**ECONOMICAL DRUG CO.**

*G.H. McCONNELL, Pres.*

A WINDOW EXHIBIT IN A CHICAGO DRUG STORE.



paper compelled its political editor to tout for fake indorsements of a nostrum. A man with an inside knowledge of the patent-medicine business made some investigations into this phase of the matter, and he declares that such procurement of testimonials became so established as to have the force of a system, only two Chicago papers being free from it. To-day, he adds, a similar "deal" could be made with half a dozen of that city's dailies. It is disheartening to note that in the case of one important and high-class daily, the *Pittsburg Gazette*, a total rejection of all patent-medicine advertising received absolutely no support or encouragement from the public; so the paper reverted to its old policy.]

One might expect from the medical press freedom from such influences. The control is as complete, though exercised by a class of nostrums somewhat differently exploited, but essentially the same. [Only "ethical" preparations are permitted in the representative medical press, that is, articles not advertised in the lay press. Yet this distinction is not strictly adhered to. "Syrup of Figs." for instance, which makes widespread pretense in the dailies to be an extract of the fig, advertises in the medical journals for what it is, a preparation of senna. Antikamnia, an "ethical" proprietary compound, for a long time exploited itself to the profession by a campaign of ridiculous extravagance, and is to-day by the extent of its reckless use on the part of ignorant laymen a public menace. Recently an article announcing a startling new drug discovery and signed by a physician was offered to a standard medical journal, which declined it on learning that the drug was a proprietary preparation. The contribution was returned to the editor with an offer of payment at advertising rates if it were printed as editorial reading matter, only to be rejected on the new basis. Subsequently it appeared simultaneously in more than twenty medical publications as reading matter. There are to-day very few medical publications which do not carry advertisements conceived in the same spirit and making much the same exhaustive claims as the ordinary quack "ads" of the daily press, and still fewer that are free from promises to "cure" diseases which are incurable by any medicine. Thus the medical press is as strongly enmeshed by the "ethical" druggers as the lay press is by Paine, "Dr." Kilmer, Lydia Pinkham, Dr. Hartman, "Hall" of the "red clause," and the rest of the edifying band of life-savers, leaving no agency to refute the megaphone exploitation of the fraud. What opposition there is would naturally arise in the medical profession, but this is discounted by the proprietary interests.]

### The Doctors Are Investigating

"You attack us because we cure your patients," is their charge. They assume always that the public has no grievance against them, or rather, they calmly ignore the public in the matter. In his address at the last convention of the Proprietary Association, the retiring president, W. A. Talbot of Piso's Consumption Cure, turning his guns on the medical profession, delivered this astonishing sentiment:

"No argument favoring the publication of our formulas was ever uttered which does not apply with equal force to your prescriptions. It is pardonable in you to want to know these formulas, for they are good. But you must not ask us to reveal these valuable secrets, to do what you would not do yourselves. The public and our law-makers do not want your secrets nor ours, and it would be a damage to them to have them."

The physicians seem to have awakened, somewhat tardily, indeed, to counter-attack. The American Medical Association has organized a Council on Pharmacy and Chemistry to investigate and pass on the "ethical" preparations advertised to physicians, with a view to listing those which



are found to be reputable and useful. That this is regarded as a direct assault on the proprietary interests is suggested by the protests, eloquent to the verge of frenzy in some cases, emanating from those organs which the manufacturers control. Already the council has issued some painfully frank reports on products of imposingly scientific nomenclature; and more are to follow.

### What One Druggist Is Doing

Largely for trade reasons a few druggists have been fighting the nostrums, but without any considerable effect. Indeed, it is surprising to see that people are so deeply impressed with the advertising claims put forth daily as to be impervious to warnings even from experts. A cut-rate store, the Economical Drug Company of Chicago, started on a campaign and displayed a sign in the window reading:

PLEASE DO NOT ASK US

What is

ANY OLD  
PATENT  
MEDICINE

Worth?

*For you embarrass us, as our honest answer  
must be that*

IT IS WORTHLESS

*If you mean to ask at what price we sell it, that is an  
entirely different proposition.*

*When sick, consult a good physician. It is the only proper  
course. And you will find it cheaper in the end than  
self-medication with worthless "patent" nostrums.*

This was followed up by the salesmen's informing all applicants for the prominent nostrums that they were wasting money. Yet, with all this that store was unable to get rid of its patent-medicine trade, and to-day nostrums comprise one-third of its entire business. They comprise about two-thirds of that of the average small store.

Legislation is the most obvious remedy, pending the enlightenment of the general public or the awakening of the journalistic conscience. But legislation proceeds slowly and always against opposition, which may be measured in practical terms as \$250,000,000 at stake on the other side. I note in the last report of the Proprietary Association's annual meeting the significant statement that "the heaviest expenses were incurred in legislative work." Most of the legislation must be done by states, and we have seen



in the case of the Hall Catarrh cure contract how readily this may be controlled.

Two government agencies, at least, lend themselves to the purposes of the patent medicine makers. The Patent Office issues to them trade-mark registration (generally speaking, the convenient term "patent medicine" is a misnomer, as very few are patented) without inquiry into the nature of the article thus safeguarded against imitation. The Post-Office Department permits them the use of the mails. Except one particular line, the disgraceful "Weak Manhood" remedies, where excellent work has been done in throwing them out of the mails for fraud, the department has done nothing in the matter of patent remedies, and has no present intention of doing anything; yet I believe that such action, powerful as would be the opposition developed, would be upheld by the courts on the same grounds that sustained the Post Office's position in the recent case of "Robusto," namely:

That the advertising and circular statements circulated through the mails were materially and substantially false, with the result of cheating and defrauding those into whose hands the statements come;

That, while the remedies did possess medicinal properties, these were not such as to carry out the cures promised;

That the advertiser knew he was deceiving;

That in the sale and distribution of his medicines the complainant made no inquiry into the specific character of the disease in any individual case, but supplied the same remedies and prescribed the same mode of treatment to all alike.

Should the department apply these principles to the patent-medicine field generally, a number of conspicuous nostrums would cease to be patrons of Uncle Sam's mail service.

Some states have made a good start in the matter of legislation, among them Michigan, which does not, however, enforce its recent strong law. Massachusetts, which has done more, through the admirable work of its State Board of Health, than any other agency to educate the public on the patent-medicine question, is unable to get a law restricting this trade. In New Hampshire, too, the proprietary interests have proven too strong, and the Mallonee bill was destroyed by the almost united opposition of a "red-clause" press. North Dakota proved more independent. After Jan. 1, 1906, all medicines sold in that state, except on physician's prescriptions, which contain chloral, ergot, morphin, opium, cocain, bromin, iodine or any of their compounds or derivatives, or more than 5 per cent. of alcohol, must so state on the label. When this bill became a law, the Proprietary Association of America proceeded to blight the state by resolving that its members should offer no goods for sale there.

Boards of health in various parts of the country are doing valuable educational work, the North Dakota board having led in the legislation. The Massachusetts, Connecticut and North Carolina boards have been active. The New York State board has kept its hands off patent medicines, but the Board of Pharmacy has made a cautious but promising beginning by compelling all makers of powders containing cocaine to put a poison label on their goods; and it proposes to extend this ruling gradually to other dangerous compositions.

### Health Boards and Analyses

It is somewhat surprising to find the Health Department of New York City, in many respects the foremost in the country, making no use of carefully and rather expensively acquired knowledge which would serve to pro-



tect the public. More than two years ago analyses were made by the chemists of the department which showed dangerous quantities of cocain in a number of catarrh powders. These analyses have never been printed. Even the general nature of the information has been withheld. Should any citizen of New York going to the Health Department, have asked: "My wife is taking Birney's Catarrh Powder; is it true that it's a bad thing?" the officials, with the knowledge at hand that the drug in question is a maker of cocain fiends, would have blandly emulated the Sphinx. Outside criticism of an overworked, undermanned and generally efficient department is liable to error through ignorance of the problems involved in its administration; yet one cannot but believe that some form of warning against what is wisely admittedly a public menace would have been a wiser form of procedure than that which has heretofore been discovered by the formula, "policy of the department."

Policies change and broaden under pressure of conditions. The Health Commissioner is now formulating a plan which, with the work of the chemists as a basis, shall check the trade in public poisons more or less concealed behind proprietary names.

It is impossible, even in a series of articles, to attempt more than an exemplary treatment of the patent-medicine frauds. The most degraded and degrading, the "lost vitality" and "blood disease" cures, reeking of terrorization and blackmail, cannot from their very nature be treated of in a lay journal. Many dangerous and health-destroying compounds will escape through sheer inconspicuousness. I can touch on only a few of those which may be regarded as typical: the alcohol stimulators, as represented by Peruna, Paine's Celery Compound and Duffy's Pure Malt Whiskey (advertised as an exclusively medical preparation); the catarrh powders, which breed cocain slaves, and the opium-containing soothing syrups which stunt or kill helpless infants; the consumption cures, perhaps the most devilish of all, in that they destroy hope where hope is struggling against bitter odds for existence; the headache powders, which enslave so insidiously that the victim is ignorant of his own fate; the comparatively harmless fake as typified by that marvelous product of advertising effrontery, Liquozone; and, finally, the system of exploitation and testimonials on which the whole vast system of bunco rests, as on a flimsy but cunningly constructed foundation.



## PERUNA AND THE BRACERS

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A distinguished public health official and medical writer once made this jocular suggestion to me:

"Let us buy in large quantities the cheapest Italian vermouth, poor gin and bitters. We will mix them in the proportion of three of vermouth to two of gin, with a dash of bitters, dilute and bottle them by the short quart, label them *'Smith's Reviver and Blood Purifier; dose, one wineglassful before each meal'*; advertise them to cure erysipelas, bunions, dyspepsia, heat rash, fever and ague, and consumption; and to prevent loss of hair, smallpox, old age, sunstroke and near-sightedness, and make our everlasting fortunes selling them to the temperance trade."

"That sounds to me very much like a cocktail," said I.

"So it is," he replied. "But it's just as much a medicine as Peruna, and not as bad a drink."

Peruna, or, as its owner, Dr. S. B. Hartman, of Columbus, Ohio (once a physician in good standing), prefers to write it, *Pe-ru-na*, is at present the most prominent proprietary nostrum in the country. It has taken the place once held by Greene's Nervura and by Paine's Celery Compound, and for the same reason which made them popular. The name of that reason is alcohol.\* Peruna is a stimulant pure and simple, and it is the more dangerous in that it sails under the false colors of a benign purpose.

According to an authoritative statement given out in private circulation a few years ago by its proprietors, Peruna is a compound of seven drugs with cologne spirits. The formula, they assure me, has not been materially changed. None of the seven drugs is of any great potency. Their total is less than one-half of 1 per cent. of the product. Medicinally they are too inconsiderable, in this proportion, to produce any effect. There remains to Peruna only water and cologne spirits, roughly in the proportion of three to one. Cologne spirits is the commercial term of alcohol.

### What Peruna Is Made Of

Anyone wishing to make Peruna for home consumption may do so by mixing half a pint of cologne spirits, 190 proof, with a pint and a half of water, adding thereto a little cubebs for flavor and a little burned sugar for color. Manufactured in bulk, so a former Peruna agent estimates, its cost, including bottle and wrapper, is between fifteen and eighteen cents a bottle. Its price is \$1.00. Because of this handsome margin of profit, and by way of making hay in the stolen sunshine of Peruna advertising, many imitations have sprung up to harass the proprietors of the alcohol-and-water product. *Pe-ru-vi-na*, *P-ru-na*, *Purina*, *Anurep* (an obvious inversion); these, bottled and labeled to resemble Peruna, are self-confessed imitations. From what the Peruna people tell me, I gather that they are dangerous and damnable frauds, and that they cure nothing.

What does Peruna cure? Catarrh. That is the modest claim for it; nothing but catarrh. To be sure, a careful study of its literature will suggest its value as a tonic and a preventive of lassitude. But its reputation

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\* Dr. Ashbel P. Grinnell of New York City, who has made a statistical study of patent medicines, asserts as a provable fact that more alcohol is consumed in this country in patent medicines than is dispensed in a legal way by licensed liquor vendors, barring the sale of ales and beer.



rests on catarrh. What is catarrh? Whatever ails you. No matter what you've got, you will be not only enabled, but compelled, after reading Dr. Hartman's Peruna book, "The Ills of Life," to diagnose your illness as catarrh and to realize that Peruna alone will save you. Pneumonia is catarrh of the lungs; so is consumption. Dyspepsia is catarrh of the stomach. Enteritis is catarrh of the intestines. Appendicitis—surgeons, please note before operating—is catarrh of the appendix. Bright's disease is catarrh of the kidneys. Heart disease is catarrh of the heart. Canker sores are catarrh of the mouth. Measles is, perhaps, catarrh of the skin, since "a teaspoonful of Peruna thrice daily or oftener is an effectual cure" ("The Ills of Life"). Similarly, malaria, one may guess, is catarrh of the mosquito that bit you. Other diseases not specifically placed in the catarrhal class, but yielding to Peruna (in the book), are colic, mumps, convulsions, neuralgia, women's complaints and rheumatism. Yet "Peruna is not a cure-all," virtuously disclaims Dr. Hartman, and grasps at a golden opportunity by advertising his nostrum as a preventive against yellow fever! That alcohol and water, with a little coloring matter and one-half of 1 per cent. of mild drugs, will cure all or any of the ills listed above is too ridiculous to need refutation. Nor does Dr. Hartman himself personally make that claim for his product. He stated to me specifically and repeatedly that no drug or combination of drugs, with the possible exception of quinin for malaria, will cure disease. His claim is that the belief of the patient in Peruna, fostered as it is by the printed testimony, and aided by the "gentle stimulation," produces good results. It is well established that in certain classes of disease the opposite is true. A considerable proportion of tuberculosis cases show a history of the Peruna type of medicine taken in the early stages, with the result of diminishing the patient's resistant power, and much of the typhoid in the middle West is complicated by the victim's "keeping up" on this stimulus long after he should have been under a doctor's care. But it is not as a fraud on the sick alone that Peruna is baneful, but as the maker of drunkards also.

"It can be used any length of time without acquiring a drug habit," declares the Peruna book, and therein, I regret to say, lies specifically and directly. The lie is ingeniously backed up by Dr. Hartman's argument that "nobody could get drunk on the prescribed doses of Peruna."

Perhaps this is true, though I note three wineglassfuls in forty-five minutes as a prescription, which might temporarily alter a prohibitionist's outlook on life. But what makes Peruna profitable to the maker and a curse to the community at large is the fact that the minimum dose first ceases to satisfy, then the moderate dose, and finally the maximum dose; and the unsuspecting patron, who began with it as a medicine, goes on to use it as a beverage, and finally to be enslaved by it as a habit. A well-known authority on drug addictions writes me:

"A number of physicians have called my attention to the use of Peruna, both preceding and following alcohol and drug addictions. Lydia Pinkham's Compound is another dangerous drug used largely by drinkers; Paine's Celery Compound also. I have in the last two years met four cases of persons who drank Peruna in large quantities to intoxication. This was given to them originally as a tonic. They were treated under my care as simple alcoholics."

### The Government Forbids the Sale of Peruna to Indians

Expert opinion on the non-medical side is represented in the government order to the Indian Department, reproduced on the following page, the kernel of which is this:

"In connection with this investigation, please give particular attention



DEPARTMENT OF THE INTERIOR,

OFFICE OF INDIAN AFFAIRS.

WASHINGTON, D. C., August 10, 1905.

To Indian Agents and

School Superintendents in charge of Agencies:

The attention of the Office has been called to the fact that many licensed traders are very negligent as to the way in which their stores are kept. Some lack of order might be condoned, but it is reported that many stores are dirty even to filthiness. Such a condition of affairs need not be tolerated, and improvement in that respect must be insisted on.

The Office is not so inexperienced as to suppose that traders open stores among Indians from philanthropic motives. Nevertheless a trader has a great influence among the Indians with whom he has constant dealings and who are often dependent upon him, and there are not a few instances in which the trader has exerted this influence for the welfare of his customers as well as for his own profit.

A well-kept store, tidy in appearance, where the goods, especially eatables, are handled in a cleanly way, with due regard to ordinary hygiene, and where exact business methods prevail is a civilizing influence among Indians, while disorder, slovenliness, slipshod ways, and dirt are demoralizing.

You will please examine into the way in which the traders under your supervision conduct their stores, how their goods, particularly edible goods, are handled, stored, and given out, and see to it that in these respects, as well in respect of weights, prices, and account-keeping, the business is properly conducted. If any trader, after due notice, fails to come up to these requirements you will report him to this Office.

In connection with this investigation, please give particular attention to the proprietary medicines and other compounds which the traders keep in stock, with special reference to the liability of their misuse by Indians on account of the alcohol which they contain. The sale of Peruna, which is on the lists of several traders, is hereby absolutely prohibited. As a medicine, something else can be substituted; as an intoxicant, it has been found too tempting and effective. Anything of the sort under another name which is found to lead to intoxication you will please report to this Office. When a compound of that sort gets a bad name it is liable to be put on the market with some slight change of form and a new name. Jamaica ginger and flavoring extracts of vanilla, lemon, and so forth, should be kept in only small quantities and in small bottles and should not be sold to Indians, or at least only sparingly to those who it is known will use them only for legitimate purposes.

Of course you will continue to give attention to the labeling of poisonous drugs with skull and cross-bones as per Office circular of January 12, 1905.

Copies of this circular letter are herewith to be furnished the traders.

Yours, respectfully,

C. F. LARRABEE,

Acting Commissioner.

WHAT THE GOVERNMENT THINKS OF PERUNA

Note, in the fifth paragraph, these sentences: "The sale of Peruna, which is on the list of several traders, is hereby absolutely prohibited. As a medicine something else can be substituted; as an intoxicant it has been found too tempting and effective."



to the proprietary medicines and other compounds which the traders keep in stock, with special reference to the liability of their misuse by Indians on account of the alcohol which they contain. The sale of Peruna, which is on the lists of several traders, is hereby absolutely prohibited. As a medicine, something else can be substituted; as an intoxicant, it has been found too tempting and effective. Anything of the sort, under another name, which is found to lead to intoxication, you will please report to this office.

“[Signed] F. C. LARRABEE, Acting Commissioner.”

Specific evidence of what Peruna can do will be found in the following report, verified by special investigation:

PINEDALE, Wyo., Oct. 4.—(*Special*).—“Two men suffering from delirium tremens and one dead is the result of a Peruna intoxication which took place here a few days ago. C. E. Armstrong, of this place, and a party of three others started out on a camping trip to the Yellowstone country, taking with them several bottles of whiskey and ten bottles of Peruna, which one of the members of the party was taking as a tonic. The trip lasted over a week. The whiskey was exhausted and for two days the party was without liquor. At last someone suggested that they use Peruna, of which nine bottles remained. Before they stopped the whole remaining supply had been consumed and the four men were in a state of intoxication, the like of which they had never known before. Finally, one awoke with terrible cramps in his stomach and found his companions seemingly in an almost lifeless condition. Suffering terrible agony, he crawled on his hands and knees to a ranch over a mile distant, the process taking him half a day. Aid was sent to his three companions. Armstrong was dead when the rescue party arrived. The other two men, still unconscious, were brought to town in a wagon and are still in a weak and emaciated condition. Armstrong's body was almost tied in a knot and could not be straightened for burial.”

Here is the testimony from a druggist in a “no license” town:

“Peruna is bought by all the druggists in this section by the gross. I have seen persons thoroughly intoxicated from taking Peruna. The common remark in this place when a drunken party is particularly obstreperous is that he is on a ‘Peruna drunk.’ It is a notorious fact that a great many do use Peruna to get the alcoholic effect, and they certainly do get it good and strong. Now, there are other so-called remedies used for the same purpose, namely, Gensenica, Kidney Specific, Jamaica Ginger, Hostetter's Bitters, etc.”

So well recognized is this use of the nostrum that a number of the Southern newspapers advertise a cure for the “Peruna habit,” which is probably worse than the habit, as is usually the case with these “cures.” In southern Ohio and in the mountain districts of West Virginia the “Peruna jag” is a standard form of intoxication.

### Two Testimonials

A testimonial-hunter in the employ of the Peruna company was referred by a Minnesota druggist to a prosperous farmer in the neighborhood. The farmer gave Peruna a most enthusiastic “send-off”; he had been using it for several months and could say, etc. Then he took the agent to his barn and showed him a heap of empty Peruna bottles. The agent counted them. There were seventy-four. The druggist added his testimonial. “That old boy has a ‘still’ on all the time since he discovered Peruna,” said he. “He's my star customer.” The druggist's testimonial was not printed.

At the time when certain Chicago drug stores were fighting some of the leading patent medicines, and carrying only a small stock of them, a boy





### ALCOHOL IN "MEDICINES" AND IN LIQUORS

These diagrams show what would be left in a bottle of patent medicine if everything was poured out except the alcohol; they also show the quantity of alcohol that would be present if the same bottle had contained whisky, champagne, claret or beer. While the "doses" prescribed by the patent medicine manufacturers are only one to two teaspoonfuls several times a day, the opportunity to take more exists, and even small doses of alcohol, taken regularly, cause that craving which is the first step in the making of a drunkard or drug fiend.

[Note: This illustration was correct when the article it accompanies was first printed. Since then the alcohol percentages have changed: Paine's Celery Compound now has 19.85 per cent. alcohol; Peruna, 20 per cent., Hostetter's Bitters, 25 per cent.]



called one evening at one of the downtown shops for thirty-nine bottles of Peruna. "There's the money," he said. "The old man wants to get his before it's all gone." Investigation showed that the purchaser was the night engineer of a big downtown building and that the entire working staff had "chipped in" to get a supply of their favorite stimulant.

"But why should anyone who wants to get drunk drink Peruna when he can get whiskey?" argues the nostrum-maker.

There are two reasons, one of which is that in many places the "medicine" can be obtained and the liquor cannot. Maine, for instance, being a prohibition state, does a big business in patent medicines. So does Kansas. So do most of the no-license counties in the South, though a few have recently thrown out the disguised "booze." Indian Territory and Oklahoma, as we have seen, have done so because of Poor Lo's predilection toward curing himself of depression with these remedies, and for a time, at least, Peruna was shipped in in unlabeled boxes.

United States District Attorney Mellette, of the western district of Indian Territory, writes: "Vast quantities of Peruna are shipped into this country, and I have caused a number of persons to be indicted for selling the same, and a few of them have been convicted or have entered pleas of guilty. I could give you hundreds of specific cases of 'Peruna drunk' among the Indians. It is a common beverage among them, used for the purposes of intoxication."

The other reason why Peruna or some other of its class is often the agency of drunkenness instead of whiskey is that the drinker of Peruna doesn't want to get drunk, at least she doesn't know that she wants to get drunk. I use the feminine pronoun advisedly, because the remedies of this class are largely supported by women. Lydia Pinkham's variety of drink depends for its popularity chiefly on its alcohol. Paine's Celery Compound relieves depression and lack of vitality on the same principle that a cocktail does, and with the same necessity for repetition. I know an estimable lady from the middle West who visited her dissipated brother in New York—dissipated from her point of view, because she was a pillar of the W. C. T. U., and he frequently took a cocktail before dinner and came back with it on his breath, whereon she would weep over him as one lost to hope. One day, in a mood of brutal exasperation, when he hadn't had his drink and was able to discern the flavor of her grief, he turned on her:

"I'll tell you what's the matter with you," he said. "You're drunk—maudlin drunk!"

She promptly and properly went into hysterics. The physician who attended diagnosed the case more politely, but to the same effect, and ascertained that she had consumed something like a half a bottle of Kilmer's Swamp-Root that afternoon. Now, Swamp-Root is a very creditable "booze," but much weaker in alcohol than most of its class. The brother was greatly amused until he discovered, to his alarm, that his drink-aborring sister couldn't get along without her patent medicine bottle! She was in a fair way, quite innocently, of becoming a drunkard.

Another example of this "unconscious drunkenness" is recorded by *The Journal of the American Medical Association*: "A respected clergyman fell ill and the family physician was called. After examining the patient carefully the doctor asked for a private interview with the patient's adult son.

"I am sorry to tell you that your father undoubtedly is suffering from chronic alcoholism," said the physician.

"Chronic alcoholism! Why, that's ridiculous! Father never drank a drop of liquor in his life, and we know all there is to know about his habits."

"Well, my boy, it's chronic alcoholism, nevertheless, and at this present



moment your father is drunk. How has his health been recently? Has he been taking any medicine?"

"Why, for some time, six months, I should say, father has often complained of feeling unusually tired. A few months ago a friend of his recommended Peruna to him, assuring him that it would build him up. Since then he has taken many bottles of it, and I am quite sure that he has taken nothing else."

From its very name one would naturally absolve Duffy's Malt Whiskey from fraudulent pretence. But Duffy's Malt Whiskey is a fraud, for it pretends to be a medicine and to cure all kinds of lung and throat diseases. It is especially favored by temperance folk. "A dessertspoonful four to



A SALOON WINDOW DISPLAY AT AUBURN, N. Y.

This bar-room advertised Duffy's Malt Whiskey, the beverage "indorsed" by the "distinguished divines and temperance workers, and displays it with other well-known brands of Bourbon and rye—not as a medicine, but purely as a liquor, to be served, like others, in 15-cent drinks across the bar.

six times a day in water and a tablespoonful on going to bed" (personal prescription for consumptive), makes a fair grog allowance for an abstainer.

### Medicine or Liquor?

"You must not forget," writes the doctor in charge, by way of allaying the supposed scruples of the patient, "that taking Duffy's Malt Whiskey in small or medicinal doses is not like taking liquor in large quantities, or as it is usually taken. Taking it a considerable time in medicinal doses,



as we direct, leads to health and happiness, while taken the other way it often leads to ruin and decay. If you follow our advice about taking it you will always be in the temperance fold, without qualm of conscience."

It has testimonials ranging from consumption to malaria, and indorsement showing the "portraits" of three "clergymen" who consider Duffy's Pure Malt Whiskey a gift of God, and on page 18 a saloon-window display of this product. For the whiskey has its recognized place behind the bar, being sold by the manufacturers to the wholesale liquor trade and by them to the saloons, where it may be purchased over the counter for 85 cents a quart. This is cheap, but Duffy's Pure Malt Whiskey is not regarded as a high-class article.

Its status has been definitely settled in New York State, where Excise Commissioner Cullinane recently obtained a decision in the supreme court declaring it a liquor. The trial was in Rochester, where the nostrum is

### THREE "DISTINGUISHED TEMPERANCE WORKERS" WHO ADVOCATE THE USE OF WHISKEY.

Of these three "distinguished divines and temperance workers," the Rev. Dunham runs a Get-Married Quick Matrimonial Bureau, while the "Rev." Houghton derives his income from his salary as Deputy Internal Revenue Collector, his business being to collect Uncle Sam's liquor tax. The printed portrait of Houghton is entirely imaginary; a genuine photograph of the "temperance worker" and whiskey indorser is shown on page 20. The Rev. McLeod lives in Greenleaf, Mich.—a township of 893 inhabitants, in Salina County, north of Port Huron, and off the railway line. Mr. McLeod was called to trial by his presbytery for indorsing Duffy's whiskey and was allowed to "resign" from the fellowship.

made. Eleven supposedly reputable physicians, four of them members of the Health Department, swore to their belief that the whiskey contained drugs which constituted it a genuine medicine. The state was able to show conclusively that if remedial drugs were present they were in such small quantities as to be indistinguishable, and, of course, utterly without value; in short, that the product was nothing more or less than sweetened whiskey. Yet the United States government has long lent its sanction to the "medicine" status by exempting Duffy's Pure Malt Whiskey from the federal liquor tax. In fact, the government is primarily responsible for the formal



establishment of the product as a medicine, having forced it into the patent medicine ranks at the time when the Spanish war expenses were partly raised by a special tax on nostrums. Up to that time the Duffy product, while asserting its virtues in various ills, made no direct pretence to be anything but a whiskey. Transfer to the patent medicine list cost it, in war taxes, more than \$40,000. By way of getting a *quid pro quo*, the company began ingeniously and with some justification to exploit its liquor as "the only whiskey recognized by the government as medicine," and continues so to advertise, although the recent decision of the Internal Revenue Department, providing that all patent medicines which have no medicinal



REV. W. N. DUNHAM.

Born in Vermont eighty-two years ago, Mr. Dunham was graduated from the Boston Medical College and practiced medicine until about thirty years ago, when he moved west. There he became a preacher. He occupied the pulpit of the South Cheyenne, Wyoming, Congregational Church for ten years. Two years ago he retired from the pulpit and established a marriage bureau for the accommodation of couples who come over from Colorado to be married. No money was paid by the Duffy's Malt Whiskey people for Dunham's testimonial; but he received about \$10 "to have his picture taken."



"REV." M. N. HOUGHTON.

This is the actual likeness of the "distinguished divine" with the side whiskers in the Duffy whiskey advertisement. Mr. Houghton was for a number of years pastor of the Church of Eternal Hope, of Bradford, Pa. He retired six years ago to enter politics, and is now a deputy Internal Revenue collector. Although a member of the Universalist Church, Mr. Houghton is a spiritualist and delivered orations last summer at the Lily Dale assembly, the spiritualistic "City of Light" located near Dunkirk, N. Y. Mr. Houghton owned racehorses and was a patron of the turf.

properties other than the alcohol in them must pay a rectifier's tax, relegates it to its proper place. While this decision is not a severe financial blow to the Duffys and their congeners (it means only a few hundred dollars apiece), it is important as officially establishing the "bracer" class on the same footing with whiskey and gin, where they belong. Other "drugs" there are which sell largely, perhaps chiefly, over the bar, Hostetter's Bitters and Damiana Bitters being prominent in this class.



When this series of articles was first projected *Collier's* received a warning from "Warner's Safe Cure," advising that a thorough investigation would be wise before "making any attack" on that preparation. I have no intention of "attacking" this company or anyone else, and they would have escaped notice altogether, because of their present unimportance, but for their letter. The suggested investigation was not so thorough as to go deeply into the nature of the remedy, which is an alcoholic liquid, but it developed this interesting fact: Warner's Safe Cure, together with all the Warner remedies, is leased, managed and controlled by the New York and Kentucky Distilling Company, manufacturers of standard whiskies, which do not pretend to remedy anything but thirst. Duffy's Malt Whiskey is another subsidiary company of the New York and Kentucky concern. This statement is respectfully submitted to temperance users of the Malt Whiskey and the Warner remedies.

### Some Alcohol Percentages\*

Hostetter's Bitters contain, according to an official state analysis, 44 per cent. of alcohol; Lydia Pinkham appeals to suffering womanhood with 20 per cent. of alcohol; Hood's Sarsaparilla cures "that tired feeling" with 18 per cent.; Burdock's Blood Bitters, with 25 per cent., and Paine's Celery Compound, with 21 per cent. The fact is that any of these remedies could be interchanged with Peruna or with each other, so far as general effect goes, though the iodid of potassium in the sarsaparilla class might have some effect (as likely to be harmful as helpful) which would be lacking in the simpler mixtures.

If this class of nostrum is so harmful, asks the attentive reader of newspaper advertising columns, how explain the indorsements of so many people of prominence and reputation? "Men of prominence and reputation" in this connection means Peruna, for Peruna has made a specialty of high government officials and people in the public eye. In a self-gratulatory dissertation the Peruna Company observes in substance that, while the leading minds of the nation have hitherto shrunk from the publicity attendant on commending any patent medicine, the transcendent virtues of Peruna have overcome this amiable modesty, and one and all, they stand forth its avowed champions. This is followed by an ingenious document headed, "Fifty Members of Congress Send Letters of Indorsement to the Inventor of the Great Catarrh Remedy, Peruna," and quoting thirty-six of the letters. Analysis of these letters brings out the singular circumstance that in twenty-one of the thirty-six there is no indication that the writer has ever tasted the remedy which he so warmly praises. As a sample and for the benefit of lovers of ingenious literature, I reprint the following from a humorous member of Congress:

"My secretary had as bad a case of catarrh as I ever saw, and since he has taken one bottle of Peruna he seems like a different man.

"Taylorville, N. C.

ROMULUS Z. LINNEY."

The famous letter of Admiral Schley is a case in point. He wrote to the Peruna Company:

"I can cheerfully say that Mrs. Schley has used Peruna, and I believe with good effect. [Signed] W. S. SCHLEY."

This indorsement went the rounds of the country in half-page blazonry, to the consternation of the family's friends. Admiral Schley seems to have appreciated that this use of his name was detrimental to his standing. He wrote to a Columbus religious journal the following letter:

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\* These alcohol percentages have been lowered since the article was written.



"1826 I STREET, WASHINGTON, D. C., Nov. 10, 1904.

"*Editor Catholic Columbian*:—The advertisement of the Peruna Company, inclosed, is made without any authority or approval from me. When it was brought to my attention first I wrote the company a letter, stating that the advertisement was offensive and must be discontinued. Their representative here called on me and stated he had been directed to assure me no further publication would be allowed, as it was without my sanction.

"I would say that the advertisement has been made without my knowledge or consent and is an infringement of my rights as a citizen.

"If you will kindly inform me what the name and date of the paper was in which the inclosed advertisement appeared I shall feel obliged.

"Very truly yours,

W. S. SCHLEY."

Careful study of this document will show that this is no explicit denial of the testimonial. But who gives careful study to such a letter? On the face of it, it puts the Peruna people in the position of having forged their advertisement. Ninety nine people out of a hundred would get that impression. Yet I have seen the testimonial, signed with Admiral Schley's name and interlined in the same handwriting as the signature, and I have seen another letter, similarly signed, stating that Admiral Schley had not understood that the letter was to be used for such advertising as the recipient based on it. If these letters are forgeries the victim has this recourse in the law. They are on file at Columbus, Ohio, and the Peruna Company would doubtless produce them in defense of a suit.

#### What the Government Can Do

One thing that the public has a right to demand in its attitude toward the proprietary medicines containing alcohol: that the government carry out rigidly its promised policy no longer to permit liquors to disguise themselves as patent medicines, and thereby escape the tax which is put on other (and probably better) brands of intoxicants. One other demand it should make on the purveyors of the concoctions: that they label every bottle with the percentage of alcohol it contains; then the innocent clergyman who writes testimonials to Duffy, and the W. C. T. U. member who indorses Peruna, Lydia Pinkham, Warner, and their compeers, will know when they imbibe their "tonics," "invigorators," "swamp roots," "bitters," "nerve-builders," or "spring medicines," that they are sipping by the tablespoon or wineglassful what the town tippler takes across the license-paying bar.



## LIQUOZONE

Twenty years ago the microbe was making a great stir in the land. The public mind, ever prone to exaggerate the importance and extent of any new scientific discovery, ascribed all known diseases to microbes. The infinitesimal creature with the mysterious and unpleasant attributes became the leading topic of the time. Shrewdly appreciating this golden opportunity, a quack genius named Radam invented a drug to slay the new enemy of mankind and gave it his name. Radam's Microbe Killer filled the public prints with blazonry of its lethal virtues. As it consisted of a mixture of muriatic and sulphuric acids, with red wine, any microbe which took it was like to fare hard; but the ingenious Mr. Radam's method of administering it to its intended prey via the human stomach failed to commend itself to science, though enormously successful in a financial sense through flamboyant advertising.

### Liquozone "Cures" Thirty-Seven Varieties

In time some predaceous bacillus, having eluded the "killer," carried off its inventor. His nostrum soon languished. To-day it is little heard of, but from the ashes of its glories has risen a mightier successor, Liquozone. Where twenty years ago the microbe reveled in publicity, to-day we talk of germs and bacteria; consequently, Liquozone exploits itself as a germicide and bactericide. It dispenses with the red wine of the Radam concoction and relies on a weak solution of sulphuric and sulphurous acids, with an occasional trace of hydrochloric or hydrobromic acid. Mostly it is water, and this is what it "cures":

Asthma,  
Abscess—Anemia,  
Bronchitis,  
Blood Poison,  
Bowel Troubles,  
Coughs—Colds,  
Consumption,  
Contagious Diseases,  
Cancer—Catarrh,  
Dysentery—Diarrhea,  
Dyspepsia—Dandruff,  
Eczema—Erysipelas,  
Fevers,

Gallstones,  
Goiter—Gout,  
Hay Fever—Influenza,  
La Grippe,  
Leucorrhea,  
Malaria—Neuralgia,  
Piles—Quinsy,  
Rheumatism,  
Scrofula,  
Skin Diseases,  
Tuberculosis,  
Tumors—Ulcers,  
Throat Troubles

—all diseases that begin with fever—all inflammations—all catarrh—all contagious diseases—all the results of impure or poisoned blood. In nervous diseases Liquozone acts as a vitalizer, accomplishing what no drugs can do.

These diseases it conquers by destroying, in the human body, the germs which cause (or are alleged to cause) them. Such is Liquozone's claim.

Yet the Liquozone Company is not a patent medicine concern. We have their word for it:

"We wish to state at the start that we are not patent medicine men, and their methods will not be employed by us. . . . Liquozone is too important a product for quackery."

The head and center of this non-patent medicine cure-all is Douglas Smith. Mr. Smith is by profession a promoter. He is credited with a keen



vision for profits. Several years ago he ran on a worthy ex-piano dealer, a Canadian by the name of Powley (we shall meet him again, trailing clouds of glory in a splendid metamorphosis), who was selling with some success a mixture known as Powley's Liquefied Ozone. This was guaranteed to kill any disease germ known to science. Mr. Smith examined into the possibilities of the product, bought out Powley, moved the business to Chicago, and organized it as the Liquid Ozone Company. Liquid air was then much in the public prints. Mr. Smith, with the intuition of genius, and something more than genius' contempt for limitations, proceeded to catch the public eye with this frank assertion: "Liquozone is liquid oxygen—that is all."

It is enough. That is, it would be enough if it were but true. Liquid oxygen doesn't exist above a temperature of 229 degrees below zero. One spoonful would freeze a man's tongue, teeth and throat to equal solidity before he ever had time to swallow. If he could, by any miracle, manage to get it down, the undertaker would have to put him on the stove to thaw him out sufficiently for a respectable burial. Unquestionably Liquozone, if it were liquid oxygen, would kill germs, but that wouldn't do the owner of the germs much good, because he'd be dead before they had time to realize that the temperature was falling. That it would cost a good many dollars an ounce to make is, perhaps, besides the question. The object of the company was not to make money, but to succor the sick and suffering. They say so themselves in their advertising. For some reason, however, the business did not prosper as its new owner had expected. A wider appeal to the sick and suffering was needed. Claude C. Hopkins, formerly advertising manager for Dr. Shoop's Restorative (also a cure-all) and perhaps the ablest exponent of his specialty in the country, was brought into the concern and a record-breaking campaign was planned. This cost no little money, but the event proved it a good investment. President Smith's next move showed him to be the master of a silver tongue, for he persuaded the members of a very prominent law firm who were acting as the company's attorneys to take stock in the concern, and two of them to become directors. These gentlemen represent, in Chicago, something more than the high professional standing of their firm; they are prominent socially and forward in civic activities; in short, just the sort of people needed by President Smith to bulwark his dubious enterprise with assured respectability.

### The Men Who Back the Fake

In the Equitable scandal there has been plenty of evidence to show that directors often lend their names to enterprises of which they know practically nothing. This seems to have been the case with the lawyers. One point they brought up: was Liquozone harmful? Positively not, Douglas Smith assured them. On the contrary, it was the greatest boon to the sick in the world's history, and he produced an impressive bulk of testimonials. This apparently satisfied them; they did not investigate the testimonials, but accepted them at their face value. They did not look into the advertising methods of the company; as nearly as I can find out, they never saw an advertisement of Liquozone in the papers until long afterward. They just became stockholders and directors, that is all. They did as hundreds of other upright and well-meaning men had done in lending themselves to a business of which they knew practically nothing.

While the lawyers continued to practice law, Messrs. Smith and Hopkins were running the Liquozone Company. An enormous advertising campaign was begun. Pamphlets were issued containing testimonials and claiming



the soundest professional backing. Indeed, this matter of expert testimony, chemical, medical, and bacteriologic, is a specialty of Liquozone. To-day, despite its reforms, it is supported by an ingenious system of pseudo-scientific charlatanry. In justice to Mr. Hopkins it is but fair to say that he is not responsible for the basic fraud; that the general scheme was devised and most of the bogus or distorted medical letters arranged before his advent. But when I came to investigate the product a few months ago I found that the principal defense against attacks consisted of scientific statements that would not bear analysis and medical letters not worth the paper they were written on. In the first place the Liquozone people have letters from chemists asseverating that the compound is chemically scientific.

### Faked and Garbled Indorsements

Messrs. Dickman, Mackenzie & Potter, of Chicago, furnish a statement to the effect that the product is "made up on scientific principles, contains no substance deleterious to health and is an antiseptic and germicide of the highest order." As chemists the Dickman firm stand high, but if sulphuric

### ANALYSIS OF LIQUOZONE

SULPHURIC ACID - - About nine-tenths of one per cent.  
 SULPHUROUS ACID - About three-tenths of one per cent.  
 WATER - - - - - Nearly ninety-nine per cent.

*Sulphuric acid is oil of vitriol. Sulphurous acid is also a corrosive poison. Liquozone is the combination of these two heavily diluted.*

and sulphurous acids are not deleterious to their health there must be something peculiar about them as human beings. Mr. Deavitt of Chicago makes affidavit that the preparation is not made by compounding drugs. A St. Louis bacteriologist testifies that it will kill germs (in culture tubes), and that it has apparently brought favorable results in diarrhea, rheumatism, and a finger which a guinea-pig had gnawed. These and other technical indorsements are set forth with great pomp and circumstance, but when analyzed they fail to bear out the claims of Liquozone as a medicine. Any past investigation into the nature of Liquozone has brought a flood of "indorsements" down on the investigator, many of them medical. My inquiries have been largely along medical lines, because the makers of the drug claim the private support of many physicians and medical institutions, and such testimony is the most convincing. "Liquozone has the indorsement of an overwhelming number of medical authorities," says one of the pamphlets.

One of the inclosures sent to me was a letter from a young physician on the staff of the Michael Reese Hospital, Chicago, who was paid \$25 to make bacteriologic tests in pure cultures. He reported: "This is to certify that the fluid Liquozone handed to me for bacteriologic examination has shown bacteriologic and germicidal properties." At the same time he



informed the Liquozone agent that the mixture would be worthless medically. He writes me as follows: "I have never used or indorsed Liquozone; furthermore, its action would be harmful when taken internally. Can report a case of gastric ulcer due probably to its use."

Later in my investigations I came on this certificate again. It was quoted, in a report on Liquozone, made by the head of a prominent Chicago laboratory for a medical journal, and it was designated, "Report made by the Michael Reese Hospital," without comment or investigation. This surprising garbling of the facts may have been due to carelessness, or it may have some connection with the fact that the laboratory investigator was about that time employed to do work for Mr. Douglas Smith, Liquozone's president.

Another document is an enthusiastic "puff" of Liquozone, quoted as being contributed by Dr. W. H. Myers in the *New York Journal of Health*. There is not nor ever has been any such magazine as the *New York Journal of Health*. Dr. W. H. Myers, or some person masquerading under that name, got out a bogus "dummy" (for publication only, and not as guarantee of good faith), at a small charge to the Liquozone people.

For convenience, I list several letters quoted or sent to me, with the result of investigations.

The Suffolk Hospital and Dispensary of Boston, through its president, Albert C. Smith, writes: "Our test shows it (Liquozone) to possess great remedial value." The letter I have found to be genuine. But the hospital medical authorities say they know nothing of Liquozone and never prescribe it. If President Smith is prescribing it he is liable to arrest, as he is not an M.D.

A favoring letter from "Dr." Fred W. Porter of Tampa, Fla., is quoted. The Liquozone recipients of the letter forgot to mention that "Dr." Porter is not an M.D., but a veterinary surgeon, as is shown by his letter-head.

Dr. George E. Bliss of Maple Rapids, Mich., has used Liquozone for cancer patients. Dr. Bliss writes me, under the flaming headline of his "cancer cure," that his letter is genuine, and "not solicittated."

Dr. A. A. Bell of Madison, Ga., is quoted as saying: "I found Liquozone to invigorate digestion." *He is not* quoted (although he wrote it) as saying that his own personal experience with it had shown it to be ineffective. I have seen the original letter, and the unfavorable part of it was blue-penciled.

For a local indorsement of any medicine, perhaps as strong a name as could be secured in Chicago is that of Dr. Frank Billings. In the offices of *Collier's* and elsewhere Dr. Billings has been cited by the Liquozone people as one of those medical men who were prevented only by ethical considerations from publicly indorsing their nostrum, but who nevertheless, privately avowed confidence in it. Here is what Dr. Billings has to say of this:

CHICAGO, ILL., July 31, 1905.

To the Editor of *Collier's Weekly*:

Dear Sir:—I have never recommended Liquozone in any way to any one, nor have I expressed to any representative of the Liquozone Company, or to any other person, an opinion favorable to Liquozone.

(Signed).

FRANK BILLINGS, M.D.

Under the heading, "Some Chicago Institutions which Constantly Employ Liquozone," are cited Hull House, the Chicago Orphan Asylum, the Home for Incurables, the Evanston Hospital, and the Old People's Home.



Letters to the institutions elicited the information that Hull House had never used the nostrum, and had protested against the statement; that the Orphan Asylum had experimented with it only for external applications, and with such dubious results that it was soon dropped; that it had been shut out of the Home for Incurables; that a few private patients in the Old People's Home had purchased it, but on no recommendation from the physicians; and that the Evanston Hospital knew nothing of Liquozone and had never used it.

Having a professional interest in the "overwhelming number of medical indorsements" claimed by Liquozone, a Chicago physician, Dr. W. H. Felton, went to the company's offices and asked to see the medical evidence. None was forthcoming; the lists, he was informed, were in the press and could not be shown. He then asked for the official book for physicians advertised by the firm, containing "a great deal of evidence from authorities whom all physicians respect." This also, they said, was "in the press." As a matter of fact, it has never come out of the press and never will; the special book project has been dropped.

One more claim and I am done with the "scientific evidence." In a pamphlet issued by the company and since withdrawn, occurs this sprightly sketch:

"Liquozone is the discovery of Professor Pauli, the great German chemist, who worked for twenty years to learn how to liquefy oxygen. When Pauli first mentioned his purpose men laughed at him. The idea of liquefying gas—of circulating a liquid oxygen in the blood—seemed impossible. But Pauli was one of those men who set their whole hearts on a problem and follow it out either to success or to the grave. So Pauli followed out this problem though it took twenty years. He clung to it through discouragements which would have led any lesser man to abandon it. He worked on it despite poverty and ridicule," etc.

### Liquozone Kills a Great German Scientist

Alas for romance! The scathing blight of the legal mind descended on this touching story. The lawyer-directors would have none of "Professor Pauli, the great German chemist," and Liquozone destroyed him, as it had created him. Not totally destroyed, however, for from those rainbow wrappings, now dissipated, emerges the humble but genuine figure of our old acquaintance, Mr. Powley, the ex-piano man of Toronto. He is the prototype of the Teutonic savant. So much the Liquozone people now admit, with the defence that the change of Powley to Pauli was, at most, a harmless flight of fancy, "so long as we were not attempting to use a name famous in medicine or bacteriology in order to add prestige to the product." A plea which commends itself by its ingeniousness at least.

Gone is "Professor Pauli," and with him much of his kingdom of lies. In fact, I believe there is no single definite intentional misstatement in the new Liquozone propaganda. For some months there has been a cessation of all advertising, and an overhauling of materials under the censorship of the lawyer-directors, who were suddenly aroused to the real situation by a storm of protest and criticism, and, rather late in the day, began to "sit up and take notice." The company has recently sent me a copy of the new booklet on which all their future advertising is to be based. The most important of their fundamental misstatements to go by the board is "Liquozone is liquid oxygen." "Liquozone contains no free oxygen," declares the revision frankly. No testimonials are to be printed. The faked and garbled letters are to be dropped from the files. There is no claim of "overwhelm-



ing medical indorsement." Nor is the statement anywhere made that Liquozone will *cure* any of the diseases in which it is recommended. Yet such is the ingenuity with which the advertising manager has presented his case that the new newspaper exploitation appeals to the same hopes and fears, with the same implied promises, as the old. "I'm well because of Liquozone," in huge type, is followed by the list of diseases "where it applies." And the new list is more comprehensive than the old.

### All Ills Look Alike to Liquozone

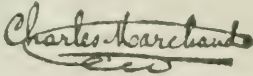
Just as to Peruna all illis are catarrh, so to Liquozone every disease is a germ disease. Every statement in the new prospectus of cure "has been

# Hydrozone

is a

## Positive Preventive of Yellow Fever

A scientific, absolutely harmless germicide, universally indorsed and successfully used by the best physicians. You can absolutely safeguard yourself against the fever by taking a teaspoonful of Hydrozone in each tumbler of water you drink. Sold by best druggists. None genuine without my signature.



63 E Prince Street, N. Y.

**FREE**—Send for "How to prevent and cure disease" and special instructions how to avoid and cure **YELLOW FEVER**

### A RIVAL TO LIQUOZONE.

Advertisements of a "remedy" which has been fighting Liquozone as an "imitator," and which here makes a claim as extreme as any ever put forth by the Chicago sulphuric-acid mixture.

submitted to competent authorities, and is exactly true and correct," declares the recently issued pamphlet, "Liquozone and Tonic Germicide;" and the pamphlet goes on to ascribe, among other illis, asthma, gout, neuralgia, dyspepsia, goiter, and "most forms of kidney, liver and heart troubles" to germs. I don't know just which of the eminent authorities who have been working for the Liquozone Company fathers this remarkable and epoch-making discovery. It might be Professor Pauli, or perhaps the sulphuric-



acid-proof firm of Dickman & Mackenzie. Whoever it is ought to make the definite facts public, in the interests of humanity as well as their own. Monuments of discarded pill boxes will celebrate the Liquozone savant who has determined that dyspepsia is a germ trouble. The discovery that gout is caused by the bite of a bacillus and not by uric acid is almost as important an addition to the sum of human knowledge as the determination of a definite organism that produces the twinges of neuralgia, while the germ of heart disease will be acclaimed with whoops of welcome from the entire medical profession.

Unfortunately, the writer of the Liquozone pamphlet, and the experts who edited it, got a little mixed on their germs in the matter of malaria. "Liquozone is deadly to vegetable matter, but helpful to animals," declares the pamphlet. . . . "Germs are vegetables"—and that is the reason that Liquozone kills them. But malaria, which Liquozone is supposed to cure, is positively known to be due to animal organisms in the blood, not vegetable. Therefore, if the claims are genuine, Liquozone, being "helpful to animals," will aid and abet the malaria organism in his nefarious work, and the Liquozone Company, as well-intentioned men, working in the interests of health, ought to warn all sufferers of this class from use of their animal-stimulator.

The old claim is repeated that nothing enters into the production of Liquozone but gases, water and a little harmless coloring matter, and that the process requires large apparatus and from eight to fourteen days' time. I have seen the apparatus, consisting of huge wooden vats, and can testify to their impressive size. And I have the assurance of several gentlemen whose word (except in print) I am willing to take, that fourteen days' time is employed in impregnating every output of liquid with gas. The result, so far as can be determined chemically or medicinally, is precisely the same as could be achieved in fourteen seconds by mixing the acids with the water. The product is still sulphurous and sulphuric acid heavily diluted, that is all.

Will the compound destroy germs in the body? This is, after all, the one overwhelmingly important point for determination; for if it will, all the petty fakers and forgery, the liquid oxygen and Professor Pauli and the mythical medical journalism may be forgiven. For more than four months now *Collier's* has been patiently awaiting some proof of the internal germicidal qualities of Liquozone. None has been forthcoming except specious generalities from scientific employees of the company—and testimonials. The value of testimonials as evidence is considered in a later article. Liquozone's are not more convincing than others. Of the chemists and bacteriologists employed by the Liquozone Company there is not one who will risk his professional reputation on the simple and essential statement that Liquozone taken internally kills germs in the human system. One experiment has been made by Mr. Schoen of Chicago, which I am asked to regard as indicating in some degree a deterrent action of Liquozone on the disease of the anthrax. Of two guinea-pigs inoculated with anthrax, one which was dosed with Liquozone survived the other, not thus treated, by several hours. Bacteriologists employed by us to make a similar test failed, because of the surprising fact that the dose as prescribed by Mr. Schoen promptly killed the first guinea-pig to which it was administered. A series of guinea-pig tests was then arranged (the guinea-pig is the animal which responds to germ infection most nearly as the human organism responds), at which Dr. Gradwohl, representing the Liquozone Company, was present, and in which he took part. The report follows:



## LEDERLE LABORATORIES

SANITARY, CHEMICAL AND BACTERIOLOGIC INVESTIGATIONS  
518 FIFTH AVENUE

October 21, 1905.

**Anthrax Test.** Twenty-four guinea-pigs were inoculated with anthrax bacilli under the same conditions, the same amount being given to each. The representative of the Ligozone people selected the twelve pigs for treatment. These animals were given Ligozone in 5 c.c. doses for three hours. In twenty-four hours all pigs were dead—the treated and the untreated ones.

**Second Anthrax Test.** Eight guinea-pigs were inoculated under the same conditions with a culture of anthrax sent by the Ligozone people. Four of these animals were treated for three hours with Ligozone as in the last experiments. These died also in from thirty-six to forty-eight hours, as did the remaining four.

**Diphtheria Test.** Six guinea-pigs were inoculated with diphtheria bacilli and treated with Ligozone. They all died in from forty-eight to seventy-two hours. Two out of three controls (i. e., untreated guinea-pigs) remained alive after receiving the same amount of culture.

**Tuberculosis Test.** Eight guinea-pigs were inoculated with tubercle bacilli. Four of these animals were treated for eight hours with 5 c.c. of a 20 per cent. solution of Ligozone. Four received no Ligozone. At the end of twenty-four days all the animals were killed.

Fairly developed tuberculosis was present in all.

To summarize, we would say that the Ligozone had absolutely no curative effect, but did, when given in pure form, lower the resistance of the animals, so that they died a little earlier than those not treated.

LEDERLE LABORATORIES.

By Ernst J. Lederle.

Dr. Gradwohl, representing the Ligozone Company, stated that he was satisfied of the fairness of the tests. He further declared that in his opinion the tests had proved satisfactorily the total ineffectiveness of Ligozone as an internal germicide.

But these experiments show more than that. They show that in so far as Ligozone has any effect, it tends to lower the resistance of the body to an invading disease. That is, in the very germ diseases for which it is advocated, *Ligozone may decrease the chances of the patient's recovery with every dose that is swallowed, but certainly would not increase them.*

In its own field Ligozone is *sui generis*. On the ethical side, however, there are a few "internal germicides," and one of these comes in for mention here, not that it is the least like Ligozone in its composition, but because by its monstrous claims it challenges comparison.

Since the announcement of this article, and before, *Collier's* has been in receipt of much virtuous indignation from a manufacturer of remedies which, he claims, Ligozone copies. Charles Marchand has been the most active enemy of the Douglas Smith product. He has attacked the makers in print, organized a society, and established a publication mainly devoted to their destruction, and circulated far and wide injurious literature (most of it true) about their product. Of the relative merits of Hydrozone, Glycozone (Marchand's products), and Ligozone, I know nothing; but I know that the Ligozone Company has never in its history put forth so



shameful an advertisement as the one produced on page 28, signed by Marchand, and printed in the *New Orleans States* when the yellow-fever scare was at its height.

And Hydrozone is an "ethical" remedy; its advertisements are to be found in reputable medical journals.

### The Same Old Fake

Partly by reason of Marchand's energy, no nostrum in the country has been so widely attacked as the Chicago product. Occasional deaths, attributed (in some cases unjustly) to its use, have been made the most of, and scores of analyses have been printed, so that in all parts of the country the true nature of the nostrum is beginning to be understood. The prominence of its advertising and the reckless breadth of its claims have made it a shining mark. North Dakota has forbidden its sale. San Francisco has decreed against it; so has Lexington, Ky., and there are signs that it will have a fight for its life soon in other cities. It is this looming danger that impelled Liquozone to an attempted reform last summer. Yet, in spite of the censorship of its legal lights, in spite of the revision of its literature by its scientific experts, in spite of its ingenious avoidance of specifically false claims in the advertising which is being scattered broadcast to-day, Liquozone is now what it was before its rehabilitation, a fraud which owes its continued existence to the laxity of our public health methods and the cynical tolerance of the national conscience.



## THE SUBTLE POISONS

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Ignorance and credulous hope make the market for most proprietary remedies. Intelligent people are not given largely to the use of the glaringly advertised cure-alls such as Liquozone and Peruna. Nostrums there are, however, which reach the thinking classes as well as the readily gulled. Depending, as they do, for their success on the lure of some subtle drug concealed under a trademark name, or some opiate not readily obtainable under its own label, these are the most dangerous of all quack medicines, not only in their immediate effect, but because they create enslaving appetites, sometimes obscure and difficult of treatment, most often tragically obvious. Of these concealed drugs the headache powders are the most widely used, and of the headache powders Orangeine is the most conspicuous.

Orangeine prints its formula. It is, therefore, its proprietors claim, not a secret remedy. But to all intents and purposes, it *is* secret, because to the uninformed public the vitally important word "acetanilid" in the formula means little or nothing. Worse than its secrecy is its policy of careful and dangerous deception. Orangeine, like practically all the headache powders, is simply a mixture of acetanilid with less potent drugs. Of course, there is no orange in it, except the orange hue of the boxes and wrappers which it its advertising symbol. But this is an unimportant deception. The wickedness of the fraud lies in this: that whereas the nostrum, by virtue of its acetanilid content, thins the blood, depresses the heart, and finally undermines the whole system, it claims to *strengthen the heart and to produce better blood*. Thus far in the patent medicine field I have not encountered so direct and specific an inversion of the true facts.

Recent years have added to the mortality records of our cities a surprising and alarming number of sudden deaths from heart failure. In the year 1902 New York City alone reported a death rate from this cause of 1.34 per thousand of population; that is about six times as great as the typhoid fever death record. It was about that time that the headache powders were being widely advertised, and there is every reason to believe that the increased mortality, which is still in evidence, is due largely to the secret weakening of the body by acetanilid. Occasionally a death occurs so definitely traceable to this poison that there is no room for doubt, as in the following report by Dr. J. L. Miller, of Chicago, in *The Journal of the American Medical Association*, on the death of Mrs. Frances Robson:

"I was first called to see the patient, a young lady, physically sound, who had been taking Orangeine powders for a number of weeks for insomnia. The rest of the family noticed that she was very blue, and for this reason I was called. When I saw the patient she complained of a sense of faintness and inability to keep warm. At this time she had taken a box of six Orangeine powders within about eight hours. She was warned of the danger of continuing the indiscriminate use of the remedy, but insisted that many of her friends had used it, and claimed that it was harmless. The family promised to see that she did not obtain any more of the remedy. Three days later, however, I was called to the house and found the patient dead. The family said that she had gone to her room the evening before in her usual health. The next morning, the patient not appearing, they investigated and found her dead. The case was reported to the coroner, and the coroner's verdict was: 'Death was from the effect of an overdose of



Orangeine powders administered by her own hand, whether accidentally or otherwise, unknown to the jury.'"

Last July an 18-year-old Philadelphia girl got a box of Orangeine powders at a drug store, having been told that they would cure headache. There was nothing on the label or in the printed matter inclosed with the preparation warning her of the dangerous character of the nostrum. Following the printed advice, she took two powders. In three hours she was dead. Coroner Dugan's verdict follows:

"Mary A. Bispels came to her death from kidney and heart disease, aggravated by poisoning by acetanilid taken in Orangeine headache powders."

### Prescribing without Authority

Yet this poison is being recommended every day by people who know nothing of it and nothing of the susceptibility of the friends to whom they advocate it. For example, here is a testimonial from the Orangeine booklet:

"Miss A. A. Phillips, 66 Powers street, Brooklyn, writes: 'I always keep Orangeine in my desk at school, and through its frequent applications to the sick I am called both "doctor and magician."'"

If the school herein referred to is a public school, the matter is one for the Board of Education; if a private school, for the Health Department or the county medical society. That a school teacher should be allowed to continue giving, however well meaning her foolhardiness may be, a harmful and possibly fatal dose to the children intrusted to her care seems rather a significant commentary on the quality of watchfulness in certain institutions.

Obscurity as to the real nature of the drug, fostered by careful deception, is the safeguard of the acetanilid vendor. Were its perilous quality known, the headache powder would hardly be so widely used. And were the even more important fact that the use of these powders becomes a habit, akin to the opium or cocain habits, understood by the public, the repeated sales which are the basis of Orangeine's prosperity would undoubtedly be greatly cut down. Orangeine fulfills the prime requisite of a patent medicine in being a good "repeater." Did it not foster its own demand in the form of a persistent craving, it would hardly be profitable. Its advertising invites to the formation of an addiction to the drug. "Get the habit," it might logically advertise, in imitation of a certain prominent exploitation along legitimate lines. Not only is its value as a cure for nervousness and headaches insisted on, but its prospective dupes are advised to take this powerful drug as a *bracer*.

"When, as often, you reach home tired in body and mind . . . take an Orangeine powder, lie down for thirty minutes' nap—if possible—anyway, relax, then take another."

"To induce sleep, take an Orangeine powder immediately before retiring. When wakeful, an Orangeine powder will have a normalizing, quieting effect."

It is also recommended as a good thing to begin the day's work on in the morning—that is, take Orangeine, night, morning and between meals!

These powders pretend to cure asthma, biliousness, headaches, colds, catarrh and grip (dose: powder every four hours during the day for a week!—a pretty fair start on the Orangeine habit), diarrhea, hay fever, insomnia, influenza, neuralgia, seasickness and sciatica.

Of course, they do not cure any of these; they do practically nothing but give temporary relief by depressing the heart. With the return to normal conditions of blood circulation comes a recurrence of the nervousness.



headache, or what not, and the incentive to more of the drug, until it becomes a necessity. In my own acquaintance, I know half a dozen persons who have come to depend on one or another of these headache preparations to keep them going. One young woman whom I have in mind told me quite innocently that she had been taking five or six Orangeine powders a day

### AN ACETANILID DEATH RECORD

*This list of fatalities is made up from statements published in the newspapers. In every case the person who died had taken to relieve a headache or as a bracer a patent medicine containing acetanilid, without a doctor's prescription. This list does not include the case of a dog in Altoona, Pa., which died immediately on eating some sample headache powders. The dog did not know any better.*

Mrs. Minnie Bishop, Louisville, Ky.; Oct. 16, 1903.  
 Mrs. Mary Cusick and Mrs. Julia Ward, of 172 Perry Street, New York City; Nov. 27, 1903.  
 Fred P. Stock, Scranton, Pa.; Dec. 7, 1903.  
 C. Frank Henderson, Toledo, O.; Dec. 13, 1903.  
 Jacob E. Staley, St. Paul, Mich.; Feb. 18, 1904.  
 Charles M. Scott, New Albany, Ind.; March 15, 1904.  
 Oscar McKinley, Pittsburg, Pa.; April 13, 1904.  
 Otis Staines, student at Wabash College, April 13, 1904.  
 Mrs. Florence Rumsey, Clinton, Ia.; April 23, 1904.  
 Jenny McGee, Philadelphia, Pa.; May 26, 1904.  
 Mrs. William Mabee, Leoni, Mich.; Sept. 9, 1904.  
 Mrs. Jacob Friedman, of South Bend, Ind.; Oct. 19, 1904.  
 Miss Libbie North, Rockdale, N. Y.; Oct. 26, 1904.  
 Margaret Hanahan, Dayton, O.; Oct. 29, 1904.  
 Samuel Williamson, New York City; Nov. 21, 1904.  
 George Kublisch, St. Louis, Mo.; Nov. 24, 1904.  
 Robert Breck, St. Louis, Mo.; Nov. 27, 1904.  
 Mrs. Harry Haven, Oriskany Falls, N. Y.; Jan. 17, 1905.  
 Mrs. Jennie Whyler, Akron, O.; April 3, 1905.  
 Mrs. Augusta Strothmann, St. Louis, Mo.; June 20, 1905.  
 Mrs. Mary A. Bispels, Philadelphia, Pa.; July 2, 1905.  
 Mrs. Thomas Patterson, Huntington, W. Va.; Aug. 15, 1905.

Some of these victims died from an alleged overdose; others from the prescribed dose. In almost every instance the local papers suppressed the name of the fatal remedy.

for several months, having changed from Koehler's powders when someone told her that the latter were dangerous! Because of her growing paleness her husband had called in their physician, but neither of them had mentioned the little matter of the nostrum, having accepted with a childlike faith the asseverations of its beneficent qualities. Yet they were of an order of intelligence that would scoff at the idea of drinking Swamp-Root or





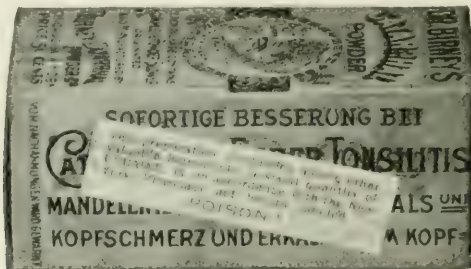


health is breaking down. Often it is difficult for a physician to diagnose these cases because the symptoms are those of certain diseases in which the blood deteriorates, and, moreover, the victim, as in opium and cocaine slavery, will positively deny having used the drug. A case of acetanilid addiction (in "Cephalgin," an ethical proprietary) is thus reported:

"When the drug was withheld the patient soon began to exhibit all the traits peculiar to the confirmed morphine-maniac—moral depravity and the like. She employed every possible means to obtain the drug, attempting even to bribe the nurse, and, this failing, even members of the family."

Another report of a similar case (and there are plenty of them to select from) reads:

"Stomach increasingly irritable; skin a grayish or light purplish hue; palpitation and slight enlargement of the heart; great prostration, with pains in the region of the heart; blood discolored to a chocolate hue. The patient denied that she had been using acetanilid, but it was discovered that for a year she had been obtaining it in the form of a proprietary remedy and had contracted a regular 'habit.' On the discontinuance of the drug the symptoms disappeared. She was discharged from the hospital as cured, but soon returned to the use of the drug and applied for readmission, displaying the former symptoms."



NEW YORK STATE'S NEW POISON LABEL.  
On a cocaine-laden medicine.

Where I have found a renegade physician making his millions out of Peruna, or a professional promoter trading in the charlatanry of Ligozone, it has seemed superfluous to comment on the personality of the men. They are what their business connotes. With Orangeine the case is somewhat different. Its proprietors are men of standing in other and reputable spheres of activity. Charles L. Bartlett, its president, is a graduate of Yale University and a man of some prominence in its alumni affairs. Orangeine is a side issue with him. Professionally he is the western representative of Ivory Soap, one of the heaviest of legitimate advertisers, and he doubtless learned from this the value of skillful exploitation. Next to Mr. Bartlett, the largest owner of stock (unless he has recently sold out) is William Gillette, the actor, whose enthusiastic indorsement of the powders is known in a personal sense to the profession which he follows, and in print to hundreds of thousands of theater-goers who have read it in their programs. Whatever these gentlemen may think of their product (and I understand that, incredible as it may seem, both of them are constant users of it and genuine believers in it), the methods by which it is sold and the essential and mendacious concealment of its real nature illustrate the level to which otherwise upright and decent men are brought by a business which cannot profitably include either uprightness or decency in its methods.



Orangeine is less dangerous, except in extent of use, than many other acetanilid mixtures which are much the same thing under a different name. A friend of mine with a weak heart took the printed dose of Laxative Bromo Quinin and lay at the point of death for a week. There is no word of warning on the label. In many places samples of headache powders are distributed on the doorsteps. The St. Louis *Chronicle* records a result:

"HUNTINGTON, W. VA., Aug. 15, 1905.—

While Mrs. Thomas Patterson was preparing supper last evening she was stricken with a violent headache and took a headache powder that had been thrown in at her door the day before. Immediately she was seized with spasms and in an hour she was dead."

That even the lower order of animals is not safe is shown by a canine tragedy in Altoona, Pa., where a prize collie dog incautiously devoured three sample tablets and died in an hour. Yet the distributing agents of these mixtures do not hesitate to lie about them. Rochester, N. Y., has an excellent ordinance forbidding the distribution of sample medicines, except by permission of the health officer. An agent for Miniature Headache Powders called on Dr. Goler with a request for leave to distribute 25,000 samples.

"What's your formula?" asked the official.

"Salicylate of soda and sugar of milk," replied the traveling man.

"And you pretend to cure headaches with that?" said the doctor. "I'll look into it."

Analysis showed that the powders were an acetanilid mixture. The sample man didn't wait for the result. He hasn't been back to Rochester since, although Dr. Goler is hopefully awaiting him.

Bromo-Seltzer is commonly sold in drug stores, both by the bottle and at soda fountains. The full dose is "a heaping teaspoonful." A heaping teaspoonful of Bromo-Seltzer means about ten grains of acetanilid. The United States Pharmacopeia dose is four grains; five grains have been known to produce fatal results. The prescribed dose of Bromo-Seltzer is dangerous and has been known to produce sudden collapse.

Megrimine is a warranted headache cure that is advertised in several of the magazines. A newly arrived guest at a Long Island house party brought along several lots and distributed them as a remedy for headache and that tired feeling. It was perfectly harmless, she declared; didn't the advertisement say "leaves no unpleasant effects?" As a late dance the night before had left its impress on the feminine members of the house party, there was a general acceptance of the "bracer." That night the local physician visited the house party (on special "rush" invitation), and was well satisfied to pull all his patients through. He had never before seen acetanilid poisoning by wholesale. A Chicago druggist writes me that the wife of a prominent physician buys Megrimine of him by the half-dozen lots secretly. She has the habit.

On October 9, W. H. Hawkins, superintendent of the American Detective Association, a man of powerful physique and apparently in good health, went to a drug store in Anderson, Ind., and took a dose of Dr. Davis' Headache Powders. He then boarded a car for Marion, and shortly after fell to the floor, dead. The coroner's verdict is reproduced on page 35. Whether these powders are made by a Dr. W. C. Davis, of Indianapolis, who makes Anti-Headache, I am unable to state. Anti-Headache describes itself as "a compound of mild ingredients and positively contains no dangerous drugs." It is almost pure acetanilid.



In the "ethical" field the harm done by this class of proprietaries is perhaps as great as in the open field, for many of those which are supposed to be sold only in prescriptions are as freely distributed to the laity as Peruna. And their advertising is hardly different.

### Dangers of Antikamnia

Antikamnia, claiming to be an "ethical" remedy, and advertising through the medical press by methods that would, with little alteration, fit any patent painkiller on the market, is no less dangerous or fraudulent than the Orangeine class which it almost exactly parallels in composition. It was at first exploited as a "new synthetical coal-tar derivative," which it isn't and never was. It is simply half or more acetanilid (some analyses show as high as 68 per cent.) with other unimportant ingredients in varying proportions. In a booklet entitled "Light on Pain," and distributed on



### BEWARE OF ACETANILID



*The following well-known "remedies," both "ethical" and "patent," depend for their results upon the heart-depressing action of Acetanilid:*

Orangeine  
Bromo-Seltzer  
Royal Pain Powders  
Miniature Headache  
Powders

Megrimine  
Anti-Headache.  
Dr. Davis' Headache  
Powders  
Antikamnia

Ammonol  
Salacetin  
Cephalgin  
Phenalgin

*and practically all of the drug-store-vended "headache cures" and "anti-pain" remedies.*

---

*Take no nostrum of this class without a doctor's prescription, unless you are sure it contains no acetanilid. Make the druggist tell you. He is responsible. A suit for damages has recently been won against a New York drug store for illness consequent upon the sale of a "guaranteed harmless" headache tablet containing three grains of acetanilid.*

doorsteps, I find under an alphabetical list of diseases this invitation to form the Antikamnia habit:

"Nervousness (overwork and excess) Dose: One Antikamnia tablet every two or three hours."

"Shoppers' or Sightseers' Headache—Dose: Two Antikamnia tablets every three hours."

"Worry (nervousness, 'the blues')—Dose: One or two Antikamnia and Codein tablets every three hours."

Codein is obtained from opium. The codein habit is well known to all institutions which treat drug addictions, and is recognized as being no less difficult to cure than the morphin habit.

A typical instance of what Antikamnia will do for its users is that of a Pennsylvania merchant, 50 years old, who had declined, without apparent



cause, from 140 to 116 pounds, and was finally brought to Philadelphia in a state of stupor. His pulse was barely perceptible, his skin dusky and his blood of a deep chocolate color. On reviving he was questioned as to whether he had been taking headache powders. He had, for several years. What kind? Antikamnia; sometimes in the plain tablets, at other times Antikamnia with codein. How many? About twelve a day. He was greatly surprised to learn that this habit was responsible for his condition.

"My doctor gave it to me for insomnia," he said, and it appeared that the patient had never even been warned of the dangerous character of the drug.

Were it obtainable, I would print here the full name and address of that attending physician, as one unfit, either through ignorance or carelessness, to practice his profession. And there would be other physicians all over the country who would, under that description, suffer the same indictment within their own minds for starting innocent patients on a destructive and sometimes fatal course. For it is the careless or conscienceless physician who gets the customer for the "ethical" headache remedies, and the customer, once secured, pays a profit, very literally, with his own blood. Once having taken Antikamnia, the layman, unless informed as to its true nature, will often return to the drug store and purchase it with the impression that it is a specific drug, like quinin or potassium chlorate, instead of a disguised poison, exploited and sold under patent rights by a private concern. The United States Postoffice, in its broad tolerance, permits the Antikamnia company to send through the mails little sample boxes containing tablets enough to kill an ordinary man, and these sample boxes are sent not only to physicians, as is the rule with ethical remedies, but to lawyers, business men, "brain workers," and other prospective purchasing classes. The box bears the lying statement: "No drug habit—no heart effect."

Just as this is going to press the following significant case comes in from Iowa:

"FARMINGTON, IOWA, Oct. 6.—(*Special to the Constitution-Democrat.*)—Mrs. Hattie Kick, one of the best and most prominent ladies of Farmington, died rather suddenly Wednesday morning at 10 o'clock from an overdose of Antikamnia, which she took for a severe headache from which she was suffering. Mrs. Kick was subject to severe headaches and was a frequent user of Antikamnia, her favorite remedy for this ailment."

There is but one safeguard in the use of these remedies; to regard them as one would regard opium, and to employ them only with the consent of a physician who understands their true nature. Acetanilid has its uses, but not as a generic painkiller. Pain is a symptom; you can drug it away temporarily, but it will return, clamoring for more payment, until the final price is hopeless enslavement. Were the skull and bones on every box of this class of poison the danger would be greatly minimized.

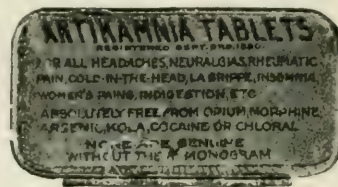
With opium and cocaine the case is different. The very words are danger signals. Legal restrictions safeguard the public, to a greater or less degree, from their indiscriminate use. Normal people do not knowingly take opium or its derivatives except with the sanction of a physician, and there is even spreading abroad a belief (surely an expression of the primal law of self-preservation) that the licensed practitioner leans too readily toward the convenient narcotics.



But this perilous stuff is the ideal basis for a patent medicine because its results are immediate (though never permanent), and it is its own best advertisement in that one dose imperatively calls for another. Therefore it behooves the manufacturer of opiates to disguise the use of the drug. This he does in varying forms, and he has found his greatest success in the "cough and consumption cures" and the soothing syrup class. The former of these will be considered in another article. As to the "soothing syrups," designed for the drugging of helpless infants, even the trade does not know how many have risen, made their base profit, and subsided. A few survive, probably less harmful than the abandoned ones, on the average, so that by taking the conspicuous survivors as a type I am at least doing no injustice to the class.

Some years ago I heard a prominent New York lawyer, asked by his office scrubwoman to buy a ticket for some "association" ball, say to her: "How can you go to these affairs, Nora, when you have two young children at home?"

"Sure, they're all right," she returned blithely; "just wan teaspoonful of Winslow's an' they lay like the dead till mornin'."



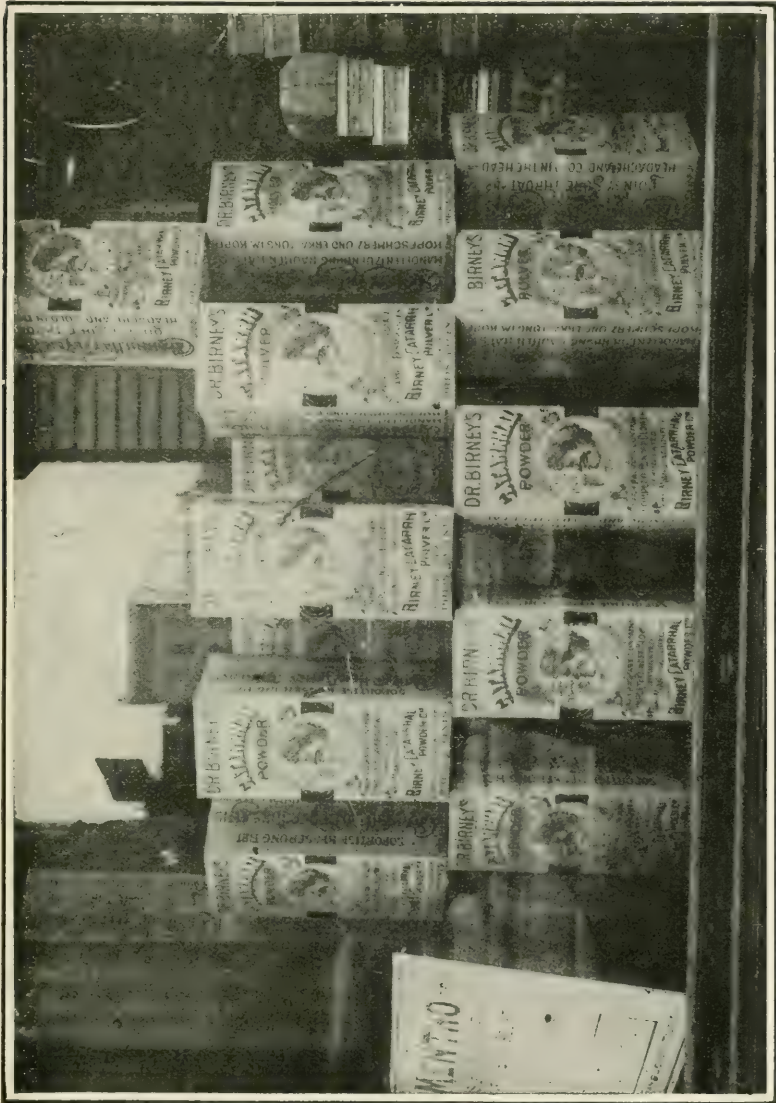
A DANGEROUS SAMPLE BOX WHICH GOES THROUGH THE MAILS.

Enough tablets were contained in this package, marked "No Heart Effect," to stop the heart entirely if taken all at once. The chief ingredient of antikamnia is acetanilid.

What eventually became of the scrubwoman's children I don't know. The typical result of this practice is described by a Detroit physician who has been making a special study of Michigan's high mortality rate:

"Mrs. Winslow's Soothing Syrup is extensively used among the poorer classes as a means of pacifying their babies. These children eventually come into the hands of physicians with a greater or less addiction to the opium habit. The sight of a parent drugging a helpless infant into a semi-comatose condition is not an elevating one for this civilized age, and it is a very common practice. I can give you one illustration from my own hospital experience, which was told me by the father of the girl. A middle-aged railroad man of Kansas City had a small daughter with summer diarrhea. For this she was given a patent diarrhea medicine. It controlled the trouble, but as soon as the remedy was withdrawn the diarrhea returned. At every withdrawal the trouble began anew, and the final result was that they never succeeded in curing the daughter of the opium habit which had taken its hold on her. It was some years afterward that the parents became aware that she had contracted the habit, when the physician took away the patent medicine and gave the girl morphin, with exactly the same result which she had experienced with the patent remedy. At the time the father told me this story his daughter was 19 years of age, an only child of wealthy parents, and one who could have had every advantage in life, but who was a complete wreck in every way as a result of the opium habit. The father told me, with tears in his eyes, that he would rather





#### TO CATCH THE COCAIN-FIEND TRADE.

Were this drugstore display in Illinois instead of New York City, the druggist would be arrested and his stock confiscated. This is one of the favorite cocaine powders used by victims of the cocaine habit. The law now requires that it be labeled "Poison."



she had died with the original illness than to have lived to become the creature which she then was."

The proprietor of a drug store in San José, Cal., writes to *Collier's* as follows:

"I have a good customer, a married woman with five children, all under 10 years of age. When her last baby was born, about a year ago, the first thing she did was to order a bottle of Winslow's Soothing Syrup, and every week another bottle was bought at first, until now a bottle is bought every third day. Why? Because the baby has become habituated to the drug. I am not well enough acquainted with the family to be able to say that the weaned children show any present abnormality of health due to the opium contained in the drug, but the after-effects of opium have been thus described. . . . Another instance, quite as startling, was that of a mother who gave large quantities of soothing syrup to two of her children in infancy; then, becoming convinced of its danger, abandoned its use. These children, in middle life became neurotics, spirit and drug-takers. Three children born later and not given any drugs in early life grew up strong and healthy.

"I fear the children of the woman in question will all suffer for their mother's ignorance, or worse, in later life, and have tried to do my duty by sending word to the mother of the harmful nature of the stuff, but without effect.

"P. S.—How many neurotics, fiends and criminals may not 'Mrs. Winslow' be sponsor for?"

This query is respectfully referred to the Anglo-American Drug Company, of New York, which makes its handsome profit from this slave trade.

Recent legislation on the part of the New York State Board of Pharmacy will tend to decrease the profit, as it requires that a poison label be put on each bottle of the product, as has long been the law in England.

An Omaha physician reports a case of poisoning from a compound bearing the touching name of "Kopp's Baby Friend," which has a considerable sale in the middle West and in central New York. It is made of sweetened water and morphin, about one-third grain of morphin to the ounce.

"The child (after taking four drops) went into a stupor at once, the pupils were pin-pointed, skin cool and clammy, heart and respiration slow. I treated the case as one of opium poisoning, but it took twelve hours before my little patient was out of danger."

As if to put a point of satirical grimness on the matter, the responsible proprietor of this particular business of drugging helpless babies is a woman, Mrs. J. A. Kopp, of York, Pa.

Making cocaine fiends is another profitable enterprise. Catarrh powders are the medium. A decent druggist will not sell cocaine as such, steadily, to any customer, except on prescription, but most druggists find salve for their consciences in the fact that the subtle and terrible drug is in the form of somebody's sure cure. There is need to say nothing of the effects of cocaine other than that it is destructive to mind and body alike, and appalling in its breaking down of all moral restraint. Yet in New York City it is distributed in "samples" at ferries and railway stations. You may see the empty boxes and the instructive labels littering the gutters of Broadway any Saturday night, when the drug trade is briskest.

Birney's Catarrhal Powder, Dr. Cole's Catarrh Cure, Dr. Gray's Catarrh Powder, and Crown Catarrh Powder are the ones most in demand. All of them are cocaine; the other ingredients are unimportant—perhaps even superfluous.



Whether or not the bottles are labeled with the amount of cocain makes little difference. The habitués know. In one respect, however, the labels help them by giving information as to which nostrum is the most heavily drugged.

"People come in here," a New York City druggist tells me, "ask what catarrh powders we've got, read the labels, and pick out the one that's got the most cocain. When I see a customer comparing labels I know she's a fiend."

Naturally these owners and exploiters of these mixtures claim that the small amount of cocain contained is harmless. For instance, the "Crown Cure," admitting 2½ per cent., says:

"Of course, this is a very small and harmless amount. Cocain is now considered to be the most valuable addition to modern medicine . . . it is the most perfect relief known."

Birney's Catarrh Cure runs as high as 4 per cent. and can produce testimonials vouching for its harmlessness. Here is a Birney "testimonial" to the opposite effect, obtained "without solicitation or payment" (I have ventured to put it in the approved form), which no sufferer from catarrh can afford to miss:

#### READ WHAT

WILLIAM THOMPSON, OF CHICAGO,

*says of*

#### BIRNEY'S CATARRH CURE

"Three years ago Thompson was a strong man.

Now he is without money, health, home, or friends."

(Chicago Tribune.)

"I began taking Birney's Catarrh Cure (says Thompson) three years ago, and the longing for the drug has grown so potent that I suffer without it.

"I followed the directions at first, then I increased the quantity until I bought the stuff by the dozen bottles."

A famous drink and drug cure in Illinois had, as a patient, not long ago, a 14-year-old boy, who was a slave to the Birney brand of cocain. He had run his father \$300 in debt, so heavy were his purchases of the poison.

Chicago long ago settled this cocain matter in the only logical way. The proprietor of a large downtown drug store noticed several years ago that at noon numbers of the shop girls from a great department store purchased certain catarrh powders over his counter. He had his clerk warn them that the powders contained deleterious drugs. The girls continued to purchase in increasing numbers and quantity. He sent word to the superintendent of the store. "That accounts for the number of our girls that have gone wrong of late," was the superintendent's comment. The druggist, Mr. McConnell, had an analysis made by the Board of Health, which showed that the powder most called for was nearly 4 per cent. cocain, whereon he threw it and similar powders out of stock. The girls went elsewhere. Mr. McConnell traced them and started a general movement against this class of remedies, which resulted in an ordinance forbidding their sale. Birney's Catarrhal Powders, as I am informed, to meet the new conditions, brought out a powder without cocain, which had the briefest kind of a sale. For weeks thereafter the downtown stores were haunted by haggard young men and women, who begged for "the old powders; these new ones don't do any



good." As high as \$1.00 premium was paid for the 4 per cent. cocain species. To-day the Illinois druggist who sells cocain in this form is liable to arrest. Yet in New York, at the corner of Forty-Second street and Broadway, I saw recently a show-window display of the Birney cure, and similar displays are not uncommon in other cities.

Regarding other forms of drugs there may be honest differences of opinion as to the limits of legitimacy in the trade. If mendacious advertising were stopped, and the actual ingredients of every nostrum plainly published and frankly explained, the patent medicine trade might reasonably claim to be a legitimate enterprise in many of its phases. But no label of opium or cocain, though the warning skull and cross-bones cover the bottle, will excuse the sale of products that are never safely used except by expert advice. I believe that the Chicago method of dealing with the catarrh powders is the right method in cocain- and opium-bearing nostrums. Restrict the drug by the same safeguards when sold under a lying pretence as when it flies its true colors. Then, and then only, will our laws prevent the shameful trade that stupefies helpless babies and makes criminals of our young men and harlots of our young women.



## PREYING ON THE INCURABLES

Incurable disease is one of the strongholds of the patent medicine business. The ideal patron, viewed in the light of profitable business, is the victim of some slow and wasting ailment in which recurrent hope inspires to repeated experiments with any "cure" that offers. In the columns of almost every newspaper you may find promises to cure consumption. Consumption is a disease absolutely incurable by any medicine, although an

increasing percentage of consumptives are saved by open air, diet and methodical living. This is thoroughly and definitely understood by all medical and scientific men. Nevertheless, there are in the patent medicine world a set of harpies who, for their own business interests, deliberately foster in the mind of the unfortunate sufferer from tuberculosis the belief that he can be saved by the use of some absolutely fraudulent nostrum. Many of these consumption cures contain drugs which hasten the progress of the disease, such as chloroform, opium, alcohol and hasheesh. Others are comparatively harmless in themselves, but by their fervent promises of rescue they delude the sufferer into misplacing his reliance, and forfeiting his only chance by neglecting those rigidly careful habits of life which alone can conquer the "white plague." One and all, the men who advertise medicines to cure consumption deliberately traffic in human life.

Certain members of the Proprietary Association of America (the patent medicine "combine") with whom I have talked have urged on me the claim that there are firms in the nostrum business that are above criticism, and have mentioned H. E. Bucklen & Co., of Chicago, who manufacture a certain salve. The Bucklen salve did not particularly interest me. But when I came to take up the subject of consumption cures I ran unexpectedly on an interesting trail. In the country and small city newspapers there is now being advertised lavishly "Dr. King's New Discovery for Consumption." It is proclaimed to be the "only sure cure for consumption." Further announcement is made that "it strikes terror to the doctors." As it is a morphin and chloroform mixture, "Dr. King's

New Discovery for Consumption" is well calculated to strike terror to the doctors or to any other class or profession, except, perhaps, the undertakers. It is a pretty diabolical concoction to give to anyone, and particularly to a consumptive. The chloroform temporarily allays the cough, thereby checking Nature's effort to throw off the dead matter from the lungs. The opium drugs the patient into a deceived cheerfulness. The combination is admirably designed to shorten the life of any consumptive who takes it steadily. Of course, there is nothing on the label of the bottle to warn the

**Consumption**

There is no medicine for consumption. Fresh air, exercise, nourishing food and Scott's Emulsion will temporarily keep you afloat, if there is anything to be done. All lines of people throughout the world are being sold, in good health on one lung.

From true medical doctors presented cod liver oil for consumption. Of course the patient could not take it in its old form, hence a d d v e r s e l y g o o d. They can't take

**SCOTT'S EMULSION**

and tolerate it for a long time. There is no oil, not extracted butter, so easily digested and absorbed for the system as cod liver oil in the form of Scott's Emulsion, and that is the reason it is so helpful in consumption, where the use must be continuous.

We will send you a sample free.

Scott's Emulsion  
405, Pearl Street  
New York

An example of legitimate advertising in the consumption field.



# FREE of COST!

The True Remedy at last Discovered!

IT STRIKES TERROR TO THE DOCTORS.

GREATEST DISCOVERY OF THE 19<sup>TH</sup> CENTURY.

## DR. KING'S NEW Discovery for Consumption.

The Only Sure Cure for Consumption in the World.

And all diseases of the Throat, Chest and Lungs. Permanently cures Coughs, Colds, Asthma, Bronchitis, Incipient Consumption, Lung Fever, Pneumonia, Loss of Voice, Hemorrhage of the Lungs, Dry, Hacking Cough, Tickling in the Throat, Quinsy, Shortness of Breath, Phthisis, etc. Hundreds of hopeless cases are being cured every day by

Dr. King's New Discovery for Consumption.

Delay not a moment when that hacking cough and flushed cheek admonish you that the insidious wiper, Consumption, is secretly gnawing at the vitals, and ere long your doom will be sealed. Do not delay a moment when it lies within your power to procure a bottle of "Dr. King's New Discovery." Sore coughs and colds causing irritation and inflammation of the air passages, bronchial tubes, etc., are relieved almost instantly.

Knowing the many wonderful curative qualities of this great discovery, we are willing to stake our reputation on its merits. Nay, even more so confident are we that it will not disappoint the most sanguine expectations of a single invalid, who employs it for any of the ailments for which it is intended, that we offer and sell it under a

### POSITIVE GUARANTEE.

If a beneficial effect is not experienced by the time two-thirds of the contents of the bottle are used, we will, on return of the bottle, two-thirds of the medicine having been taken according to directions, and the case being one for which it is recommended, promptly refund the money paid for it. Had we not the most perfect confidence in its virtues, we could not offer it as we do under these conditions. Having witnessed its truly marvellous cures in thousands of cases, we feel warranted and perfectly safe in risking our reputation and money on its merits.

No medicine has ever yet been introduced to the American people like it. Go to your druggist and get a bottle. If they have not got it leave them send for it, or send for it yourself. Do not make any circumstances let their palm off on you some worthless preparation, claiming to be as good, as its equal does not exist. Ask for "Dr. King's New Discovery for Consumption," and take no other.

TRIAL BOTTLES FREE OF COST. Regular Size \$1.00.

BEWARE OF COUNTERFEITS AND IMITATIONS. Be sure the name "DR. KING'S NEW DISCOVERY" is on every bottle.

**SOLD ALL OVER THE WORLD!**  
**H. E. BUCKLEN & CO., Props.**  
CHICAGO, ILL. AND WINDSOR, CANADA.

### A TYPICAL FRAUD.

The claims are baseless, the guarantee ridiculous and the remedy harmful.



purchaser. That would decrease the profits. The makers of this beneficent preparation are H. E. Bucklen & Co., of Chicago.

### Chloroform and Prussic Acid

Another "cure" which, for excellent reasons of its own, does not print its formula, is "Shiloh's Consumption Cure," made at Leroy, N. Y., by S. C. Wells & Co. Were it to publish abroad the fact that it contains, among other ingredients, chloroform and prussic acid, the public would probably

**VERDICT**

**In Inquest No. 821**

---

I the undersigned Coroner of Hamilton County, Ohio, having duly inquired into the death of the person named *Nikola Kock*,  
 White *Male* *Single* *Age 24* years *Single* *Married* *Widowed* *Divorced*  
 born *-----* *Nativity* *German*  
 Residence *#1252 Bldg. corner*  
 whose death body was found *at Residence*  
 on the *30<sup>th</sup>* day of *October* 1898 came to his death  
 do find after a full and complete inquest and hearing the evidence that the death  
 came to *his* death from

the poisonous effects of opium, the result of  
 drinking the contents of a bottle of Dr. Bull's  
 Cough Syrup.

It would be conducive to the safety of the  
 public at large if it were required by law that all  
 proprietary remedies containing poisonous drugs be  
 labeled with a caution, or better still, with a  
 formula showing the dangerous ingredients and the  
 proper antidotes.

Had the bottle been so labeled in this instance,  
 the life of this child could probably have been saved.

*Oneil*  
*Coroner*

### VERDICT OF DEATH FROM BULL'S COUGH SYRUP

One logical result of unlabeled poisons.

exhibit some caution in taking it. Under our present lax system there is no warning on the bottle that the liquid contains one of the most deadly of poisons. The makers write me: "After you have taken the medicine for awhile, if you are not firmly convinced that you are very much better we want you to go to your druggist and get back all the money that you have paid for Shiloh." But if I were a consumptive, after I had taken "Shiloh" for awhile I should be less interested in recovering my money than in get-



ting back my wasted chance of life. Would S. C. Wells & Co. guarantee that?

Morphin is the important ingredient of Dr. Bull's Cough Syrup. Nevertheless, the United States Postoffice Department obligingly transmits me a dose of this poison through the mails from A. C. Meyer & Co., of Baltimore, the makers. The firm writes me, in response to my letter of inquiry:

"We do not claim that Dr. Bull's Cough Syrup will cure an established case of consumption. If you have gotten this impression you most likely have misunderstood what we claim. . . . We can, however, say that Dr. Bull's Cough Syrup has cured cases said to have been consumption in its earliest stages."

Quite conservative, this. But A. C. Meyer & Co. evidently don't follow their own advertising very closely, for around my sample bottle (by courtesy of the Postoffice Department) is a booklet, and from that booklet I quote:

*"There is no case of hoarseness, cough, asthma, bronchitis . . . or consumption that cannot be cured speedily by the proper use of Dr. Bull's Cough Syrup."*

If this is not a claim that Dr. Bull's Cough Syrup "will cure an established case of consumption," what is it? The inference from Meyer & Co.'s cautious letter is that they realize their responsibility for a cruel and dangerous fraud and are beginning to feel an uneasiness about it, which may be shame or may be only fear. One logical effect of permitting medicines containing a dangerous quantity of poison to be sold without the poison label is shown in the coroner's verdict reproduced on page 47. In the account of the Keck baby's death from the Dr. Bull opium mixture, which the Cincinnati papers published, there was no mention of the name of the cough syrup. Asked about this, the newspapers gave various explanations. Two of them disclosed that they had no information on the point. This is contrary to the statement of the physician in the case, and implies a reportorial laxity which is difficult to credit. One ascribed the omission to a settled policy and one to the fear of libel. When the coroner's verdict was given out, however, the name of the nostrum got into plain print. On the whole, the Cincinnati papers showed themselves gratifyingly independent.

Another case of poisoning from this same remedy occurred in Morocco, Ind., the victim being a 2-year-old child. The doctor reports:

"In an hour, when first seen, symptoms of opium poisoning were present. In about twelve hours the child had several convulsions, and spasms followed for another twelve hours at intervals. It then sank into a coma and died in the seventy-two hours with cardiac failure. The case was clearly one of death from overdose of the remedy."

The baby had swallowed a large amount of the "medicine" from a bottle left within its reach. Had the bottle been properly labeled with skull and cross-bones the mother would probably not have let it lie about.

Caution seems to have become a suddenly acquired policy of this class of medicines, in so far as their correspondence goes. Unfortunately, it does not extend to their advertising. The result is a rather painful discrepancy. G. G. Green runs hotels in California and manufactures quack medicines in Woodbury, N. J., one of these being "Boschee's German Syrup," a "consumption cure." Mr. Green writes me (per rubber stamp):

"Consumption can sometimes be cured, but not always. Some cases are beyond cure. However, we suggest that you secure a trial bottle of German Syrup for 25 cents," etc.

On the bottle I read: "Certain cure for all diseases of the throat and lungs." Consumption is a disease of the lungs; sometimes of the throat.



If it "can sometimes be cured, but not always," then the German Syrup is not a "certain cure for all diseases of the throat and lungs," and somebody, as the ill-fated Reingelder put it, "haf lied in brint" on Mr. Green's bottle, which must be very painful to Mr. Green. Mr. Green's remedy contains morphin and some hydrocyanic acid. Therefore consumption will be much less often curable where Boschée's German Syrup is used than where it is not.

### Absolutely False Claims

A curious mixture of the cautious, semi-ethical method and the blatant claim-all patent medicine is offered in the Ozomulsion Company. Ozomulsion does not, like the "cures" mentioned above, contain active poisons. It is one of the numerous cod-liver oil preparations, and its advertising, in the medical journals at first and now in the lay press, is that of a cure for consumption. I visited the offices of the Ozomulsion Company recently and found them duly furnished with a regular physician, who was employed, so he informed me, in a purely ethical capacity. There was also present during the interview the president of the Ozomulsion Company, Mr. A. Frank Richardson, former advertising agent, former deviser of the advertising of Swamp-Root, former proprietor of Kranitonic, and present proprietor of Slocum's Consumption Cure, which is the "wicked partner" of Ozomulsion. For convenience, I will put the conversation in court report form, and, indeed, it partook somewhat of the nature of a cross-examination.

Q.—Dr. Smith, will Ozomulsion cure consumption?

A.—Ozomulsion builds up the tissues, imparts vigor, aids the natural resistance of the body, etc. (Goes into a long exploitation in the manner and style made familiar by patent pamphlets.)

Q.—But will it cure consumption?

A.—Well, without saying that it is a specific, etc. (Passes to an instructive, entertaining, and valuable disquisition on the symptoms and nature of tuberculosis.)

Q.—Yes, but will Ozomulsion cure consumption?

A.—We don't claim that it will cure consumption.

Q.—Does not this advertisement state that Ozomulsion will cure consumption? (Showing advertisement.)

A.—It seems so.

Q.—Will Ozomulsion cure consumption?

A.—In the early stages of the disease—

Q.—(interrupting)—Does the advertisement make any qualifications as to the stage of the disease?

A.—Not that I find.

Q.—Have you ever seen that advertisement before?

A.—Not to my knowledge.

Q.—Who wrote it?

A.—(by President Richardson)—I done that ad. myself.

Q.—Mr. Richardson, will Ozomulsion cure consumption?

A.—Sure; we got testimonials to prove it.

Q.—Have you ever investigated any of these testimonials?

Q.—(to Dr. Smith)—Dr. Smith, in view of the direct statement of your advertising, do you believe that Ozomulsion will cure consumption?

A.—Well, I believe in a great many cases it will.

### Health for Five Dollars

That is as far as Dr. Smith would go. I wonder what he would have said as to the Dr. T. A. Slocum side of the business. Dr. Slocum puts out a "Special Cure Offer" that will snatch you from the jaws of death, on the



blanket plan, for \$5, and guarantees the cure (or more medicine) for \$10. His scheme is so noble and broad-minded that I cannot refrain from detailing it. For \$5 you get

- 1 large bottle of Psychine,
- 1 large bottle of Ozomulsion,
- 1 large bottle of Coltsfoote Expectorant,
- 1 large tube of Ozojell,
- 3 boxes of Lazy Liver Pills,
- 3 Hot X-Ray Porous Plasters,

"which," says the certificate, "will, in a majority of cases, effect a permanent cure of the malady from which the invalid is now suffering." Whatever ails you—that's what Dr. T. A. Slocum cures. For \$10 you get almost twice the amount, plus the guarantee. Surely there is little left on earth, unless Dr. Slocum should issue a \$15 offer, to include funeral expenses and a tombstone.

The Slocum Consumption Cure proper consists of a gay-hued substance known as "Psychine." Psychine is about 16 per cent. alcohol, and has a dash of strychnin to give the patient his money's worth. Its alluring color is derived from cochineal. It is "an infallible and unfailing remedy for consumption." Ozomulsion is also a sure cure, if the literature is to be believed. To cure one's self twice of the same disease savors of reckless extravagance, but as "a perfect and permanent cure will be the inevitable consequence," perhaps it's worth the money. It would not do to charge Dr. T. A. Slocum with fraud, because he is, I suppose, as dead as Lydia E. Pinkham; but Mr. A. Frank Richardson is very much alive, and I trust it will be no surprise to him to see here stated that his Ozomulsion makes claims that it cannot support, that his Psychine is considerably worse, that his special cure offer is a bit of shameful quackery, and that his whole Slocum Consumption Cure is a fake and a fraud so ludicrous that its continued existence is a brilliant commentary on human credulousness.

Since the early '60's, and perhaps before, there has constantly been in the public prints one or another benefactor of the human race who wishes to bestow on suffering mankind, free of charge, a remedy which has snatched him from the brink of the grave. Such a one is Mr. W. A. Noyes, of Rochester, N. Y. To anyone who writes him he sends gratis a prescription which will surely cure consumption. But take this prescription to your druggist and you will fail to get it filled, for the simple reason that the ingenious Mr. Noyes has employed a pharmaceutical nomenclature peculiarly his own. If you wish to try the "Cannabis Sativa Remedy" (which is a mixture of hasheesh and other drugs) you must purchase it direct from the advertiser at a price which assures him an abnormal profit. As Mr. Noyes writes me proposing to give special treatment for my (supposed) case, depending on a diagnosis of sixty-seven questions, I fail to see why he is not liable for practicing medicine without a license.

### Piso Grows Cautious

Piso's Consumption Cure, extensively advertised a year or two ago, is apparently withdrawing from the field, so far as consumption goes, and the Piso people are now more modestly promising to cure coughs and colds. Old analyses give as the contents of Piso's Cure for Consumption, alcohol chloroform, opium and cannabis indica (hasheesh). In reply to an inquiry as to whether their remedy contains morphin and cannabis indica, the Piso Company replies: "Since the year 1872 Piso's Cure has contained no morphin or anything derived from opium." The question as to cannabis indica is not answered. Analysis shows that the "cure" contains chloroform, alcohol and apparently cannabis indica. It is therefore, another of the



remedies which cannot possibly cure consumption, but, on the contrary, tend by their poisonous and debilitating drugs to undermine the victim's stamina.

Peruna, Liquozone, Duffy's Malt Whiskey, Pierce's Golden Medical Discovery and the other "blanket" cures include tuberculosis in their lists, claiming great numbers of well-authenticated cures. From the imposing book published by the R. V. Pierce Company, of Buffalo, I took a number of testimonials for investigation; not a large number, for I found the consumption testimonial rather scarce. From fifteen letters I got results in nine cases. Seven of the letters were returned to me marked "unclaimed," of which one was marked "Name not in the directory," another "No such postoffice in the state" and a third "Deceased." The eighth man wrote that the Golden Medical Discovery had cured his cough and blood-spitting, adding: "It is the best lung medicine I ever used for lung trouble." The last man said he took twenty-five bottles and was cured! Two out of nine seems to me a suspiciously small percentage of traceable recoveries. Much stress has been laid by the Proprietary Association of America through its

NO 60273

MEDICAL LABORATORY OF DR. T. A. SLOCUM

**Special Cure Offer**

Upon Receipt of Five Dollars (\$5.00), I hereby agree to send direct from our Laboratory to \_\_\_\_\_ State of \_\_\_\_\_

one large bottle of *Psychine*, one large bottle of *Ogonism*, one large bottle of *Goldense Expectorant*, one large tube of *Ognell*, THREE boxes of *Larg Liver Pills*, and THREE *Hol X-Ray Throat Plaster*, which supply will in a majority of cases effect a permanent cure of the Malady from which the invalid is now suffering.

New York, \_\_\_\_\_ 1900

#### WHOLESALE CURING ON THE BLANKET PLAN.

A blanket cure from the "laboratory of Dr. T. A. Slocum."

press committee on the suit brought by R. V. Pierce against the *Ladies' Home Journal*, the implication being (although the suit has not yet been tried) that a reckless libeler of a noble and worthy business has been suitably punished. In the full appreciation of Dr. Pierce's attitude in the matter of libel, I wish to state that in so far as its claim of curing consumption is concerned his Golden Medical Discovery is an unqualified fraud.

One might suppose that the quacks would stop short of trying to deceive the medical profession in this matter, yet the "consumption cure" may be found disporting itself in the pages of the medical journals. For instance, I find this advertisement in several professional magazines:

"McArthur's Syrup of Hypophosphites has proved itself, time and time again, to be positively beneficial in this condition (tuberculosis) in the hands of prominent observers, clinicians and, what is more, practicing physicians, hundreds of whom have written their admiring encomiums in



its behalf, and it is the enthusiastic conviction of many that *its effect is truly specific.*" Which, translated into lay terms, means that the syrup will cure consumption. I find also in the medical press "a sure cure for dropsy," fortified with a picture worthy of Swamp-Root or Lydia Pinkham. Both of these are frauds in attempting to foster the idea that they will cure the disease, and they are none the less fraudulent for being advertised to the medical profession instead of to the laity.

Is there, then, no legitimate advertising of preparations useful in diseases such as tuberculosis? Very little, and that little mostly in the medical journals, exploiting products which tend to build up and strengthen the patient. There has recently appeared, however, one advertisement in the lay press which seems to me a legitimate attempt to push a nostrum. It is reproduced at the beginning of this article. Notice, first, the frank statement that there is no specific for consumption; second, that there is no

The collage consists of several overlapping newspaper advertisements. At the top left is 'I Can Cure Cancer' featuring a man in a suit. Next to it is 'RHEUMATISM' with a picture of a foot. In the center is a large 'CANCER IS CURABLE' ad with four portraits of men and the text 'A Quarter of a Century's Marvellous Success'. To its right is 'EPILEPTIC FITS' with a picture of a man. Further right is another 'CANCER CURED' ad featuring 'Mrs. Worley's' story. Below these are 'FITS CURED' with a portrait of a woman, 'DEAFNESS CURED' with a bottle of medicine, 'DROPSY', 'CONSUMPTION CATARRH CURED—FREE' with a picture of a person, 'HEART', and 'EPILEPSY'. On the bottom left is 'Shiloh's Consumption Cure'.

#### A FRAUD'S GALLERY

FROM TWO NEW YORK SUNDAY PAPERS OF A SINGLE DATE.

Every one of these advertisements represents a bunco game on the sick and suffering.

attempt to deceive the public into the belief that the emulsion will be helpful in all cases. Whether or not Scott's Emulsion is superior to other cod-liver oils is beside the present question. If all patent medicine "copy" were written in the same spirit of honesty as this, I should have been able to omit from this series all consideration of fraud, and devote my entire attention to the far less involved and difficult matter of poison. Unhappily, all of the Scott's Emulsion advertising is not up to this standard. In another newspaper I have seen an excerpt in which the Scott & Bowne Company come perilously near making, if they do not actually make, the claim that their emulsion is a cure, and furthermore make themselves



ridiculous by challenging comparison with another emulsion, suggesting a chemical test and offering, if their nostrum comes out second best, *to give to the institution making the experiment a supply of their oil free for a year*. This is like the German druggist who invented a heart-cure and offered two cases to anyone who could prove that it was injurious!

Consumption is not the only incurable disease in which there are good pickings for the birds of prey. In a recent issue of the *New York Sunday American-Journal* I find three cancer cures, one dropsy cure, one "heart-disease soon cured," three epilepsy cures and a "case of paralysis cured." Cancer yields to but one agency—the knife. Epilepsy is either the result of pressure on the brain or some obscure cerebral disease; medicine can never cure it. Heart disease is of many kinds, and a drug that may be helpful in relieving symptoms in one case might be fatal in another. The same is true of dropsy. Medical science knows no "cure" for paralysis. As space lacks to consider individually the nature of each nostrum separately, I list briefly, for the protection of those who read, a number of the most conspicuous swindles of this kind now being foisted on the public:

Rupert Wells' Radiatized Fluid, for cancer.

Miles' Heart Disease Cure.

Miles' Grand Dropsy Cure.

Dr. Tucker's Epilepsy Cure.

Dr. Grant's Epilepsy Cure.

W. H. May's Epilepsy Cure.

Dr. Kline's Epilepsy Cure.

Dr. W. O. Bye's Cancer Cure.

Mason's Cancer Cure.

Dr. Williams' Pink Pills for Pale People, which are advertised to cure paralysis and are a compound of green vitriol, starch and sugar.

Purchasers of these nostrums not only waste their money, but in many cases they throw away their only chance by delaying proper treatment until it is too late.

Properly, a "cure" known as Bioplasm belongs in this list, but so ingenious are its methods that it deserves some special attention. In some of the *New York papers* a brief advertisement, reading as follows, occupies a conspicuous position:

"After suffering for ten years the torture that only an ataxic can know, Mr. E. P. Burnham, of Delmar, N. Y., has been relieved of all pain and restored to health and strength, and the ability to resume his usual pursuits, by an easily obtained and inexpensive treatment which any druggist can furnish. To any fellow-sufferer who mails a self-addressed envelope Mr. Burnham sends free this prescription which cured him.—*Adv.*"

Now, people who give away something for nothing, and spend money advertising for a chance to do it, are as rare in the patent medicine business as out of it, and Delmar, N. Y., is not included in any map of Altruria that I have learned of. E. P. Burnham, therefore, seemed worth writing to. The answer came back promptly, inclosing the prescription and explaining the advertiser's purpose:

"My only motive in the notice which caught your attention is to help other sufferers. *You owe me nothing. I have nothing to sell.* When you are benefited, however, if you feel disposed and able to send me a contribution to assist me in making this great boon to our fellow-sufferers better known it will be thankfully received and used for that purpose."

I fear that Mr. Burnham doesn't make much money out of grateful correspondents who were cured of locomotor ataxia by his prescription, because



locomotor ataxia is absolutely and hopelessly incurable. Where Mr. Burnham gets his reward, I fancy, is from the Bioplasm Company, of 100 William street, New York, whose patent medicine is prescribed for me. I should like to believe that his "only motive is to help other sufferers," but as I find, on investigation, that the advertising agents who handle the "Burnham" account are the Bioplasm Company's agents, I am regretfully compelled to believe that Mr. Burnham, instead of being of the tribe of the Good Samaritan, is probably an immediate relative of Ananias. The Bioplasm Company also proposes to cure consumption, and is worthy of a conspicuous place in the Frauds' Gallery of Nostrums.

Even the skin of the Ethiop is not exempt from the attention of the quacks. A colored correspondent writes, asking that I "give a paragraph to these frauds who cater to the vanity of those of my race who insult their Creator in attempting to change their color and hair," and incloses a typical advertisement of "Lustorene," which "straightens kinky, nappy, curly hair," and of "Lustorone Face Bleach," which "whitens the darkest skin" and will "bring the skin to any desired shade or color." Nothing could better illustrate to what ridiculous lengths the nostrum fraud will go. Of course, the Lustorone business is fraudulent. Some time since a Virginia concern, which advertised to turn negroes white, was suppressed by the Postoffice Department, which might well turn its attention to Lustorone Face Bleach.

There are being exploited in this country to-day more than 100 cures for diseases that are absolutely beyond the reach of drugs. They are owned by men who know them to be swindles, and who in private conversation will almost always evade the direct statement that their nostrums will "cure" consumption, epilepsy, heart disease and ailments of that nature. Many of them "guarantee" their remedies. They will return your money if you aren't satisfied. And they can afford to. They take the lightest of risks. The real risk is all on the other side. It is their few pennies per bottle against your life. Were the facile patter by which they lure to the bargain a menace to the pocketbook alone, one might regard them only as ordinary followers of light finance, might imagine them fleching their gain with the confidential, half-brazen, half-ashamed leer of the thimblerrigger. But the matter goes further and deeper. Every man who trades in this market, whether he pockets the profits of the maker, the purveyor or the advertiser, takes toll of blood. He may not deceive himself here, for here the patent medicine is nakedest, most cold-hearted. Relentless greed sets the trap and death is partner in the enterprise.



## THE FUNDAMENTAL FAKES

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Advertising and testimonials are respectively the aggressive and defensive forces of the Great American Fraud. Without the columns of the newspapers and magazines wherein to exploit themselves, a great majority of the patent medicines would peacefully and blessedly fade out of existence. Nearly all the world of publications is open to the swindler, the exceptions being the high-class magazines and a very few independent spirited newspapers. The strongholds of the fraud are dailies, great and small, the cheap weeklies and the religious press. According to the estimate of a prominent advertising firm, above 90 per cent. of the earning capacity of the prominent nostrums is represented by their advertising. And all this advertising is based on the well-proven theory of the public's pitiable ignorance and gullibility in the vitally important matter of health.

Study the medicine advertising in your morning paper, and you will find yourself in a veritable goblin-realm of fakery, peopled with monstrous myths. Here is an amulet in the form of an electric belt, warranted to restore youth and vigor to the senile; yonder a magic ring or mysterious inhaler, or a bewitched foot-plaster which will draw the pangs of rheumatism from the tortured body "or your money back"; and again some beneficent wizard in St. Louis promises with a secret philtre to charm away deadly cancer, while in the next column a firm of magi in Denver proposes confidently to exorcise the demon of incurable consumption without ever seeing the patient. Is it credible that a supposedly civilized nation should accept such stuff as gospel? Yet these exploitations cited above, while they are extreme, differ only in degree from nearly all patent-medicine advertising. Ponce de Leon, groping toward that dim fountain whence youth springs eternal, might believe that he had found his goal in the Peruna factory, the Liquozone "laboratory" or the Vitæ-Ore plant; his thousands of descendants in this century of enlightenment painfully drag themselves along poisoned trails, following a will-o'-the-wisp that dances above the open graves.

### Newspaper Accomplices

If there is no limit to the gullibility of the public on the one hand, there is apparently none to the cupidity of the newspapers on the other. As the Proprietary Association of America is constantly setting forth in veiled warnings, the press takes an enormous profit from patent-medicine advertising. Mr. Hearst's papers alone reap a harvest of more than half a million dollars per annum from this source. The *Chicago Tribune*, which treats nostrum advertising in a spirit of independence, and sometimes with scant courtesy, still receives more than \$80,000 a year in medical patronage. Many of the lesser journals actually live on patent medicines. What wonder that they are considerate of these profitable customers! Pin a newspaper owner down to the issue of fraud in the matter, and he will take refuge in the plea that his advertisers and not himself are responsible for what appears in the advertising columns. *Caveat emptor* is the implied superscription above this department. The more shame to those publica-



tions which prostitute their news and editorial departments to their greed. Here are two samples, one from the *Cleveland Plain-Dealer*, the other from a temperance weekly:

## CURES CATARRH AND ASTHMA

### Foreign Specialists Give Reasons For Marvelous Success of New Remedy, Ascatco

VIENNA, Sept. 9.—The astonishing success of the Ascatco treatment for catarrh, asthma and bronchitis is wholly attributed to its marvelous action on the mucous membranes, and having no disturbing influence on other organs of the body.

It is claimed by European savants, from whom this remedy emanated, that five hundred drops will cure permanently even the most obstinate cases. The dose is small and pleasant to take, being only seven drops twice daily. The Austrian dispensary, 32 West Twenty Fifth Street, New York, N. Y., will send a trial treatment of Ascatco free by mail to all sufferers who have not tested the wonderful curative powers of the specific.

### THE AMERICAN ISSUE, AN ADVOCATE OF CHRISTIAN PATRIOTISM

OFFICIAL ORGAN OF THE ANTI-SALOON LEAGUE,  
COLUMBUS, OHIO.

Paul said: "Prove all things; hold fast that which is good." Vita-Ore has been before the American people for three decades and is still growing in popularity.

They have proven and hold fast to it. Read about it on last page. You can test and prove it without a penny risk.

### Green Goods "Cable News"

The "Ascatco" advertisement, which the *Plain-Dealer* prints as a cable-gram, without any distinguishing mark to designate it as an advertisement, of course, emanates from the office of the nostrum, and is a fraud, as the *Plain Dealer* well knew when it accepted payment, and became partner to the swindle by deceiving its readers. The Vita-Ore "editorial" appears



by virtue of a full-page advertisement of this extraordinary fake in the same issue.

Whether, because church-going people are more trusting, and therefore more easily befooled than others, or from some more obscure reason, many of the religious papers fairly reek with patent-medicine fakes. Take, for instance, the *Christian Endeavor World*, which is the undenominational organ of a large, powerful and useful organization, unselfishly working toward the betterment of society. A subscriber who recently complained of certain advertisements received the following reply from the business manager of the publication:

"DEAR SIR: Your letter of the 4th comes to me for reply. Appreciating the good spirit in which you write, let me assure you that, to the best of our knowledge and belief, we are not publishing any fraudulent or unworthy medicine advertising. We decline every year thousand of dollars' worth of patent-medicine advertising that we think is either fraudulent or misleading. You would be surprised, very likely, if you could know of the people of high intelligence and good character who are benefited by these medicines. We have taken a great deal of pains to make particular inquiries of our subscribers with respect to this question, and a very large percentage of them are devoted to one or more well-known patent medicines, and regard them as household remedies. Trusting that you will be able to understand that we are acting according to our best and sincerest judgment, I remain, yours very truly,

"THE GOLDEN RULE COMPANY,  
"George W. Coleman, Business Manager."

Running through half a dozen recent issues of the *Christian Endeavor World*, I find nineteen medical advertisements of, at best, dubious nature. Assuming that the business management of the *Christian Endeavor World* represents normal intelligence, I would like to ask whether it accepts the statement that a pair of "magic foot drafts" applied to the bottom of the feet will cure any and every kind of rheumatism in any part of the body? Further, if the advertising department is genuinely interested in declining "fraudulent or misleading" copy, I would call their attention to the ridiculous claims of Dr. Shoop's medicines, which "cure" almost every disease: to two hair removers, one an "Indian Secret," the other an "accidental discovery," both either fakes or dangerous; to the lying claims of Hall's Catarrh Cure, that it is "a positive cure for catarrh" in all its stages; to "Syrup of Figs," which is not a fig syrup, but a preparation of senna; to Dr. Kilmer's Swamp-Root, of which the principal medicinal constituent is alcohol; and, finally, to Dr. Bye's Oil Cure for cancer, a particularly cruel swindle on unfortunates suffering from an incurable malady. All of these, with other matter, which for the sake of decency I do not care to detail in these columns, appear in recent issues of the *Christian Endeavor World*, and are respectfully submitted to its management and its readers.

### Quackery and Religion

The *Baptist Watchman* of Oct. 12, 1905, prints an editorial defending the principle of patent medicines. It would be interesting to know whether the back page of the number has any connection with the editorial. This page is given up to an illustrated advertisement of Vita-Ore, one of the boldest fakes in the whole Frauds' Gallery. Vita-Ore claims to be a mineral mined from "an extinct mineral spring," and to contain free iron, free sulphur and free magnesium. It contains no free iron, no free sulphur, and no free magnesium. It announces itself as "a certain and never-failing cure" for rheumatism and Bright's disease, dropsy, blood poisoning, nervous prostration and general debility, among other maladies. Whether it is, as asserted, mined from an extinct spring or bucketed from a



sewer, has no bearing on its utterly fraudulent character. There is no "certain and never failing cure" for the diseases in its list, and when the *Baptist Watchman* sells itself to such an exploitation it becomes partner to a swindle not only on the pockets of its readers, but on their health as well. In the same issue I find "Piso's Cure for Consumption," "Bye's Cancer Cure," "Mrs. M. Summer's Female Remedy," "Winslow's Soothing Syrup," and "Juven Pills," somewhat disguised here, but in other mediums openly a sexual-weakness "remedy."

A correspondent sends me clippings from *The Christian Century*, leading off with an interesting editorial entitled "Our Advertisers," from which I quote in part:

"We take pleasure in calling the attention of our readers to the high grade of advertising which *The Christian Century* commands. We shall continue to advertise only such companies as we know to be thoroughly reliable. During the past year we have refused thousands of dollars' worth of advertising which other religious journals are running, but which is rated 'objectionable' by the better class of periodicals. Compare our advertising columns with the columns of any other purely religious journals, and let us know what you think of the character of our advertising patrons."

Whether the opinion of a non-subscriber will interest *The Christian Century* I have no means of knowing, but I will venture it. My opinion is that a considerable proportion of its advertisements are such as any right-minded and intelligent publisher should be ashamed to print, and that if its readers accept its indorsement of the advertising columns they will have a very heavy indictment to bring against it. Three "cancer cures," a dangerous "heart cure," a charlatan eye doctor, Piso's Consumption Cure, Dr. Shoop's Rheumatism Cure and Liquozone make up a pretty fair "Frauds' Gallery" for the delectation of *The Christian Century's* readers.

As a convincing argument, many nostrums guarantee, not a cure, as they would have the public believe, but a reimbursement if the medicine is unsatisfactory. Liquozone does this, and faithfully carries out its agreement. Electro-gen, a new "germicide," which has stolen Liquozone's advertising scheme almost word for word, also promises this. Dr. Shoop's agreement is so worded that the unsatisfied customer is likely to have considerable trouble in getting his money back. Other concerns send their "remedies" free on trial among these being the ludicrous "magic foot drafts" referred to above. At first thought it would seem that only a cure would bring profit to the makers. But the fact is that most diseases tend to cure themselves by natural means, and the delighted and deluded patient, ascribing the relief to the "remedy," which really has nothing to do with it, sends on his grateful dollar. Where the money is already paid, most people are too inert to undertake the effort of getting it back. It is the easy American way of accepting a swindle as a sort of joke, which makes for the nostrum readers ready profits.

### Safe Rewards

Then there is the "reward for proof" that the proprietary will not perform the wonders advertised. The Liquozone Company offer \$1,000, I believe, for any germ that Liquozone will not kill. This is a pretty safe offer, because there are no restrictions as to the manner in which the unfortunate germ might be maltreated. If the matter came to an issue, the defendants might put their bacillus in the Liquozone bottle and freeze him solid. If that didn't end him, they could boil the ice and save their money,



as thus far no germ has been discovered which can survive the process of being made into soup. Nearly all of the Hall Catarrh Cure advertisements offer a reward of \$100 for any case of catarrh which the nostrum fails to cure. It isn't enough, though one hundred times that amount might be worth while; for who doubts that Mr. F. J. Cheney, inventor of the "red clause," would fight for his cure through every court, exhausting the prospective \$100 reward of his opponent in the first round? How hollow the "guarantee" pretence is, is shown by a clever scheme devised by Radam, the quack, years ago, when Shreveport was stricken with yellow fever. Knowing that his offer could not be accepted, he proposed to the United States Government that he should eradicate the epidemic by destroying all the germs with Radam's Microbe Killer, offering to deposit \$10,000 as a guarantee. Of course, the Government declined on the ground that it had no power to accept such an offer. Meantime, Radam got a lot of free advertising, and his fortune was made.

No little stress is laid on "personal advice" by the patent-medicine companies. This may be, according to the statements of the firm, from their physician or from some special expert. As a matter of fact, it is almost invariably furnished by a \$10-a-week typewriter, following out one of a number of "form" letters prepared in bulk for the "personal-inquiry" dupes. Such is the Lydia E. Pinkham method. The Pinkham Company writes me that it is entirely innocent of any intent to deceive people into believing that Lydia E. Pinkham is still alive, and that it has published in several cases statements regarding her demise. It is true that a number of years ago a newspaper forced the Pinkham concern into a defensive admission of Lydia E. Pinkham's death, but since then the main purpose of the Pinkham advertising has been to befool the feminine public into believing that their letters go to a woman—who died nearly twenty years ago of one of the diseases, it is said, which her remedy claims to cure.

### The Immortal Mrs. Pinkham

True, the newspaper appeal is always "Write to Mrs. Pinkham," and this is technically a saving clause, as there is a Mrs. Pinkham, widow of the son of Lydia E. Pinkham. What sense of shame she might be supposed to suffer in the perpetration of an obvious and public fraud is presumably salved by the large profits of the business. The great majority of the gulls who "write to Mrs. Pinkham" suppose themselves to be addressing Lydia E. Pinkham, and their letters are not even answered by the present proprietor of the name, but by a corps of hurried clerks and typewriters.

You get the same results when you write to Dr. Hartman, of Peruna, for personal guidance. Dr. Hartman himself told me that he took no active part now in the conduct of the Peruna Company. If he sees the letters addressed to him at all, it is by chance. "Dr. Kilmer," of Swamp-Root fame, wants you to write to him about your kidneys. There is no Dr. Kilmer in the Swamp-Root concern, and has not been for many years. Dr. T. A. Slocum, who writes you so earnestly and piously about taking care of your consumption in time, is a myth. The whole "personal medical advice" business is managed by rote, and the letter that you get "special to your case" has been printed and signed before your inquiry ever reached the shark who gets your money.

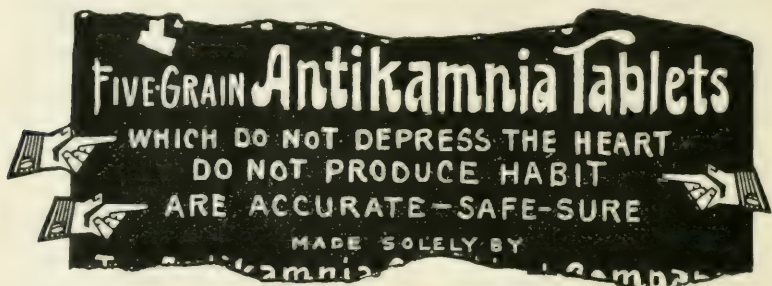
An increasingly common pitfall is the letter in the newspapers from some sufferer who has been saved from disease and wants you to write and get the prescription free. A conspicuous instance of this is "A Notre Dame Lady's Appeal" to sufferers from rheumatism and also from female trouble. "Mrs. Summers," of Notre Dame, Ill., whose picture in the papers represents a fat Sister of Charity, with the wan, uneasy expression of one who



feels that her dinner isn't digesting properly, may be a real lady, but I suspect she wears a full beard and talks in a bass voice, because my letter of inquiry to her was answered by the patent medicine firm of Vanderhoof & Co., who inclosed some sample tablets and wanted to sell me more. There are many others of this class. It is safe to assume that every advertising altruist who pretends to give out free prescriptions is really a quack medicine firm in disguise.

One instance of bad faith to which the nostrum patron renders himself liable: It is asserted that these letters of inquiry in the patent-medicine field are regarded as private. "All correspondence held strictly private and sacredly confidential," advertises Dr. R. V. Pierce, of the Golden Medical Discovery, etc. A Chicago firm of letter brokers offers to send me 50,000 Dr. Pierce order blanks at \$2 a thousand for thirty days; or I can get terms on Ozomulsion, Theodore Noel (Vita-Ore), Dr. Stevens' Nervous Debility Cure, Cactus Cure, women's regulators, etc.

With advertisements in the medical journals the public is concerned only indirectly, it is true, but none the less vitally. Only doctors read these exploitations, but if they accept certain of them and treat their patients on the strength of the mendacious statements it is at the peril of the patients.



Photographic reproduction of part of an Antikamnia advertisement in a medical journal. The "fists" were inserted before the advertisement was photographed. They direct attention to five distinct and separate lies.

Take, for instance, the Antikamnia advertising which appears in most of the high-class medical journals, and which includes the following statements:

"DO NOT DEPRESS THE HEART."

"DO NOT PRODUCE HABIT."

"ARE ACCURATE—SAFE—SURE."

These three lines, reproduced as they occur in the medical journals, contain five distinct and separate lies—a triumph of condensed mendacity unequalled, so far as I know, in the "cure all" class.

For an instructive parallel here are two claims made by Duffy's Malt Whiskey, one taken from a medical journal, and hence "ethical," the other transcribed from a daily paper, and therefore to be condemned by all medical men. Puzzle: Which is the ethical and which the unethical advertisement?

"It is the only cure and preventative [*sic*] of consumption, pneumonia, grip, bronchitis, coughs, malaria, low fevers and all wasting, weakening, diseased conditions."

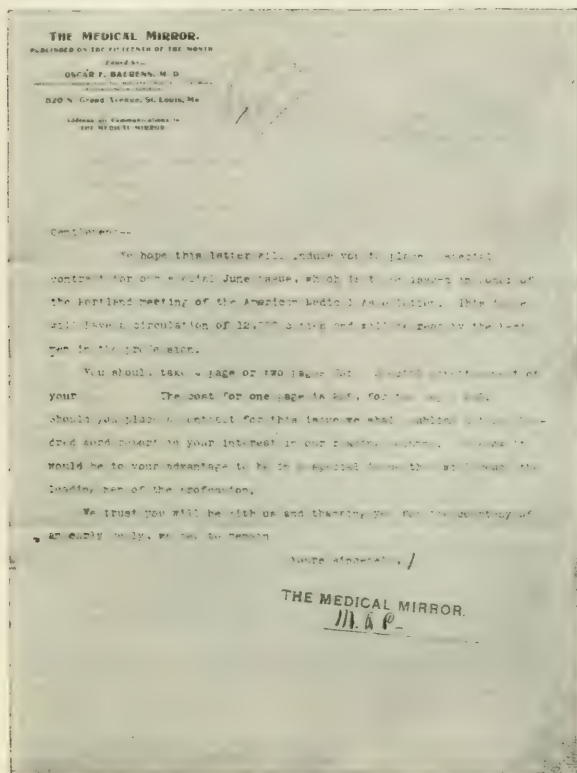
"Cures general debility, overwork, la grippe, colds, bronchitis, consumption, malaria, dyspepsia, depression, exhaustion and weakness from whatever cause."



All the high-class medical publications accept the advertising of "McArthur's Syrup of Hypophosphites," which uses the following statement: "It is the enthusiastic conviction of many (physicians) that its effect is truly specific." That looks to me suspiciously like a "consumption cure" shrewdly expressed in pseudo-ethical terms.

### The Germicide Family

Zymoticine, if one may believe various medical publications, "will prevent microbe proliferation in the blood streams, and acts as an efficient



### MEDICAL JOURNALISTIC ETHICS.

A frank proposition to sell a nostrum favorable editorial mention.

eliminator of those germs and their toxins which are already present." Translating this from its technical language, I am forced to the conviction that Zymoticine is half-brother to Liquezone, and if the latter is illegitimate at least both are children of Beelzebub, father of all frauds.

Again, I find exploited to the medical profession, through its own organs, a "sure cure for dropsy." "Hygeia presents her latest discovery."



declares the advertisement, and fortifies the statement with a picture worthy of Swamp-Root or Lydia Pinkham. Every intelligent physician knows that there is no sure cure for dropsy. The alternative implication is that the advertiser hopes to get his profits by deluding the unintelligent of the profession, and that the publications which print his advertisement are willing to hire themselves out to the swindle.

In one respect some of the medical journals are far below the average of the newspapers, and on a par with the worst of the "religious" journals. They offer their reading space for sale. Here is an extract from a letter from the *Medical Mirror* to a well-known "ethical firm":

"Should you place a contract for this issue we shall publish a 300-word report in your interest in our reading columns."

Many other magazines of this class print advertisements as original reading matter calculated to deceive their subscribers.

Back of all patent medicine advertising stands the testimonial. Produce proofs that any nostrum cannot in its nature perform the wonders that it boasts, and its retort is to wave aloft its careful horde of letters and cry:

"We rest on the evidence of those we have cured."

The crux of the matter lies in the last word. Are the writers of those letters really cured? What is the value of these testimonials? Are they genuine? Are they honest? Are they, in their nature and from their source, entitled to such weight as would convince a reasonable mind?

Three distinct types suggest themselves: The word of grateful acknowledgment from a private citizen, couched in such terms as to be readily available for advertising purposes: the encomium from some person in public life, and the misspelled, illiterate epistle which is from its nature so unconvincing that it never gets into print, and which outnumbers the other two classes a hundred to one. First of all, most nostrums make a point of the mass of evidence. Thousands of testimonials, they declare, just as valuable for their purposes as those they print, are in their files. This is not true. I have taken for analysis, as a fair sample, the "World's Dispensary Medical Book," published by the proprietors of Pierce's Favorite Prescription, the Golden Medical Discovery, Pleasant Pellets, the Pierce Hospital, etc. As the dispensers of several nostrums, and because of their long career in the business, this firm should be able to show as large a collection of favorable letters as any proprietary concern.

### Overworked Testimonials

In their book, judiciously scattered, I find twenty-six letters twice printed, four letters thrice printed, and two letters produced four times. Yet the compilers of the book "have to regret" (editorially) that they can "find room only for this comparatively small number in this volume." Why repeat those they have if this is true? If enthusiastic indorsements poured in on the patent medicine people, the Duffy's Malt Whiskey advertising management would hardly be driven to purchasing its letters from the very aged and from disreputable ministers of the gospel. If all the communications were as convincing as those published, the Peruna Company would not have to employ an agent to secure publishable letters, nor the Liquezone Company indorse across the face of a letter from a Mrs. Benjamin Charteris: "Can change as we see fit." Many, in fact, I believe I may say almost all, of the newspaper-exploited testimonials are obtained at an expense to the firm. Agents are employed to secure them. This costs



money. Druggists get a discount for forwarding letters from their customers. This costs money. Persons willing to have their picture printed get a dozen photographs for themselves. This costs money. Letters of inquiry answered by givers of testimonials bring a price—25 cents per letter, usually. Here is a document sent out periodically by the Peruna Company to keep in line its "unsolicited" beneficiaries:

"As you are aware, we have your testimonial to our remedy. It has been some time since we have heard from you, and so we thought best to make



**THE PERUNA DRUG MANUFACTURING CO.,**  
COLUMBUS, OHIO, U.S.A.

As you are aware, we have your testimonial to our remedy. It has been some time since we have heard from you, and so we thought best to make inquiry as to your present state of health, and whether you still occasionally make use of Peruna.

We also want to make quite sure that we have your present address correctly, and that you are making favorable answers to such letters of inquiry which your testimonial may occasion. Remember that we allow 25 cents for each letter of inquiry. You have only to send the letter you receive, together with a copy of your reply to the same, and we will forward you 25 cents for each such pair of letters.

We hope you are still a friend of Peruna, and that our continued use of your testimonial will be agreeable to you. We are inclosing stamped envelope for reply.

Very sincerely yours,  
THE PERUNA DRUG MANUFACTURING CO.,  
Per Carr.

H. T.

#### PERUNA'S WAY OF PURCHASING TESTIMONIALS.

inquiry as to your present state of health and whether you still occasionally make use of Peruna. We also want to make sure that we have your present street address correctly, and that you are making favorable answers to such letters of inquiry which your testimonial may occasion. Remember that we allow 25 cents for each letter of inquiry. You have only to send the letter you receive, together with a copy of your reply to the same, and we will forward you 25 cents for each pair of letters.

"We hope you are still a friend of Peruna and that our continued use of your testimonial will be agreeable to you. We are inclosing stamped envelope for reply.

Very sincerely yours,

"THE PERUNA DRUG MANUFACTURING COMPANY,

"Per Carr."



## Collecting Testimonials

And here is an account of another typical method of collecting this sort of material, the writer being a young New Orleans man, who answered an advertisement in a local paper, offering profitable special work to a newspaper man with spare time:

"I found the advertiser to be a woman, the coarseness of whose features was only equaled by the vulgarity of her manners and speech, and whose self-assertiveness was in proportion to her bulk. She proposed that I set about securing testimonials to the excellent qualities of Peruna, which she pronounced 'Pay-Runa,' for which I was to receive a fee of \$5 to \$10, according to the prominence of 'the guy' from whom I obtained it. This I declined flatly. She then inquired whether or not I was a member of any social organizations or clubs in the city, and receiving a positive answer she offered me \$3 for a testimonial, including the statement that Pay-Runa had been used by the members of the Southern Athletic Club with good effects, and raised it to \$5 before I left.

"This female exhibited to me what purported to be a letter of introduction from ex-Governor Hogg, of Texas, 'To whom it may concern,' and among other interesting documents sheets of letterpaper signed in blank by happy users of Pay-Runa, which she was to fill out to suit herself.

"Upon my asking her what her business was before she undertook the Pay-Runa work, she became very angry. Now, when a female is both very large and very angry, the best thing for a small, thin young man to do is to leave her to her thoughts and the expression thereof. I did it."

Testimonials obtained in this way are, in a sense, genuine; that is, the nostrum firm has documentary evidence that they were given; but it is hardly necessary to state that they are not honest. Often the handling of the material is very careless, as in the case of Doan's Kidney Pills, which ran an advertisement in a Southern city embodying a letter from a resident of that city who had been dead nearly a year. Cause of death, kidney disease.

In a former article I have touched on the matter of testimonials from public men. These are obtained through special agents, through hangers-on of the newspaper business who wheedle them out of congressmen or senators, and sometimes through agencies which make a specialty of that business. A certain Washington firm made a "blanket offer" to a nostrum company of a \$100 joblot of testimonials, consisting of one De Wolf Hopper, one Sarah Bernhardt, and six "statesmen," one of them a United States senator. Whether they had Mr. Hopper and Mme. Bernhardt under agreement or were simply dealing in futures I am unable to say, but the offer was made in business-like fashion. And the "divine Sarah" at least seems to be an easy subject for patent medicines, as her letters to them are by no means rare. Congressmen are notoriously easy to get, and senators are by no means beyond range. There are several men now in the United States Senate who have, at one time or another, prostituted their names to the uses of fraud medicines, which they do not use and of which they know nothing. Naval officers seem to be easy marks. Within a few weeks a retired admiral of our navy has besmirched himself and his service by acting as pictorial sales agent for Peruna. If one carefully considers the "testimonials" of this class it will appear that few of the writers state that they have ever tried the nostrum. We may put down the "public



man's" indorsement, then, as genuine (documentarily), but not honest. Certainly it can bear no weight with an intelligent reader.

Almost as eagerly sought for as this class of letter is the medical indorsement. Medical testimony exploiting any medicine advertised in the lay press withers under investigation. In the Liquozone article of this series I showed how medical evidence is itself "doctored." This was an extreme instance, for Liquozone, under its original administration, exhibited less conscience in its methods than any of its competitors that I have encountered. Where the testimony itself is not distorted, it is obtained under false pretences or it comes from men of no standing in the profession. Some time ago Duffy's Malt Whiskey sent out an agent to get testimonials from hospitals. He got them. How he got them is told in a letter from the physician in charge of a prominent Pennsylvania institution:

### A Duffy Testimonial

"A very nice appearing man called here one day and sent in his card, bearing the name of Dr. Blank (I can't recall the name, but wish I could), a graduate of Vermont University. He was as smooth an article as I have even been up against, and I have met a good many. He at once got down to business and began to talk of the hospitals he had visited, mentioning physicians whom I knew either personally or by reputation. He then brought out a lot of documents for me to peruse, all of which were bona fide affairs, from the various institutions, signed by the various physicians or resident physicians, setting forth the merits or use of 'Duffy's Malt Whiskey.' He asked if I had ever used it. I said yes, but very little, and was at the time using some, a fact, as I was sampling what he handed me. He then placed about a dozen small bottles, holding possibly two ounces, on the table, and said I should keep it, and he would send me two quarts free for use here as soon as he got back.

"He next asked me if I would give him a testimonial regarding Duffy's Whiskey. I said I did not do such things, as it was against my principles to do so. 'But this is not for publication,' he said. I replied that I had used but little of it, and found it only the same as any other whiskey. He then asked if I was satisfied with the results as far as I had used it. I replied that I was. He then asked me to state that much, and I very foolishly said I would, on condition that it was not to be used as an advertisement, and he assured me it would not be used. I then, in a few words, said that 'I (or we) have used and are using Duffy's Malt Whiskey, and are satisfied with the results,' signing my name to the same. He left here, and what was my surprise to receive later on a booklet in which was my testimonial and many others, with cuts of hospitals ranging along with people who had reached 100 years by use of the whiskey, while seemingly all ailments save ringbone and spavin were being cured by this wonderful beverage. I was provoked, but was paid as I deserved for allowing a smooth tongue to deceive me. Duffy's Malt Whiskey has never been inside this place since that day and never will be while I have any voice to prevent it. The total amount used at the time and before was less than half a gallon."

This hospital is still used as a reference by the Duffy people.

Many of the ordinary testimonials which come unsolicited to the extensively advertised nostrums in great numbers are both genuine and honest. What of their value as evidence?

Some years ago, so goes a story familiar in the drug trade, the general agent for a large jobbing house declared that he could put out an article



possessing not the slightest remedial or stimulant properties, and by advertising it skillfully so persuade people of its virtues that it would receive unlimited testimonials to the cure of any disease for which he might choose to exploit it. Challenged to a bet, he became a proprietary owner. Within a year he had won his wager with a collection of certified "cures" ranging from anemia to pneumonia. Moreover, he found his venture so profitable that he pushed it to the extent of thousands of dollars of profits. His "remedy" was nothing but sugar. I have heard "Kaskine" mentioned as the "cure" in the case. It answers the requirements, or did answer them at that time, according to an analysis by the Massachusetts State Board of Health, which shows that its purchasers had been paying \$1 an ounce for pure granulated sugar. Whether "Kaskine" was indeed the subject of this picturesque bet, or whether it was some other harmless fraud, is immaterial to the point, which is that where the disease cures itself, as nearly all diseases do, the medicine gets the benefit of this *via medicatrix natura*—the natural corrective force which makes for normal health in every human organism. Obviously, the sugar testimonials cannot be regarded as very weighty evidence.

### Testimonials for a Magic Ring

There is being advertised now a finger ring which by the mere wearing cures any form of rheumatism. The maker of that ring has genuine letters from people who believe that they have been cured by it. Would anyone other than a believer in witchcraft accept those statements? Yet they are just as "genuine" as the bulk of patent medicine letters and written in as good faith. A very small proportion of the gratuitous indorsements get into the newspapers, because, as I have said, they do not lend themselves well to advertising purposes. I have looked over the originals of hundreds of such letters, and more than 90 per cent. of them—that is a very conservative estimate—are from illiterate and obviously ignorant people. Even those few that can be used are rendered suitable for publication only by careful editing. The geographical distribution is suggestive. Out of 100 specimens selected at random from the Pierce testimonial book, eighty-seven are from small, remote hamlets, whose very names are unfamiliar to the average man of intelligence. Only five are from cities of more than 50,000 inhabitants. Now, Garden City, Kas.; North Yamhill, Ore.; Theresa, Jefferson County, N. Y.; Parkland, Ky., and Forest Hill, W. Va., may produce an excellent brand of Americanism, but one does not look for a very high average of intelligence in such communities. Is it only a coincidence that the mountain districts of Kentucky, West Virginia and Tennessee, recognized as being the least civilized parts of the country, should furnish a number of testimonials, not only to Pierce, but to Peruna, Paine's Celery Compound and other brands, out of all proportion to their population?

Secure as is the present control of the Proprietary Association over the newspapers, there is one point in which I believe almost any journal may be made to feel the force of public opinion, and that is the matter of common decency. Newspapers pride themselves on preserving a respectable moral standard in their news columns, and it would require no great pressure on the part of the reading public (which is surely immediately interested) to extend this standard to the advertising columns. I am referring now not only to the unclean sexual, venereal and abortion advertisements which deface the columns of a majority of papers, but also to the exploitation of several prominent proprietaries.



Recently a prominent Chicago physician was dining *en famille* with a friend who is the publisher of a rather important paper in a Western city. The publisher was boasting that he had so established the editorial and news policy of his paper that every line of it could be read without shame in the presence of any adult gathering.

"Never anything gets in," he declared, "that I couldn't read at this table before my wife, son and daughter."

The visitor, a militant member of his profession, snuffed battle from afar. "Have the morning's issue brought," he said. Turning to the second page he began on Swift's *Sure Specific*, which was headed in large black type with the engaging caption, "Vile, Contagious Blood Poison." Before he had gone far the 19-year-old daughter of the family, obedient to a glance from the mother, had gone to answer the opportune ring at the telephone, and the publisher had grown very red in the face.

"I didn't mean the advertisements," he said.

"I did," said the visitor, curtly, and passed on to one of the extremely intimate, confidential and highly corporeal letters to the ghost of Lydia E. Pinkham, which are a constant ornament of the press. The publisher's son interrupted:

"I don't believe that was written for me to hear," he observed. "I'm too young—only 25, you know. Call me when you're through. I'll be out looking at the moon."

Relentlessly the physician turned the sheet and began on one of the Chattanooga Medical Company's physiological editorials, entitled "What Men Like in a Girl." For loathsome and gratuitous indecency, for leering appeal to their basest passions, this advertisement and the others of the *Wine of Cardui* series sound the depths. The hostess lasted through the second paragraph, when she fled, gasping.

### The Readers Can Regulate Their Papers' Advertising Columns

"Now," said the physician to his host, "what do you think of yourself?"

The publisher found no answer, but thereafter his paper was put under a censorship of advertising. Many dailies refuse such "copy" as this of *Wine of Cardui*. And here, I believe, is an opportunity for the entering wedge. If every subscriber to a newspaper who is interested in keeping his home free from contamination would protest and keep on protesting against advertising foulness of this nature, the medical advertiser would soon be restricted to the same limits of decency which other classes of merchandise accept as a matter of course, for the average newspaper publisher is quite sensitive to criticism from his readers. A recent instance came under my own notice in the case of the Auburn (N. Y.) *Citizen*, which bought out an old-established daily, taking over the contracts, among which was a large amount of low-class patent medicine advertising. The new proprietor, a man of high personal standards, assured his friends that no objectionable matter would be permitted in his columns. Shortly after the establishment of the new paper there appeared an advertisement of *Juven Pills*, referred to above. Protests from a number of subscribers followed. Investigation showed that a so-called "reputable" patent medicine firm had inserted this disgraceful paragraph under their contract. Further insertions of the offending matter were refused and the Hood Company meekly accepted the situation. Another central New York daily, the *Utica Press*, rejects such



"copy" as seems to the manager indecent, and I have yet to hear of the paper's being sued for breach of contract. No perpetrator of unclean advertising can afford to go into court on this ground, because he knows that his matter is indefensible.

Our national quality of commercial shrewdness fails us when we go into the open market to purchase relief from suffering. The average American, when he sets out to buy a horse, or a house, or a box of cigars, is a model of caution. Show him testimonials from any number of prominent citizens and he would simply scoff. He will, perhaps, take the word of his life-long friend, or of the pastor of his church, but only after mature thought, fortified by personal investigation. Now observe the same citizen seeking to buy the most precious of all possessions, sound health. Anybody's word is good enough for him here. An admiral whose puerile vanity has betrayed him into a testimonial; an obliging and conscienceless senator; a grateful idiot from some remote hamlet; a renegade doctor or a silly woman who gets a bonus of a dozen photographs for her letter—any of these are sufficient to lure the hopeful patient to the purchase. He wouldn't buy a second-hand bicycle on the affidavit of any of them, but he will give up his dollar and take his chance of poison on a mere newspaper statement which he doesn't even investigate. Every intelligent newspaper publisher knows that the testimonials which he publishes are as deceptive as the advertising claims are false. Yet he salves his conscience with the fallacy that the moral responsibility is on the advertiser and the testimonial-giver. So it is, but the newspaper shares it. When an aroused public sentiment shall make our public men ashamed to lend themselves to this charlatanny, and shall enforce on the profession of journalism those standards of decency in the field of medical advertising which apply to other advertisers, the Proprietary Association of America will face a crisis more perilous than any threatened legislation. For printers' ink is the very life-blood of the noxious trade. Take from the nostrum vendors the means by which they influence the millions, and there will pass to the limbo of pricked bubbles a fraud whose flagrancy and impudence are of minor import compared to the cold-hearted greed with which it grinds out its profits from the sufferings of duped and eternally hopeful ignorance.



# QUACKS AND QUACKERY

## THE SURE-CURE SCHOOL

No peril in the whole range of human pathology need have any terrors for the man who can believe the medical advertisements in the newspapers. For every ill there is a "sure cure" provided, in print. Dr. This is as confident of removing your cancer without the use of the knife as Dr. That is of eradicating your consumption by his marvelous new discovery, or Dr. Otherone of rehabilitating your kidneys, which the regular profession has given up as a hopeless job.

The more deadly the disease the more blatantly certain is the quack that he alone can save you, and in extreme cases, where he has failed to get there earlier, he may even raise you from your coffin and restore you to your astonished and admiring friends. Such things have happened—in the advertising columns of the newspapers—and pitiful gropers after relief from suffering believe that they may happen again, otherwise charlatany would cease to spread its daily cure.

Advertising furnishes the surest diagnosis of quackery. Any doctor, institution or medical concern which promises to cure disease, either in a public advertisement or in a circular or letter is, in its own type, branded "quack," and the man who wastes his money and his health on such is the Foolkiller's ablest assistant.

If there is one disease more than another where quackery means death to the patient, it is tuberculosis. For, taken early, consumption may be cured, not by medicine, indeed, but by regulated diet, open air, and sunlight. Yet the aim of the consumption quack is either to draw patients to his "sanatorium," often in a crowded city, where they will live under unhealthful conditions, or to treat them by some "special" method, usually a stimulant medicine, which excites the hopes while it undermines the stamina of the victim. There is good money for the crooked doctor in tubercular diseases, because the patient usually dies slowly, willing to the end to give up his last dollar for any promise of life. A distinguished citizen of Cincinnati amassed a large fortune from his understanding of the financial possibilities of tuberculosis. Dr. Thomas W. Graydon is now dead, but you wouldn't know it from the circular of his Alpha Medical Institute, which survives him. This institute continues to send out Dr. Graydon's literature promising to cure consumption by the Andral Broca method, which is a combination of worthless inhalation with worse than worthless medicines. The patient is encouraged to diagnose his own case, and this valuable hint is pressed on him: "Shortness of breath on making any unusual exertion . . . is a serious warning that the lungs are affected."

### Even the Laboratories Are Fakes

That is, if a man unaccustomed to exercise should rush up fourteen flights of stairs, three steps at a leap, and should then discover that his breathing was somewhat labored, his proper course would be to rush hastily down again and write to Dr. Graydon for help. On this principle it seemed to me the Alpha Medical Institute would require large and commodious quarters in which to transact its extensive business, and I was not



surprised to note in its pamphlet the picture of a fine office building bearing its sign. A visit to the given address in Cincinnati, however, revealed no such edifice as adorns the pamphlet's pages. On the site where it should have stood was a row of dingy houses, of distinctly funereal aspect. In one of these, designated as "office," I was received by a "manager" who seemed unaccountably perturbed at my visit. He was reluctant to give his name, or the name of any of the "consulting physicians." He couldn't tell me anything about the "Andral Broca method," whence it got its name or what it meant. He couldn't cite a single instance in support of the claim that the Graydon method "has been generally accepted and adopted by the leading medical authorities, and by the medical profession as a whole."



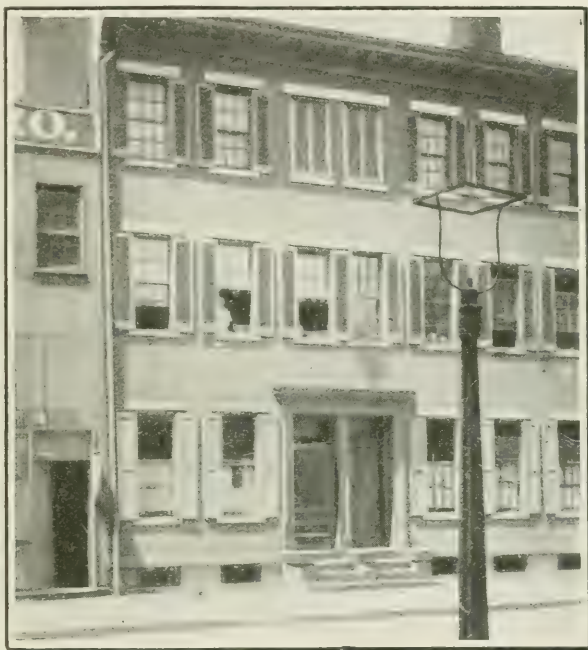
FAKE HOME OF A FAKE MEDICINE.

This picture is taken from the Alpha Medical Institute's booklet, which asserts that this is their headquarters at 316, 318, 320, and 322 East 6th St., Cincinnati, Ohio. The photograph on page 71 shows the house at 316 and 318 East 6th St., in that City.

His one argument was that he could produce testimonials, and his one plea, that the Institute ought not to be "pounded," as it was going out of business in a few months, anyway. This means that the field is exhausted; that, as invariably will happen, the accumulated force of experience, proving the Alpha Medical Institute to be a fraud, has finally overcome the counter-force of its advertising. Probably its proprietors (I understand that Dr. Graydon's sons have got rid of the business as a baneful influence upon their social aspirations) will presently start up under some other name.



New York has had a flourishing concern of this kind, the Koch Consumption Cure, with branches in the principal cities of the country, some of which still survive. Reuben N. Mayfield was the presiding genius of this hopeful scheme. Untrammelled by any meager considerations of the law, he copyrighted the famous Koch's picture for his own use, forged a document or two, and was doing famously when the County Medical Society descended upon him and he hastened to parts unknown to avoid forcible removal to a large sanatorium for the treatment of moral ailments at Sing Sing. The "Secretary" of his outfit, P. L. Anderson, is now running an X-ray Consumption Cure swindle at 50 West Twenty-Second Street, New York. "Koch Institutes" still flourish in other cities.



Actual appearance of the buildings at 316-318 East 6th St., Cincinnati, where the Alpha Medical Institute's "laboratory" is supposed to stand.

Somewhat on the Koch concern order is a scheme conducted by "Dr." Derk P. Yonkerman at Kalamazoo, Mich. "Dr." Yonkerman is one of those altruists who take "a personal interest in your case." He advertises a two-hundred-page free medical book on consumption, which will prove to the dissatisfaction of any reasonable person that he's got it. The reader is urged to fill out a symptom blank, in reply to which he gets a letter from John Adam May, M.D., "consulting physician" and "specialist in tuberculosis," diagnosing that disease, and advising the use of Tuberculozyne (Yonkerman's remedy) at once. This letter, of course, is a form letter. I tested John Adam May, M.D., by sending him a list of symptoms that even a quack could hardly have regarded as possibly



indicating tuberculosis, if he had considered them; but John Adam hadn't the wit to see the patent trap, and walked in by advising me that "your symptoms indicate the presence of the poisonous toxins generated by the consumption germ." "Tuberculozine" is one of those vicious morphin

**Good News.**

**D M BYE, The Originator.**

**FROM THE**  
**Dr. D. M. BYE**  
**Combination Oil Cure Company.**  
**FOR CANCER AND OTHER MALIGNANT DISEASES.**

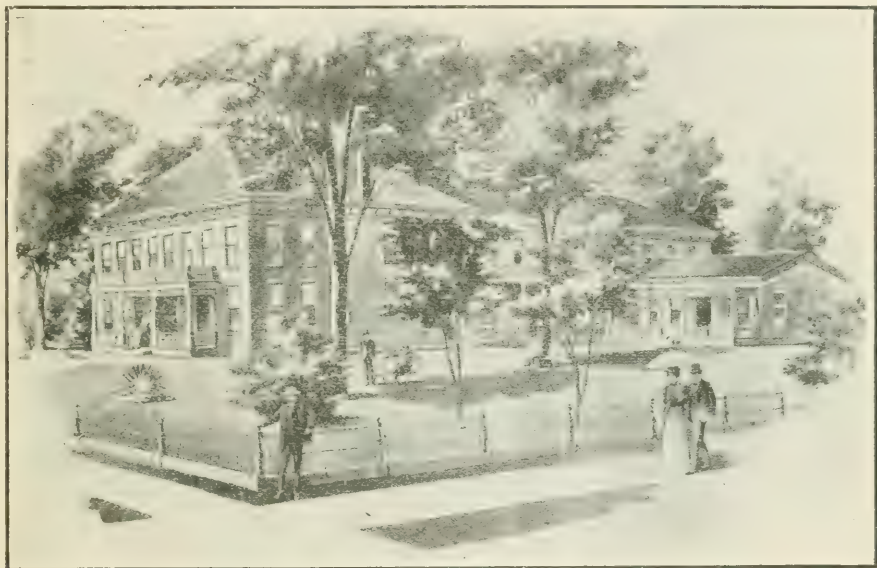
**FATHER AND FOUNDER OF A FAMILY OF QUACKS**

concoctions which dull the patient's perceptions, render him insensible of the augmented progress of the disease, and keep him the unconscious and profitable slave of the dispenser until death puts an end to the gruesome farce.



The Woman's Mutual Benefit Company, of Joliet, Ill., has a scheme for swindling consumptives that works pretty well. It maintains women agents in various towns who personally canvass the sick. To the pastor of an Iola (Kan.) church I am indebted for an illuminating instance of the company's methods:

"A very poor man with a wife and two children is dying of consumption here. The doctors have said he will live about two months. The local agent of this 'medicine company' went to see him and aroused his hope of recovery by telling him of the wonders this stuff will do. A lodge to which he belongs raised about \$10 to pay for one month's treatment. He is now weaker than ever. About a week ago he sent for me, and I, thinking the end was at hand, hurried to him. He wanted to get \$12 from me to buy more Phosphozone! I sent for the agent and told her to treat the



Dr. B. F. Bye's "down-town" office and laboratory, as represented in his booklets, surrounded by broad lawns and shade trees—which exists in Dr. Bye's mind only.

man on the basis of the guarantee on the label, and that if any physician of standing pronounced him cured, I would pay the bill. Needless to say, she wanted the money first."

#### Consumption Cure Frauds

The man is since dead, and his family is penniless. "Phosphozone" is guaranteed by the Woman's Mutual Benefit Company to cure consumption. Being a practically inert mixture of creosote and sugar, it will cure consumption just as it "cured" the poor dupe in Iola. It is a fake, pure and simple.

Mechanical devices and new "discoveries" for curing consumption abound. The Cabinar Institute of New York City advertises a Finsen-ray



treatment which is no more the real Finsen ray than is a tallow-candle, being merely an ordinary electric light passed through blue glass. There are "X-ray" and Violet-ray "cures," atomizers, vaporizers, the Bensonizer treatment, which is admitted to some supposedly particular magazines, the Condor Inhalation, and other specious devices for the relief of consumptives. The only thing they actually relieve any consumptive of is money. One and all, they are impotent to cure. Equally to be shunned are the concerns which exploit private medicines, such as the Lung Germiné Company of Jackson, Mich., and the Sacco Institute, which "cures" hemorrhage in twenty-four hours by a combination of South African herbs. One rule can be set down for the whole field of tuberculosis remedies; every advertisement of a consumption cure cloaks a swindle.



THE QUACKS CAN NOT HELP LYING, EVEN ABOUT SELF-EVIDENT FACTS.

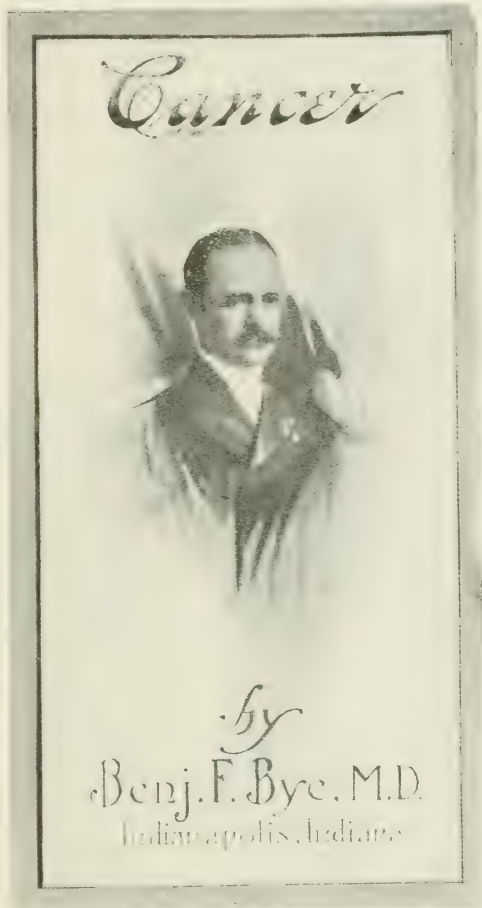
Dr. B. F. Bye's office as it actually is at 301 North Illinois Street, Indianapolis. The brick building in the rear is a hotel, in no way connected with Dr. Bye's establishment.

### The Cancer Vampire

The same is true of cancer cures. In this department of quackery the Bye family is pre-eminent. The family practice has split, owing to business differences, the father and one son conducting separate and rival establishments in Indianapolis and the two other sons operating from Kansas City. The fountain-head of the Bye fakery is D. M. Bye, president of the Dr. D. M. Bye Combination Oil Cure Company of Indianapolis. What kind of a "doctor" "Dr." Bye is, I do not know, but he is not an M.D. Perhaps he is a D.D. He has founded a little church in Indianapolis with the money extracted from his dupes, a type of financial penance made familiar by men of more conspicuous standing in the world. Dr.



Bye slavers with piety in his "literature." "Surely God's blessing attends the oil cure." "We ask the prayers of God's people that we may keep humble, meek and lowly in heart like Jesus would have us. So we pray." After which this Uriah Heep of the quack business turns to and swindles the credulous patients who are misled by his religious pretenses, contributing a tithe of the blood-money to his private church. Quite



#### A CHIP OF THE OLD BLOCK.

The youngest Bye sends out letters to his patients warning them against quackery in the cancer cure business.

frequently I heard in Indianapolis that whatever might be said of "Dr." Bye's business, he was "such a good man, and so unassuming; runs that church at his own expense." Truly it pays Uriah to be 'umble and pious.

It is against the Bye principle to use the knife. Such is the inference from the advertising. "The knife, even in the hands of the most skilled



operators, proves as deadly as the disease." What would be the advantage of undergoing surgical operation, anyway, when "our treatment gives universal satisfaction," and is declared to meet with "almost universal success?"

"Almost universal success" is rather an elastic term, if one may credit Dr. L. T. Leach, the present manager of the "Dr." D. M. Bye Company. Dr. Leach, apparently forgetful of his advertising, frankly stated to me that the Bye treatment cured about 10 per cent. of the cases of genuine, malignant cancer, and he wished to exclude from this sarcoma, one of the commonest and the most deadly form, on the ground that it was not cancer at all! Asked to reconcile his 90 per cent. of cases lost with his claim of "almost universal success," he found no answer. "We do as well as anybody can do," he said.

Even if this were so—and I leave to the reader's judgment young Dr. Leach's implied claim of equality with the most eminent surgeons in the country—the fact remains that the Dr. D. M. Bye Combination Oil treatment is built on charlatanry, since, by the admission of its manager, it performs at most only a small percentage of what it promises. As for the surgeon's knife, the knife which "proves as deadly as the disease," etc., it is habitually used in the Bye establishment. This, on the explicit admission of Dr. Leach.

### From Bye to Bye

Across the street from the Dr. D. M. Bye offices is the "down-town office and laboratory" of Dr. B. F. Bye. In the circulars this is pictured as a large and commodious brick building, standing far back in an imposing shaded yard. The picture is purely imaginary. So is that of the doctor's "Sanatorium" in the same pamphlet. The B. F. Bye outfit is ensconced in a shabby wooden house close to the street, and the "office and laboratory" are little more imposing inside than outside. The younger Bye makes the preposterous claim of 82 per cent. of "complete recoveries." His "remedy" consists of a sort of paste of clay, glycerin, salicylic acid and oil of wintergreen; a mixture of cathartics for internal use; a vaseline preparation; and the oil itself, which is ordinary commercial cottonseed oil with an infusion of vegetable matter, probably hyoscyamus. And with this combination he proposes to remove cancer and cure the condition that causes it! His treatment wouldn't remove a wart or cure a mosquito bite.

Dr. B. F. Bye's correspondence is replete with unconscious humor; *vide* this sample from his "hurry-up" form-letter: "When I pause and consider the amount of quackery and humbuggery practiced all over the country, it is not difficult to understand why the afflicted hesitate to accept new treatment, no matter how logical it may be."

He belongs to most of the fake medical organizations in the country, whose diplomas (purchased) he proudly displays on his walls. The remaining two members of this estimable clan do a "soothing, balmy oil" business, under the title "The Dr. Bye Company, Kansas City." They make the same ridiculous claims, and, from the bulk of their advertising, would seem to be prospering beyond the other branches at present.

Another quack family with a cancer branch is the Kilmer family of Binghamton, N. Y. Kilmer's Swamp Root, one of the most blatant of the "patent-medicine" swindles, was devised by Dr. S. Andral Kilmer, who sold out years ago (although Swamp Root dupes are still urged to write him), and is now proprietor of a "CanCeriorium," and an itinerant charlatan. "Cancer's First Conqueror" is his modest description of himself. He



"itinerates" through the large towns and small cities of New York State, advertising like Barnum's circus. Free consultation, remedies at \$3 a week, and treatment at \$2 a week, constitute his traveling plan. At his CanCeriorium at Binghamton, N. Y., the charges are higher. A campus caretaker at Hamilton College, afflicted with facial cancer, went to Dr. Kilmer's CanCeriorium on a fund raised for him among the undergraduates, who did not know of the nature of the institution. He was provided with all the liquor he could drink, evidently with a view to keeping him drugged, until Kilmer had extracted \$800 from him, when the progress of his disease was so marked that he became frightened and left, going to a reputable surgeon, who at once operated. He is now back at work. This man kept track of seven of the CanCeriorium patients whom he came to know well, of whom, so he tells me, five died and the other two are apparently going the same way. Dr. S. Andral Kilmer represents an old, picturesque and fast-disappearing tribe of bunco-artists, and when his side-whiskers disappear from the pages of the small city dailies, those publications will be the less amusing, though the more respectable for the loss.

### An Ananias of Quackdom

Much more up to date in his methods is Dr. G. M. Curry of Lebanon, Ohio. I don't want to overrate Dr. Curry in his own department of human activity, but he seems to me, on the whole, one of the most eminent all-around liars I have encountered anywhere in Quackdom. According to his own statements, Dr. Curry has discovered not only the germ of cancer, but also a sure cure for it. Any kind of cancer is easy for him. "Worst cases cured in twenty days. To use other treatment simply invites death." Thus his advertising, which seems hardly fair to his fellow-fakers.

The fact is, of course, that Dr. Curry cannot cure cancer, and he knows that he cannot. He has not found and identified "the real cancer organism," as he claims, and his statement to this effect is a deliberate falsehood.

He exploits himself as a member of the Ohio and Kentucky State Medical Societies, which he is not, and Surgeon for the Inter-Urban Railway Company of Cincinnati, which writes me that he is not in their employ; also examining physician for the New York Mutual Life Insurance Company, the Massachusetts Mutual Life Insurance Company, the Prudential Life Insurance Company, and other similar organizations. His commission with the latter company was terminated in 1897, the New York Mutual got rid of him as soon as the nature of his business became known to them, and the Massachusetts Mutual informs me that he hasn't done any work for them for nearly ten years. One of his principal advertised connections, however, is sound; he is a pension examiner for the United States Government, and makes use of the prestige attaching to his office for the furtherance of his disreputable business. In his enterprise he has the support of Lebanon's "best citizens," including County Treasurer Lewis, Sheriff Gallaher, Recorder Spence, Auditor Stillwell, Judge O'Neill, Attorneys Wright and Runyan, Bankers Wood and Eulass, and several other prominent inhabitants.

Hear their pronouncement:

"Dr. Curry is no quack. His remedy is no fake. Both are entitled to the fullest confidence of cancer sufferers, and Lebanon is proud of his success."

To controvert such a galaxy of expert testimony as this is risky. Yet, on the strength of Dr. Curry's own testimony in letter and advertisement, I will adventure it. Dr. Curry is a quack. His remedy is a fake. And the highly respectable citizens who bolster it are, giving them the benefit of the doubt, the dupes of an arrant swindler.



I can do no more than mention, by way of warning, a scoundrel who endeavors to frighten women into taking his treatment by advertising in the papers, "In woman's breast any lump is cancer." He calls himself S. R. Chamlee, M.D., Ph.S., and conducts his business from St. Louis. "Dr."



G. M. CURRY, M. D.

Member of State Medical Societies of Ohio  
and Kentucky;

United States Pension Examiner;

Surgeon for the Inter-Urban Railway and  
Terminal Co., of Cincinnati, O.;

Examining Physician for  
The Royal Arcanum, New York Mutual,  
Washington Life, Massachusetts Mutual  
and Prudential Insurance Companies;

Ex-Health Officer of Lebanon, Ohio, etc., etc.

#### A STRONGLY INDORSED QUACK.

Of the ten statements which Dr. Curry prints under his picture, three are true, one other is probably true, and the remaining six are lies.

Ohliger of Toledo is also a faker to beware of. He is something of a ghoul, too, since he uses the name of the late President Harper of Chicago University as a case that could have been saved by his treatment.



### The Ascatco Lie

In one of the "patent-medicine" articles I touched briefly on a product known as Ascatco. Properly Ascatco belongs to the domain of quackery, since it is not sold, like "patent medicine," through the drug stores, but is "dispensed" from the Austrian Dispensary, on West Twenty-Fifth Street, New York City. It makes claim to being a sure cure for catarrh and asthma, and its newspaper advertising, which is all of the "paid reading matter" variety, masquerading as telegraphic or cable news, exploits it as an Austrian product, the discovery of distinguished savants, endorsed by leading European scientists and by the United States Consular reports. One Leonard Hill is the presiding genius of the Austrian Dispensary. He wished to exhibit to me an extensive collection of testimonials, but did not wish to answer certain questions regarding the nature of Ascatco. Here are some of the points on which he declined to enlighten me: Whereabouts in Austria Ascatco is made? by whom it is made? what European savants endorse it? whence emanate the "cablegrams" as to its virtues, printed in the newspapers and paid for by the Ascatco company? As he would not answer my queries I must do my best to answer them myself. Ascatco is not made in Austria; it is made in this country to the order of the Ascatco company. Its "cablegrams" are manufactured by the company. It is not endorsed by any European savants. As to consular support of the stuff, the only available consular report on it (to the use of which it is perfectly welcome) is a statement made, on the authority of two of the leading official pharmacists of Austria, by Mr. McFarland, American Consul at Reichenberg, Austria:

"Both [official pharmacists] state that 'Ascatco' is not an Austrian product, does not appear on any official list, is not on sale in Austria, and is by name or otherwise utterly unknown."

The product itself is a strong solution of arsenious oxid, one twenty-fifth of a grain to a seven-drop dose, and is by no means a safe thing for an uninstructed layman to experiment on himself with. My visit to the Austrian Dispensary opened up a minor and quite unexpected vista of quackery. From time to time a curious little publication calling itself the "National Advertiser" has been indulging in "canned editorial" arguments, attacking *Collier's* for its "patent-medicine" articles, and upholding the Proprietary Association's interests. In my innocence I had supposed that the little magazine was merely defending the principle of fraudulent advertising for the sake of its own profits. How directly these were involved I discovered only when I found that the "National Advertiser" is issued from the top floor of the Ascatco building, by one of the "Ascatco" Hills, and is practically an Ascatco concern.

### Minor Quackery

The kidney cures are a large and growing class; conspicuous among them are the Pape Company of Cincinnati; Dr. Irving S. Mott of the same city, who used the name of the Harvard Medical School, which he has never seen, against its protest, until the magazines and newspapers being warned, refused his advertisements; the Church Kidney Cure crowd, the Fulton Company of San Francisco, and many others make unfulfillable promises to cure Bright's disease and diabetes. This type of enterprise, at its worst (and it is equally typical, in its general workings, of all quack institutions), is well described by a young physician who took employment in a "kidney-cure" concern, but "got disgusted and quit," to use his own phrase, and is now a reputable practitioner in a southern city. Driven by necessity, shortly after graduating from a medical college of



standing, he became "case taker" (alleged diagnostician) in one branch of the St. John's Medical Institute, which operated bunco factories in Baltimore, St. Paul and Kansas City.

"I remember the 'great laboratory,'" he writes, "where the remedies were prepared in lots labeled 1, 2, 3, 4 up to 72, and the great case taker (myself) made the diagnoses in the front office and prescribed 1, 2, or 3, as required for the case. These valuable remedies cost 1 cent each bottle, except 72, which cost 2 cents. In no case must the cost of treatment be more than 10 cents per month per patient. On one occasion the genius who got up our advertising had failed to get from the engraver some fierce uric-acid crystal illustrations to fit the story of how they ground through tissues, tearing up heart, lung, kidneys, etc. In reality the pictures were borrowed from a publisher of school-books, and were not uric-acid crystals at all, but *starfish*."

### Motto: "Keep 'em Sick!"

When the St. John's Medical Institute changed hands (transferring its patients to the new management as one of the chief assets) the "case-taker" left and took a position with the Copeland Medical Institute of Des Moines, Iowa (which pretends to cure nearly everything), where to quote his own words, "the office girl made the diagnoses and the laboratory was presided over by an expert chemist at \$7 per week, who was a graduate from the Chamberlain Remedy Company, where he had taken a course in bundle-wrapping."

"Under our treatment," he writes, "there were hopeless incurables who had given up a fee every month for periods varying from one month to eight years in one case. The policy was, when you couldn't keep the sucker under treatment any longer, to tease a testimonial out of him by some means. Well, we were a sweet bunch of philanthropists, and our motto was, 'A cured patient pays no fee. Keep 'em sick!' which was done by 'suggestion' for longer or shorter periods. Over 30,000 people were treated from this office."

This gives a fair notion of the class of service furnished by the medical outlaws.

### The Viavi Fraud

Various publications, lecturers, renegade physicians, hospitals and institutes batten parasitically on the vested interests of quackery. A fake concern called the Viavi Company, which preys on impressionable women, has organized an elaborate "lecture bureau," mostly women and clergymen, to spread its doctrines, the chief of which is that every woman has something wrong with her, and that whatever it is, Viavi preparations alone will cure it. A Chicago woman, who received an invitation to one of these lectures, through a friend, lays bare the whole "game" in a few sentences:

"After the lady lecturer finished her course, it became evident to me that there was *no one* present who was exempt from the need of 'Viavi,' from the actions and words of the lecturer, and also, I am sorry to say, from the words of the ladies."

The same old "skin game": get your victim to worrying and she'll buy your medicine. "Viavi Hygiene," of course, is based on the fallacy of diagnosing and treating by mail.

Two alleged publications have for some time been making a living as special agents of quackery. One, the *New York Health Journal*, has lately quit the field, by reason of the death of its "editor." It got out a number whenever enough quacks and fraud medicines could be found to



pay for its editorial space. It had no real existence as a magazine, and its "professional contributors" were myths. Anything was grist to its mill: it even printed solemn editorial endorsements of such roaring farces as Liquozone and Vita Ore. The *United States Health Reports* belongs to this same category. It, of course, is a fake imitation of the "United

# Herald of Health

DEVOTED TO THE INTERESTS OF SUFFERING HUMANITY

Dr. Bye Combination Oil Cure

FOR THE TREATMENT OF  
Cancer, Tumor, Catarrh, Piles, Fistula,  
AND ALL FORMS OF  
SKIN AND WOMB DISEASES  
Kansas City, MO.

FRONT PAGE OF FAKE CURE PUBLICATION.

States Public Health Reports," published by the United States Public Health and Marine-Hospital Service, which would very much like to lay hands on the proprietors of the scheme. They sell "official commendations" to beer, patent foods, quack medicines or anything else that will buy.



Just how to list certain medical journals, which profess to uphold the standards of the medical profession, and yet more or less openly defend mendaciously advertised nostrums, is difficult to determine; they seem entitled to a niche somewhere in the Quack Hall of Fame. Certainly such a publication as the *St. Louis Medical and Surgical Journal*, which is run openly as a defender of "patent medicines," performing the unsavory work of the Proprietary Association with the Proprietary Association's approved methods of falsehood and fraud, leaves no doubt as to its nature. No intelligent man defends quackery under a misapprehension, and when A. H. Ohmann-Dumesnil, A.M., M.D., acting under the order of the Anti-Kamnia fraud factory, deliberately prostitutes his editorial pages to the purposes of the nostrum trader, he becomes, at the best, an accomplice of quackery. For his wages, see his advertising columns. The owners of the *Western Druggist*, a Proprietary Association organ, also controlled the *Medical Standard*, which, less openly, is a nostrum-defending publication under the pretense of an ethical attitude. To the medical profession the handling of such journals as these may safely be left: the deception has already worn transparently thin.

Medical directories can be so conducted as to take a profit of quackery. Galen, Gonsier & Company go about getting doctors to subscribe to state rosters. They have left a sore crowd of regulars in Ohio, for, after listing all the respectable members of the profession, they included in their list of "Cincinnati Specialists" all the notorious quacks in the city, and sold their advertising pages to "Cancer Cure" Curry and "Dr." Annie Florein, whose hospital is most widely, if not most favorably, known as an abortion resort. "Dr." Annie has been at least once convicted for illegal practice. The Suffolk Hospital and Dispensary of Boston has already been mentioned as living largely from the sale of donated "patented medicines," for which it pays in testimonials. St. Luke's Hospital, at Niles, Mich., has an equally ingenious scheme; it sells diplomas to quack doctors. Most of those whom I have visited have its parchment framed on their walls, notwithstanding that the institution has passed out of existence, its two founders being at present fugitives from justice.

I had thought to have finished with Peruna in the "patent-medicine" series, but as the Peruna Company labors under the delusion that it has been harshly treated, and floods me with correspondence, claiming that its testimonials will bear the severest scrutiny, I revert to them long enough to show their support by a quack doctor who apparently makes a business of selling indorsements. Several months ago, a picture of one, Dr. Patrick F. Maley, in the attitude of making an affidavit endorsing the "wonderful remedy," Peruna, appeared conspicuously in the papers. The accompanying matter recited Dr. Maley's record; graduate of a regular medical college, Army and Navy surgeon, ex-alderman of Cincinnati, ex-coroner of Hamilton County, and ex-pension examiner. (And, by the way, if the Pension Bureau will go over its list of examiners, it will, I believe, find opportunities to improve its personnel by a little judicious "muck-raking.") What the Peruna Company did *not* state was that their eminent medical endorser is an ex-convict, having served a year in the Dayton jail for embezzling a pension fund from a helpless old soldier. The evidence was readily available had any effort been made to investigate Dr. Maley's record. Dragging forth an old crime into the light of day to blight an ex-convict's career is a measure which I should not employ but for the fact that Dr. Maley is to day in an enterprise as fraudulent, if not as criminal, as thievery, the selling of testimonials to "patent-medicine" companies, for not in the



Peruna list alone do I find his name. He endorses Juniper 'tar and other fakes. I cannot prove that the Peruna Company paid him for his picture and affidavit; but will anyone, knowing his past record and his present occupation of providing this kind of matter, believe that he presented this valuable evidence to Dr. Hartman's "booze," free? Quite a number of physicians eke out their incomes by this disgraceful method. Most of them are themselves quack practitioners, or ignorant backwoods graduates of some medical night school; a few are abortionists.

How shall the public protect itself against quackery? A few very simple rules, while not all-embracing, will pretty thoroughly cover the field. Any physician who advertises a positive cure for any diseases, who issues nostrum testimonials, who sells his services to a secret remedy, or who diagnoses and treats by mail patients whom he has never seen, is a quack. Any institution which publishes other than in a medical journal, testimonials or endorsements, is a quack institution. Any publication, medical or otherwise, which editorially or otherwise endorses secret or dishonest remedies or methods of cure, is a quack publication. Shut your eyes to the medical columns of the newspapers, and you will save yourself many forebodings and symptoms. Printer's ink, when it spells out a doctor's promise to cure, is one of the subtlest and most dangerous of poisons.



## THE MIRACLE WORKERS

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Popular credulity moves in waves. Now it takes financial form, and some 620 per-cent. Miller buys himself a suit of striped clothing, government pattern, with his profits. Again, religious fervor is its fuel, and "Francis Truth," fortified with press-agent and advertising man, passes across the field of public notice like a meteor, and, like a meteor, vanishes into the darkness. Just at present the public is much concerned with its individual health, a condition which has bred innumerable parasites of the "healer" type. Profiting by the general hypochondriacal tendency, for which the profession of medical advertising in the newspapers is largely responsible, and employing a curious pseudo science of their own devising, these charlatans are conducting a sort of magic saturnalia of healing.

### Family Resemblance of the Fakes

What is true of one of this class is true of all the "doctors," "healers," "medical institutes," "homes of science," and various fresh-coined "opaths," which advertise to cure diseases by "special knowledge," "marvelous inventions," "startling discoveries in the realm of science," or "miraculous powers." Their schemes are, essentially, the same. One and all, they are frauds, operating by a shrewd and cunningly developed system, in which the sole essential of success is to bait the hook so as to attract the human gudgeon. Once he has nibbled, he's the charlatan's fish. Lucky, indeed, may he count himself if he come off depleted in purse alone, and not in his chances of cure or of life.

Once on a time—this is a recognized and proper form for beginning a tale of magic—there was born a young wizard named Isham. In the natural course of growth he reached that point in life where he desired to turn his wizardry to financial account. Less ingenious representatives of his ilk take to side-shows on country circuits, and either "eat 'em alive" or become the Beautiful Mlle. Astralette, Seer and Prophetess, according to sex and inclination. Isham had a soul above canvas. He has yearned for something permanent and high-sounding; so he devised "Humanity Baking Powder," which, by a complicated scheme too long for detail here, was not only to raise the human race to heights hitherto undreamed of, but was even to extend their thoughts to the stars by means of a mighty telescope to be established from the dividends. The "Humanity Baking Powder" advertising was a thing to thrill the soul; but the sodden and materialistic American mind (feminine) declined to respond with that spontaneity which was expected, so Isham dropped the scheme and came East to settle in that spot where, as every bunco man in this country knows, the Permanent Convention of Jays and Come-ons is always in session—New York City. Isham's device for alienating the Innocents of New York from their money was the "California Waters of Life." These waters flow from a spring near San Diego, Cal., having come a long way to reach that spot, since they are, so Isham assures me, the identical waters which gushed from the Scriptural rock when Moses smote it.

"How do you know that they are?" I inquired when this interesting statement was made to me.

"How do you know they aren't?" demanded the Wizard triumphantly, and while I was dazedly feeling for some means wherewith to cope with this resilient brand of logic, he continued with an argument too profound for me to grasp in detail. The gist of it seemed to be, however, that all the waters of the earth, being in constant motion, eventually find their



way to all parts of the earth, and that his spring was just as likely to be the Mosaic article as any other; a process of reasoning which I cheerfully leave to persons fond of dialectics. Whatever the source of the waters, Isham, in the course of time, came out with huge advertisements in the New York papers, in which he exploited himself and his spring about equally, declaring that he had a scheme for abolishing poverty and suffer-



RUPERT WELLS, M.D.  
A prop of the religious journals.

ing, that he had been in personal consultation with the Deity about it, and, further, that the Isham spring water would cure rheumatism in seven days, cancer in thirty days, Bright's disease and diabetes in thirty days, would stop hair from falling out in three days, and would grow a luxuriant hirsute crop on the most sterile cranium. When San Francisco was destroyed, the thrifty Isham, eager to make capital out of calamity, rushed into print with the following head-lines:



## OUT OF THE AWFUL EARTHQUAKE ZONE.

ANSWERING THE AVALANCHE OF ANXIOUS INQUIRIES ABOUT ISHAM SPRING,  
CALIFORNIA.

Then followed the curative claims. When I called on Isham in his office in the Flatiron Building, New York City, to ask about the cancer cases, he loaded me down with testimonials of various kinds, most of which, however, related to thin hair, or to indeterminate ailments, ranging from indigestion, through supposed kidney trouble, to a bump on the spine sustained in a trolley accident. To investigate all that he produced in the way of testimonials (most of them obviously not worth investigation, as seriously supporting his claims) would have taken weeks, perhaps months.

A few interested me because they suggested technical knowledge on the part of the patient. One of these was a "Professor" Fogg, by whom Isham seemed to set great store.

"What is he Professor of?" I asked.

"Well, I don't exactly know," said Isham, hesitatingly. "He calls himself Professor."

"Suppose I look him up at the Broadway address given in the advertisement."

"You wouldn't be likely to find him," was the hasty response. "He only gets his mail there. He lives somewhere in Long Island City."

Another name he gave me was that of a very prominent and high-standing New York physician. This physician, in reply to my query, stated that he had taken two cases of the waters for rheumatism, and had experienced not the slightest benefit. If Isham desires a testimonial to this effect, I dare say he can get it for the asking. Fifteen or twenty fairly prominent Philadelphia business men and financiers appear on the Isham list of names "used by permission." Several of these were asked whether they believed that Isham was divinely inspired, that his "Waters of Life" were the identical waters that gushed from the smitten rock of Moses, and that the waters would cure cancer in thirty days. All these statements having been publicly used by the Wizard to push the sale of his product.

### Isham's Medicine Makes Good Ice-Water

Some of the recipients of my inquiry became alarmed, and sent the letter to Isham. Those who replied answered the questions in the negative. One bank president loftily characterized the queries as "absurd." Apparently the initial absurdity of his lending his name to the purposes of a preposterous quack like Isham had not occurred to him. At the close of my interview with Isham, after he had fervently harangued me on the supernal virtues of his water, declaring that it would make the drunkard a model of sobriety, reform the vicious and restore youth to the senile, he exhorted me to be fair and dispassionate in my judgment of him and his product. I shall try to be. As to the "Waters of Life," they are probably a fairly good mineral water, as useful perhaps in minor stomach, kidney or uric-acid troubles as the average mineral spring water, and no more useful. They will no more cure cancer, Bright's disease, diabetes or paralysis than will Croton water. To Isham himself I give the benefit of the doubt. I believe him to be mentally unsound. On any other premise he is the most arrant and blasphemous faker now before the public.

Isham may perhaps find food for thought in the career of a fellow-wizard, "Dr." Theodore H. White of Baltimore, who has recently relinquished the presidency of "Dr. White's College of Science" to serve a three years' sentence in a Federal jail for fraudulent use of the mails. The "doctor's"



qualifications for the headship of the college were derived from his previous career as an oyster-shucker, spiritualist medium and "patent-medicine" agent. By ingenious advertising of a sort of book of knowledge he worked up a business which produced from 500 to 1,000 letters of inquiry per day. This book "tells you how to heal yourself and others of all diseases," and to perform various other useful and surprising functions, and is, also, "the key of everlasting life, a godsend to suffering humanity."



C. J. THACHER, M.D.  
King of the Magnetic Quacks.

#### The Post-Office Gets After White

In the course of time the Post-Office Department became interested in "Dr." White and his scheme, to the extent of instituting inquiries, which the "doctor" was unable to answer. A fraud order stopped his mail, and his prosecution and conviction followed. The book which was the College of Science's main stock in trade is a fearsome hash of old witch-lore and alchemy, and modern spiritualism, stolen from various sources. Apparently the ex-oyster-shucker's mantle has fallen upon Prof. F. T.



McIntyre of 126 West 34th Street, New York City, who exploits the world as his bivalve through a system bearing the esoteric and hypnotic title of "Ucchatana and Bidwesana," whereby the "eminent exponent of the occult and psychic" (meaning McIntyre) teaches all and sundry "to heal the sick and suffering without doctors or drugs." This he pretends to do free, and he will doubtless continue the pretense until the over-worked fraud-order section of the Post Office Department attends to him.

Some months ago the Post-Office authorities descended, with blighting result, upon "Prof." Thos. J. Adkin, sometime of Rochester, where he established the "New York Institute of Physicians and Surgeons" for the practice of "Vitaopathy," whatever that may be. Judging from external evidence it consists chiefly in persuading, by some mysterious influence, the business managers of not-too-particular newspapers to print as "special correspondence" such headings as the following:

#### DEAD MEN TALKED BACK TO LIFE.

Rescued on Way to Grave—Professor Stops Funeral—Restores Woman to Life—Does He Possess Divine Power?

The most eminent physicians and specialists in the world were, according to Professor Adkin, his associates in the practice of Vitaopathy. In addition to his professional qualifications, the professor seems to have been a truly hypnotic financier, since he succeeded in securing his world-beating physicians at a maximum wage of \$30 a week, while the most that any "specialist," called in from without to treat extraordinary cases, was able to wrest from the New York Institute of Physicians and Surgeons was about \$5 a month.

"In Professor Adkin's laboratory his chemists are daily engaged in extracting the life and health-giving principle from rare vegetables, fruits and plants."

Thus one of the Vitaopathist's advertisements. When called upon to give details, Professor Adkin could produce neither laboratory, chemists, vegetables, fruits nor plants. Under pressure he bashfully explained that his "treatment" consisted of tablets put up to his order by Parke, Davis & Co. of Detroit. This testimony should be interesting to physicians, since Parke, Davis & Co. are the largest manufacturers of "ethical" preparations advertised to the medical profession in the country, and are earnest claimants of high professional standing. How their ethics comport with this acting as supply to a proven and self-convicted quack, I leave for them to explain. In the general stir that accompanied the Post-Office Department's action against Adkin, resulting in his retirement from public life, the regular medical profession of Rochester did not come off unscathed. One of the allegations against the Vitaopathist was that he diagnosed and prescribed for cases by mail. Believing that the local medical profession was the agent of his discomfiture (a misapprehension on his part) and keen for revenge, Adkin sent out decoy letters to a considerable number of local physicians in good and regular standing, and got responses from a dozen or more agreeing to prescribe by mail for cases they had never seen. This unpleasant evidence the "Professor" used in a manner very trying to the ethical practitioners. A sharp lesson for them, but a salutary one. There will be very little of the long-distance-diagnosis form of quackery practiced by the regular profession in Rochester for some time to come, I fancy. On the records of the fraud-order hearing, there is noted as being present (doubtless with a fellow-feeling for the defendant) Gen. James R. O'Beirne, who has held several posts of honor in New York City, and one of conspicuous dishonor, the presidency of the Force of Life Company; a swindle so open and bold



that its recent whitewashing by a prominent Federal official of New York has been a source equally of amazement and speculation to those who followed the proceedings against it. One of its fakes was a "Life-Ray Capsule," said to contain radium, but in reality simply a mixture of corn starch and calcium sulfid.

THE DAILY STAR

## IS THERE A LIMIT TO THIS MAN'S HEALING POWER?

### HOMOPATHIC PROFESSOR WORKS WONDERS

Healer of the Most Pronounced Hopelessly Incurable by  
Physicians Ready at the Face of Apparent Impossibilities

### DOES AWAY WITH USELESS DRUGS

And Confirms Critical Operations By Surgeon's Ready Knives—  
No Disease We May Not Cure By Some

### STRANGE, INTANGIBLE, UNSEEN FORCE OF MIGHTY POTENCY

That Cures When Doctors and Medicines Fail and Hope  
Is Gone.

### HAS HE THE POWER DIVINE?

Ministers of the Gospel Say He Is Gifted of God, and Praise Him  
For His Help in suffering Humanity. He Gives Service and  
Home Treatment Free to the sick and Afflicted.

#### BLASPHEMY COMBINED WITH QUACKERY.

The "Professor" Hadley is also Medical Director of the Force of Life fake.

Science, ingeniously perverted, is made the agent of the miracle-working quack. Should some scientist authoritatively announce to-morrow a method of conserving the light and heat of the sun, within a few weeks we should read in the papers that "Bottled Sunlight" is a sure cure for



any and all ills. So radium, having occupied the public mind and excited the public fancy, has furnished material for the lively commercial imagination of the quacks. Rupert Wells, M.D., early perceived its possibilities, and appointed himself Professor of Radio-Therapy in the "Post Graduate College of Electro-Therapeutics of St. Louis," a chair which has no existence, in a college which is purely mythical.

### Religious Rupert, the Fireside Faker

Rupert Wells, M.D., is very religious—in his advertisements. He loves the church papers. The weeklies with smug and pious editorials, and no conscience whatever in the matter of paid advertising, are his green pastures. He is a home-and-fireside cuddler, is Rupert. He is also a ground-and lofty liar of the most complete and soul-satisfying description. You can read whole pages of his literature and not come upon one single statement tainted with truth. To illustrate, by a brief capitulation of the main points of one of his "come-on" letters: By virtue of his profound studies in radium-administration (lie No. 1) at the college wherein he is professor (compound lie, No. 2) he can cure consumption (lie No. 3) and cancer (No. 4) by a method which he wishes to tell you about free (No. 5), consisting of the internal and external application of Radol, which is radium in fluid form (No. 6), which he himself has discovered (No. 7), and by which he has effected many cures (No. 8), as follows (Nos. 9, 10, 11, etc., to the extent of the testimonials). Recently a Philadelphia woman emulating the anxious gentleman in Mr. Wallace Irwin's engaging poem,

*"I wrote Dr. Sharko and got as an answer:*

*'The wart on your thumb is incipient cancer,'"*

consulted Rupert Wells, M.D., by mail. He sent her a form letter, ingeniously devised so that besides date, name and address only one word need be written in. This word gives the location of the alleged cancer, and the sentence is: "Your letter convinces me that you have cancer of the ———." In this instance the word "temple" was obviously typed in. Of course, the symptoms, whatever they may be, will always "convince" Rupert, M.D., that his correspondent has cancer (unless the reply is to a consumption advertisement), to be cured only by Radol. Of late the Professor of Radio-Therapy has grown quite painfully cautious. Attempts to purchase Radol of him direct, have proved unavailing; he will send it by mail alone, and then only after receiving a diagnosis blank. However, the Lederle Laboratories succeeded by a roundabout process in obtaining the precious fluid for analysis, which showed that Radol contains exactly as much radium as dishwater does, and is about as efficacious for cancer or consumption.

### More Radio-Quackery

Some time ago I received a circular inviting me to become rich without effort by investing in the stock of the Dr. Warner Remedy Co. of Chicago, Ill., proprietors of Radium Rings and Radiozone. Radium Rings, I learned from the accompanying literature, "are circular adhesive plasters, self-retaining to any part of the body, and a positive cure for all germ diseases" by a process whereby "the germs and decayed tissues are promptly flooded with emanation from the radio active compound." "Radiozone tablets," so the prospective investor is further informed, "carry the radioactive properties (internally) and possess all of the virtues of Radium Rings." Very alluring as a financial proposition, but I restrained my cupidity, and went to call on the Dr. Warner Remedy Co., which I found to consist of one Bird Collins, a graduate from the fraudulent nos-



trum school as exemplified by Wine of Cardui. Mr. Collins is a frank and businesslike person as will be seen by the following dialogue:

"Are Radium Rings radium?"

"No."

"Is there any radium in them?"

"No."

"Then why do you call them Radium Rings?"

"It's a trade name."

"Is Radiozone radium?"

"No."

"Is there any radium in it?"

"No."

"Then why do you call it Radiozone?"

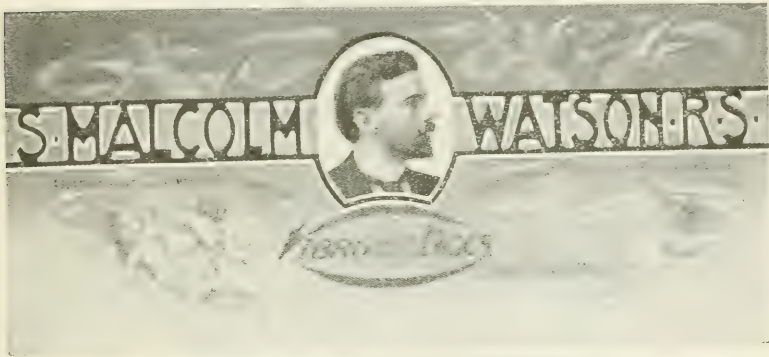
"It's a trade name."

"Is Dr. Warner here?"

"No."

"Is there any Dr. Warner in your Company?"

"No."



#### DR. WATSON'S ANGELIC LETTER-HEAD.

The Post-Office has interfered with this Quack's activity by issuing a fraud order against him.

"Then why do you call it the Dr. Warner Medical Company?"

"It's a trade name."

"Is your name Collins?"

"N—yes."

"Is it a trade name?"

"No."

"Do you make your own remedies?"

"No."

"Who makes them?"

"Seabury and Johnson." (This firm, like Parke, Davis & Co., is an "ethical" concern.)

"Is there anything in them at all?"

"Yes there is," said Mr. Bird Collins earnestly. "There's money in 'em if they're pushed right." And he proceeded with an impressive line of promoter's argument, which I refrain from reproducing, this not being a financial article.

Radium Radia is another attempt to trade upon the public superstition regarding supposed wonderful qualities of the little understood element.



It is really a patent medicine rather than a specific form of quackery, and I mention it only to state that it contains no radium, and that its name is typical of its swindling purpose. The same is true of Radiumite, a cure-all which consists of zinc sulfid and lead.

The truly profitable way of furnishing radium to the public is to find a place where it spouts from the ground. Such a spot has been discovered at Claremore, Indian Territory, by an association of highly respected business men and bunco practitioners from Fort Smith, Arkansas, calling themselves "The Claremore Radium Wells Co."

Their circular embodies a picture of a young female exhaling zigzag streaks from her head and hands in a manner to suggest that she has just been short-circuited, the illustration being labeled "Radium Emanations from Human Body after a Bath." The literature goes on to describe in modest and restrained terms the virtues of the spring.

"This magic mineral Radium Water has more miraculous and wonderful cures to its credit than any other known agency. . . . Hundreds are being cured of all manner of diseases, and no failures with this Magical Mineral Radium Water, *without the use of medicine*. Drink the Magical Mineral Radium Water for rheumatism, all blood diseases, all kinds lung and stomach troubles and Bright's diseases (*sic*). It cures quick."

The baldness of the fake is enhanced by the inclusion in the circular of a chemical analysis of the water, showing absolutely no radium or radium-producing constituents. As a fitting close to this remarkable instance of swindling, which the correspondent who calls it to my attention characterizes as "evidently designed to test the limits of human credulity," I can do no better than reproduce in its own form the caution in the Claremore Radium Wells Co. circular:

#### A WARNING TO THE PUBLIC.

##### BEWARE OF FAKE RADIUM WATER WHEN IN CLAREMORE FOR BATHS.

and to add, lest there be any misapprehension, that the chief "Fake Radium Water" in Claremore is that furnished by the Claremore Radium Wells Co.

Magnetism is still "good graft." Its mystical suggestion, appealing to superstitious hope, offers the proper medium for skilled quackery. Prof. S. Malcolm Watson, R.S. (whatever that may mean), of Battle Creek, Michigan, operates in this field. Vibro Discs are his wares. They are exploited to cure rheumatism. Prof. Watson's advertising matter is calculated to inspire it. I have seen nothing more ingenious in the realm of patent medicine literature.

The Professor's letters, too, are models of altruism. He yearns to cure you, not so much for his good as yours. The \$5 which he proposes to charge you is merely nominal. If, after you have nibbled at his bait the first time, he fails to hook you, he lowers his price to \$2.50. Let this letter go unanswered for a fortnight, and he comes after you with a final proposition to throw in a bottle of Vibro Oil, although the Vibro Discs and the Vibro Tablets, which are an "infallible cure," would seem to be sufficient. Mark the pathos of this last Watsonian plea:

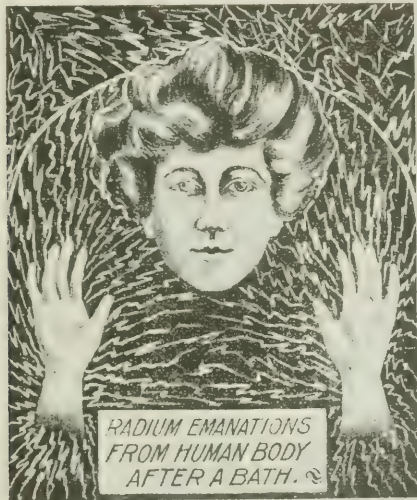
"I have written you several kind and courteous letters, but so far you do not seem to have made the least reply. All this is very strange and to me rather painful. Of course, there may be a just cause for your silence. But if no such cause exists you must admit that I am not getting a fair return for the good I have tried to do and the courtesy I have shown you."

#### How to Be Your Own Magnetizer

"Prof." Watson's Vibro Discs are merely plasters to be affixed to the soles of the feet. Vibro Tablets and Vibro Oil are ordinary preparations



put up for him by a drug firm. In none of them is there any more curative "vibration" or "galvanism" than in a lump of mud. In the interests of those suffering from rheumatic ailments I will give the following prescription free, which I will guarantee to be as efficacious as Prof. Watson's Vibro treatment, and considerably less expensive. Purchase at any drug store one two-cent stamp (the one-cent variety will do in incipient cases), affix it firmly to the base of the spinal column, and while seated upon it take one bread pill (brown or white), whenever you happen to think of it. The stamp will provide fully as much vibration as Prof. Watson's discs, and the bread pill will be better for you than his tablets. Just at present the Vibro-Scientist is under a cloud, his mail having been suppressed as fraudulent, but he will probably bob up again in some new spot, unless the



#### HORRIBLE SIGHT AT CLAREMORE WELLS.

This picture is taken from the circular issued by the Claremore Radium Wells Co., of Claremore, Indian Territory. No explanation is made of why the lady has had her head and her hands cut off after a bath. It seems a cruel practice even if the resultant pyrotechnic effects are genuine.

fraud-empowering bill, pending at Washington, ties the hands of the Post-Office Department and gives Prof. Watson a practical license to resume business at the old stand.

Magic Foot Drafts, made at Jackson, Michigan, belong to this same class. Affixed to the soles of the feet they are advertised as drawing out the rheumatic poison from the whole system. Of course they might as well be affixed to the barn door, so far as any uric acid extraction is concerned. They are a compound of poke-root, pine-tar, and corn-meal. Prof. E. C. Goddard, manager of the Crescent Magnetic Appliance Co. of St. Louis, also has a "foot-battery" to be attached to any form of insole and a magnetic (not an electric) belt "guaranteed to throw a magnetic current through six inches of solid glass, stone, wood or other substance."



This claim is no more preposterous than the company's offer to cure heart disease, epilepsy, paralysis, rheumatism, insomnia, and general debility by means of their contrivances. On this same principle of pasting a label on the outside of oneself to cure something wrong with one's inside is Dr. Young's "Peptopads," which, like the Magic Foot Drafts, hail from Jackson, Michigan. Affix one of these to your solar plexus and, according to the advertisement, you will not only recover from any stomach ailment, but "you can eat what you want and all you want." This, I suppose, operates on the simple and well-known principle of sticking a piece of court-plaster on the back of a watch to repair a broken mainspring.

But the King of Quackdom in the magnetism field is C. J. Thacher, M.D., of Chicago. His powers are cribbed, cabined, and confined by no arbitrary limits. He would seem to restrict himself to any one disease or class of diseases. Thacher will cure anything, paralysis, consumption, Bright's disease, obesity, insanity or senility; it's all one to him. Just let him get the patient inside a set of "the famous Thacher Magnetic Shields," and disease and death must slink away, impotent and ashamed. Hear the trumpet-tones of Thacher, *via* the New York *American*:

"I want to say to every man, woman and child within my reach that I can cure any disease that afflicts the human race. I make that statement just as broad, sweeping and all-inclusive as I know how. I don't care what the disease is, nor how bad it is, nor how many other diseases are complicated with it, I am as positive that I can cure them all with the famous Thacher Magnetic Shields as I am that the sun will rise in the morning."

When I called at 161 State Street, Chicago, to see the worker of these miracles, I found a big, gaunt old man, with a formidable head, a formidable voice, and a still more formidable manner. He wore a magnetic cap, a magnetic waistcoat, magnetic insoles, and his legs were swathed like a mummy's in magnetic wrappings. It made one perspire to look at him. The outset of the conversation, I regret to report, was unpropitious. Upon learning of my errand, the aged Thacher proceeded to thunder eloquent denunciations. Because of what he termed "wholesale and unwarranted attacks" he couldn't get his advertisements in the best newspapers, nor would the high-class office buildings accept him as a tenant. (Real estate men in Chicago seem to be more particular than in New York, where the Flatiron Building accepts Waters-of-Life Isham, the blood-brother in quackery of Thacher, *et al.*) He was confounded with every quack that chose to exploit himself. He, Thacher, was no quack. He defied anyone to call him a quack. At this point, observing that his hearer was properly impressed and alarmed, he became mild and confidential, and delivered a lecture which I think was devised for prospective patients. A few of the gems (unset, of necessity) follow:

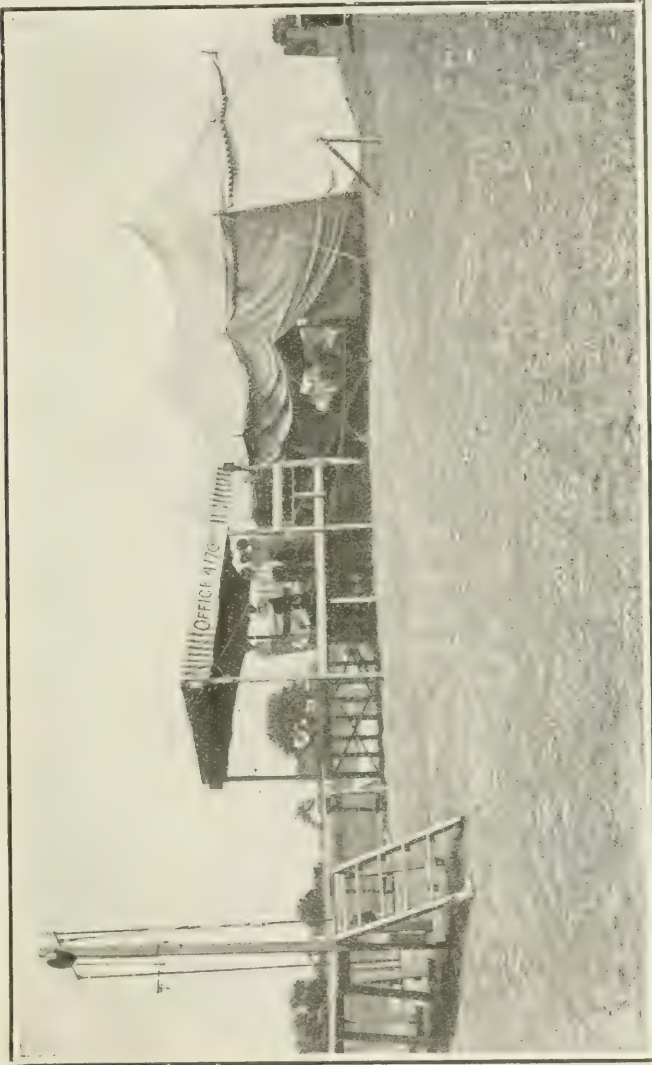
"My object is to spread the light: to rescue humanity. I can cure them of anything! I write and I lecture. The people flock to hear me. In time they will compel the authorities to take notice of my methods." (Presumably Dr. Thacher did *not* have in mind the Post-Office authorities.) "I will extend my Magnetic Shield treatment to the Government. I will say, 'Take it! Take it! and set the people free.'"

"Insanity!" (Whacking himself on the magnetic-cap.) "Insanity! Simple as daylight! Let the authorities turn over ten cases to me. I'll put my magnetic shields on 'em and cure 'em. Restore the harmonious vibrations of the brain and everything is well."

"Paralysis!" (Hammering himself on his magnetic leg-swaddling.) "Easy problem. Had five cases. Couldn't wink or speak or move finger or toe. Put suits on 'em and cured 'em. Cured 'em right off. Winked. Spoke. Moved finger and toe. Got up and walked. Paralysis! Pish!"



Dr. Thacher proceeded to explain that in every square of his magnetic garments is a small magnet, the total lifting power of a full suit being 250 pounds. On this basis there seems to be something wrong with my sample



A MIRACLE-WORKER'S PALACE OF ENCHANTMENT.  
The circus tent in which "The Great Vurpillat" gives a vaudeville show and scares away disease.

of magnetic insoles, as the very slightly magnetized steel in them won't lift its own weight. At this rate a full outfit, having the lifting power claimed by the inventor, would be rather cumbersome for summer wear, as it would weigh about a quarter of a ton.



Of the making of "electric belts" and other fake forms of electric "cures," there is apparently no end. Most of them purport to relieve general debility. They may have a brief stimulating influence, but the stimulus soon wears off, leaving the dupe worse than he was before. As cures for rheumatism, paralysis, and the other diseases which they pretend to eradicate, they are simple frauds one and all. Moreover, most of them when worn next the skin produce ugly and poisoned sores, from the chemical action. Extreme instances of swindling claims are afforded by "The Electricure," which modestly offers to cure absolutely "consumption, paralysis, rheumatism, heart disease, and all acute, chronic or organic diseases," and the "Electro-Chemical Ring," which cures diabetes, epilepsy and rheumatism merely by being worn on the finger.

### From Quackery to Miracles

At the apex of the profession of quackery stands the miracle-worker proper. Usually he is an itinerant, traveling after the manner of his fellow parasite, the flea, by long leaps. One week he will be in Cincinnati, the next in Chattanooga, and a fortnight later in New Orleans. His advertising methods are those of the circus. One of this class, who swings around the circle in western New York, is a singular creature, whose stage name is "The Great Vurpillat." He travels with a brass band and a six-horse team, duly blanketed with his name, and precedes his "lecture" with a vaudeville show. Newspapers that want his advertising must print it as legitimate news, which, to their discredit, many of them do. In the *Rochester Union and Advertiser*, for instance, I find his three-quarters of a column next to reading matter and with no mark to designate it as advertising. The Great Vurpillat's system is to hire a vacant hall, or, in warm weather, a vacant lot, give his little show, and then proceed to "demonstrate." For instance, a member of the audience presents himself to be cured of deafness. The Great Vurpillat stands fifteen feet away from the patient, and in a voice like a dying saint's last whisper inquires: "Can you hear me speak?"

"No," replies the patient in answer to the expression of inquiry on the demonstrator's face. Anointment with some kind of embrocation follows, after which the wonder-worker moves away forty or fifty feet, and thunderously bellows: "Can you hear me now?"

"Yes," says the startled victim.

On the following day the *Union and Advertiser* dutifully announces that "after the Great Vurpillat had demonstrated upon him with his wonderful new discovery, Mr. Leidecker said he could hear Vurpillat's voice at a distance of sixty feet."

The New Orleans *States* sells its space to a species of quackery so blasphemous that the clergy of that city might well make it the subject of concerted protest. The advertiser is a "Panopathic Professor," Wallace Hadley of New York, who offers to cure all diseases at any distance, and thus exploits himself in huge type:

#### HAS HE THE POWER DIVINE?

Ministers of the Gospel say he is Gifted of God, and Praise Him for His Help to Suffering Humanity

Professor Hadley, when not itinerating, is the medical director and working head of the Force of Life Co.

Toledo has a curious quack who describes his alleged successes as "Modern Miracles." He calls himself "Professor Larmouth," under which name he conducts a "Health Home." He is cunning, ignorant and without genuine medical qualifications, in spite of which he has as partner



in his noisome enterprise the proprietor of one of Toledo's principal newspapers, a gentleman who takes pride in his record as a public influence for good through lectures and Y. M. C. A. addresses; yet who takes profit from a swindle, compared to which three-card monte is respectable and harmless.

Every city has its quacks of the miracle-working kind. Mostly they prey upon the ignorant, and when the field of one locality is worked out they move to another, leaving their former province to some successor of their kind. For upon this profitable principle all medical bunco is built; that the human sheep once fleeced soon grows another crop for the benefit of the coming shearer.



## THE SPECIALIST HUMBUG

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Specializing is the modern tendency in medical practice. Hence the quack, who is but an exaggerated and grotesque imitation of the regular practitioner, smells money in devoting himself to specific fields of endeavor. Sedulously he perfects himself in his own department; not by acquiring knowledge of the nature and treatment of diseases, indeed, but by studying how most effectively to enmesh the sufferer from a certain class of ailments in the net of his specious promises. Upon his skill here depends his success. Experience teaches him nothing of professional value, for the vast majority of his "patients" he never sees. He diagnoses by mail and doses by express. His "consultation" correspondence is carried on through a series of ingeniously devised form-letters, worded to suit every case and turned out by a corps of typewriters. The average advertising specialist concern would work just as well if the "doctor" himself spent his time fishing for finned suckers and left his trained stenographers to attend to the human variety.

Blindness and deafness are fattening afflictions for the medical guerrillas. With a little reading, a few borrowed scientific phrases and illustrations wherewith to garnish his booklet, and an apt catchword for his advertising, your eye or ear specialist, or eye and ear specialist—for some of them combine the two—is ready for business. To get his patients he appeals to a deep-rooted and universal instinct, the piteous shrinking of the flesh and spirit from cold steel, so often the cruel necessity and the merciful hope of the afflicted.

### Like Mending Chimneys by Mail

"Don't undergo an operation. Come to me and spare yourself the torture of the knife," loudly invites the quack. What matters it to him that the time wasted in his futile processes may mean sight or hearing wasted, also, and beyond chance of recovery! He gets his pay; that's his whole concern. For this he will promise to cure you, not only without operation, but without even seeing you. Can the mind conceive anything more preposterous? Here are two instruments of nerve and muscle, infinitely delicate, inscrutably efficient and accurate. The eye is a marvel of mathematical adjustment in angles and curves of vision. Our precious quack proposes to solve the problem of its distorted equations without the slightest study of the figures. Could he work out a geometrical thesis without a diagram? Could he survey a field by mail? The problems of hearing are almost as intricate and far more obscure than those of seeing. The self-styled "Eminent Aurist" will remedy the most difficult defects without a personal examination. Would he essay to repair a defective chimney flue by "home treatment"? The proposition is a far more reasonable one. Yet the eternally hopeful, eternally credulous fill the mails with trusting appeals and dollars addressed to these swindlers, and thus lighten themselves for a swifter flight to darkness and silence.

If I were organizing an American Institute of Quack Specialists I should select Dr. Oren Oneal of Chicago as the first president. The artful plausibility of his advertising, his ingenuity in "jollyng along" the patient for his reluctant dollars, the widespread familiarity of his features through the magazine advertising pages, and, above all, his sleek and polished personality, make him the natural candidate. A high-class exponent of the charlatan's art is Dr. Oren. No raw newspaper advertising for him!

He prefers the magazines, and the bane of his business existence is that,



one by one, they are closing their pages to him. But he is usually the last of the patent medicine and quack ilk to go. *McClure's* stood by him long after all the other medical advertising had been expunged from its pages. His bland and benevolent features shone forth like a benison from the rear of *Collier's* for years. *Harper's* still harbors him, and he is a particular pet of the religious weeklies—at special rates.

"Dissolvent Method" is the Oneal slogan. No matter what the trouble may be, he "dissolves" it away. "How I Make the Blind See and Cure All Eye Diseases in Patient's Own Home Without the Knife," is the modest heading of one of his advertisements in the model of religious journalism, the *Christian Endeavor World*. "By this mild and harmless treatment," he announces, "I have restored sight to thousands in all parts of the world. With it I have cured cataract, optic nerve paralysis, granu-

## How Much Would You Take for Your Eyes? Would You Sell Them at Any Price?

Many of you are doing so now, some for money, some for pleasure.

For instance, you are doing so when you use eye-salts, perhaps for some disease, or simply using them to make your eyes look better under wrong conditions. And you are doing so when you put on the best of eye-glasses, and the eyes have been weakened by some cause, and you are doing so when you use some of the new eye-stems that are now being advertised.



"Glasses  
are not necessary  
in 99 cases out of 100."

OREN ONEAL

A high-class eye quack who will undertake to cure incurable blindness.

lated (*sic*) lids, pannus, pterygium, glaucoma, conjection (*sic*) of the optic nerves, weak, watery eyes and all other eye diseases." All this he will do for the moderate price of fifty dollars—sometimes for twenty-five, but the patient must put down part of the money in advance. Give him his pay and Oneal will undertake the impossible on anyone's eyes; not only this, but he will undertake to cure cases which he himself knows to be incurable. His "Dissolvent Method" is a high-sounding name for a cheap eye-wash which can no more cure any serious derangement than can plain water. This he sends out by express with impressive directions as to use.

When I called upon Dr. Oneal at his office he assured me that he was doing a perfectly legitimate business, and that I was making a grave error in listing him with the quacks. As he spoke he was facing a wall on which hung a number of framed documents. One was a certificate of



membership in the American Medical Association, which is the standard medical body of the country. Dr. Oneal was forced out of it several years ago for unprofessional conduct. Nevertheless, he keeps the old certificate on exhibit. Neighboring the outlawed certificate were two others, one of a high-sounding organization whose sole purpose is to issue framable parchments to doctors of dubious standing, the other certifying that Dr. Oren Oneal was a member of the staff of St. Luke's Hospital at Niles, Michigan. Dr. Oneal has never been in Niles, Michigan. He has had no relation with St. Luke's Hospital of that town, because there is no such institution. The document he purchased from a quack named Probert, who did a little peddling business in this line, charging \$20 for the framed article when he couldn't get \$25. Dr. B. F. Bye of cancer fame has one of these, and I have seen them decorating the offices of other quacks.

For the conduct of a perfectly legitimate business these were three obviously rotten props. A fourth was supplied by a copy of the *New York Health Journal*, used by Dr. Oneal as a warrant of professional standing, and containing an "unqualified editorial endorsement" (leading editorial) of that gentleman's method and practice. Now, the *New York Health Journal* (since happily defunct) was, as I have observed before in the Liquozone matter and elsewhere, a fake, pure and simple. It printed no "editorial endorsements" except for cold cash. As Dr. Oneal doesn't remember paying for his puff, I assume that the firm which places his advertising did it for him. One other bit of suggestive evidence is found in the Nebraska State Board of Health Records, showing that in 1899 the Board secretaries recommended the revocation of Dr. Oren Oneal's license "on the ground of unprofessional and dishonorable conduct."

#### Invents Unknown Diseases

So much as to Oneal's standing. Now as to his methods. About a year ago a certain Mrs. Price wrote him, giving the details of an incurable case and asking if he could cure her. He replied:

"I find the trouble to be paralysis of the optic nerve. [There is no such condition; he meant, as he afterward admitted, atrophy of the optic nerve.] I have been especially successful in curing such troubles as yours. [In a letter to another prospective patient, shown me as evidence that he would not take money from hopeless cases, he distinctly states that paralysis of the optic nerve "will not respond to any treatment."] So positive am I that your case is curable and that you can be cured in a short time, that I will promise to continue the treatment free of charge after five months." [Her condition, as described by her, was obviously and hopelessly incurable.]

Here, then, is "the most successful oculist of modern times" (*vide* his own modest claim) diagnosing a condition which doesn't exist, and promising to cure a disease which he himself admits elsewhere to be incurable. The matter of Mrs. Price's eyes never came to a test, because she offered to deposit one hundred dollars (twice his price) to be paid to him when a cure was effected, whereupon he wrote her one epistle replete with pained dignity, and charged up his letter-forms and postage to profit and loss.

An Eastern ophthalmologist filled out one of Dr. Oneal's diagnosis blanks with the unmistakable description of an incurable case of atrophy of the optic nerve, which the learned specialist promptly diagnosed as cataract, and offered to cure for fifty dollars. Strabismus (cross-eyes) is one of Dr. Oneal's specialties. I asked him how he cured this trouble without the knife to which he replied that he had never made such a claim. On the following day he sent to my hotel (for the purpose of proving that his



methods were perfectly upright) a quantity of advertising matter, which he had apparently not censored, as it contained a diagnosis blank bearing these words: "Cross-eyes straightened in two minutes without knife, pain, or inconvenience." When this slight discrepancy was called to his attention he tried to explain it away by saying that he used "an instrument of my own invention." Technically, this instrument is a kind of scissors; but I fail to see how the patient who is lured to Dr. Oneal's office by promises of non-surgical cure ("Eye Diseases Cured Without Surgery" is the title of his book) suffers the less because the operator's instrument has two blades instead of one. Oneal says: "I make no guarantee to cure."

## The Absorption Treatment

AS ORIGINATED AND PERFECTED BY

By **DR. W. O. COFFEE**

. CURES ..



DR. W. O. COFFEE

DR. W. O. COFFEE.

\* strongly endorsed long-distance healer.

I have his letter guaranteeing a cure. He says: "Neither do I charge for a cure." I have his letter naming fifty dollars as the price of a cure. He says: "I will not under any circumstances treat a case or take money when I think there is any doubt of effecting a cure." I have his letters offering to treat hopeless cases, and other letters from him offering to take cases which he admits are probably incurable. In the face of all this, Oneal writes me a personal letter deprecating any attack upon him, and saying: "All you have against me is a few technicalities—a few words which have crept into my literature to which you take exception." Dr. Oneal is proceeding on a false premise. I have nothing against him; I found him a singularly agreeable and frank specimen of the genus Quack. But every man, woman and child who reads his advertisements has this



against him and against the magazines that print his stuff; that he is a maker of lying promises, a deliberate swindler, and a tamperer with blindness at the peril of others, for a fifty-dollar fee.

"Absorption Method" is the professional catch-phrase of Dr. W. O. Coffee of Des Moines, Iowa, where he runs an eye-and-ear infirmary, and does an extensive bunco business by mail. Dr. Coffee's stock in trade as an oculist is a large supply of cheek and a copy of "External Diseases of the Eye," by Haab of Berlin. Professor Haab is a genuine authority and his book is an excellent foundation for eye practice, but not as Coffee uses it. The Des Moines expert's interest is confined to the pictures, which are in color and are rather painful to look at; just the sort of thing to set one worrying about his own eyes. Herein lies their value to the shrewd Coffee. He gets up a book of his own, all about himself and his successful Absorption Treatment; and, applying the treatment to the Haab volume, absorbs the illustrations whole.

### Stolen Goods Improved

For instance, Table 19 in the Haab book shows a badly mutilated eye labeled "Lime-burn, caused by the explosion of a bottle." That is what Haab thought of it. Deluded Tenton! This same picture transferred to Coffee's classic work is described in the following bold and masterly strokes: "This eye was afflicted with granulated lids and ulcers, following inflammation. There is no known remedy that will remove these spots except Dr. Coffee's absorption treatment, and it will do it completely. This case required three months to absorb the scum and sear and clear up the sight." On the same plate of Haab's book appears an illustration of "Lime-burn of longer standing in the case of a mason mixing lime." How tame, compared to the spirited Coffee version of the same eye! "Chronic ulcers of the eye and cataract. This eye had been diseased for four years, but only bad about one year. It had been treated by two different oculists with but temporary relief, and they wanted to operate, but the patient would not submit, and, hearing of Dr. Coffee, came to him, and in five months' use of the absorption treatment, sight was restored almost completely." It is impossible to withhold a tribute to the calm and logical mind of the mason who owned the eye. An ordinary man, into whose optical cavity lime had spurted, would, in the instance of his pain, rush to the nearest doctor. Not so our German friend.

"Wait," says he to himself, "don't let's be hasty. This is a case for Coffee. Me for Des Moines, U. S. A."

So he changes his clothes, buys him a ticket and comes over to be examined. Probably he tells Coffee about the lime incident.

"Lime?" says that Eminent Authority. "Pooh! Not at all. The trouble was caused by a general practitioner using sugar-of-lead eye-water in the eye. [This last is quoted direct from the Coffee book.] Ulcers. Also cataract. I'll cure you."

And he did it, so he says, in five months.

Imagine the surprise and relief of the mason at discovering that what he had supposed was a splash of lime from the mixture he was working, was really a dose of sugar-of-lead eyewater surreptitiously introduced into his optic by a villainous general practitioner presumably operating a squirt-gun from a neighboring window. (Query: Could it have been Haab himself, scheming to get a picture for his book?)

### Eyes Repaired by Mail

Again, Plate 32 of Haab's book shows two specimens: (A) Senile cataract in a woman seventy-two years old; (B) cataract in a fourteen-



year-old boy caused by falling against a table. In the Coffee tome, this identical Picture A appears as a before-using and Picture B as an after-using exhibit: "The patient," says Dr. Coffee, "made the fatal error of submitting to an operation," with the result as shown in A; but afterward came to Coffee, who repaired the damage as in B. Reasoning from the Coffee statement, it is plain that the aged lady and the unfortunate youth, having heard in their German homes that Dr. Coffee cured cataract by mail, promptly removed the injured organs and sent them, postage prepaid to Des Moines, where the specialist fixed one and returned it, but unfortunately mislaid the other, so that one of the senders must still be short of vision. But whether the venerable Frau is now cocking the eye of budding manhood at the village belles, or the youth peering cautiously at the world with the seasoned and saddened outlook of seventy-two years, is a matter requiring further investigation.



THE HOUSE THE QUACK BUILT.

Residence of W. O. Coffee in Des Moines, built from the dollars of dupes.

In view of the "Eminent Authority's" qualifications as an Eminent Thief and Pre-eminent Liar, the mass of testimonials which he offers fails to impress me particularly, though some of the local ones interest me. For instance, Mr. Nye, editor of the *Des Moines News*, goes on record in print to the effect that "Dr. Coffee is an honorable man; perfectly reliable in every particular"—an opinion which I venture to guess, is based on prompt payment of the Coffee advertising bills due the *News*. Advertising Manager Snyder of the *News* furnishes additional evidence in his letter. The owner of *The Homestead* and the manager of *Successful Farming*, both of which papers get part of the Coffee advertising fund, obligingly testify to the moral and professional worth of the "eminent" charlatan. And he has also got religious backing, an asset of the greatest value to any medical rogue, since it inspires confidence on the part of his prospective dupes.



"Lawk, sirs, we keeps a minister!" boast Quack & Co., and make the most of it in their advertisements. Dr. Coffee's minister is the Rev. J. Ernest Cathell, rector of St. Paul's Church, Des Moines, who lends his name to a personal endorsement. The processes underlying this endorsement are not difficult to conjecture. A not-too-inquiring, charitable-minded clergyman, a rich parishioner, an occasional pious word substantially backed up by a generous gift to the church: "Surely, this Dr. Coffee must be a worthy man." And so the rogue goes forth, tongue in cheek, with a cheaply bought blessing on his bunco business which he promptly puts into type as a shove to his trade. For the rest, the eminent Coffee just about parallels with his "Absorption Method" the eminent Oneal with his "Dissolvent Method." He



P. CHESTER MADISON OF CHICAGO.

He calls himself "America's Master Oculist," and steals pictures from a German professor's book to prove it.

undertakes to cure promptly and permanently incurable cases of cataract, atrophy of the optic nerve (which he calls "paralysis"), glaucoma, and other ailments, without ever seeing the eye he is maltreating.

#### Scientific Editors Cry for Him

Singularly like Dr. W. O. Coffee is Dr. P. Chester Madison of Chicago, who is, if one may credit his own statement, "America's Master Oculist." Which one copied from the other I am unable to say; but both Coffee and Madison advertise an "Absorption Method," and both steal their illustrations from Haab. Madison's pictorial peculations are exhibited in the



accompanying illustration. Madison has high-priced local endorsements. The Chicago *Inter Ocean* (having been paid for it) declares its patron "America's Greatest Oculist," and solemnly states that he "will be classed in history as an eminent scientist," and that "scientific and medical journals are clamoring for articles written by him." At least one religious journal seemed to have "clamored" successfully, for the *Christian Century* prints, at advertising rates, doubtless, a touching article by the Doctor entitled "The Window of the Soul" (meaning the eye), and for good measure the managing editor of the paper writes him a letter, all about "little Ethel Chapman," who was cured by the Madison Absorption Method. "It reminded one of the sweet song of the skylark soaring to greet the morning sun," gurgles Editor Young ecstatically. "to hear little Ethel tell" how Dr. Madison saved her from blindness. It reminds one of the sweet song of the cuckoo to hear Editor Young chanting on his editorial page the praises of Dr. Madison as a healer and a member of the Jackson Boulevard Christian Church, which is profitable for Dr. Madison, but pretty tough on a presumably innocent church.

Any kind of eye disease is meat for Madison, but he makes quite a specialty of cross-eyes. "Why Remain Cross-Eyed?" he pertinently inquires, and explains that he can cure people afflicted with strabismus



"almost instantaneously without the use of the knife, without confining them to a dark room, without the use of bandages, without the administration of anesthetics, chloroform or ether, and with absolutely no pain." The only drawback to this is that it is a lie. A few cases of strabismus there are, mostly those of young people, which can be corrected by slow and careful non-surgical treatment. But when Dr. Madison or any other doctor pretends to be generally successful in strabismus by an "Absorbent Method" or any such nonsense, he is obtaining patients and their money under false pretenses. "Cross-Eyed Forty-eight Years; Cured in Two Min-



utes" is the heading of one of his testimonials. Another reads: "Eyes Straightened: Was Cross Eyed Twenty-six Years." This is sheer faking. If Madison straightens eyes in two minutes, he does it by cutting the muscle responsible for the uneven tension, and if he doesn't use the knife he uses scissors or clippers or some equally painful implement. His "no knife" claim is simply disreputable word juggling. Of course, he undertakes to cure atrophy of the optic nerve, glaucoma, cataract, etc., as do all the eye quacks.

### The Flitting Fakers

For the scores of petty fakery who flit from city to city doing a little business in eye lotions, I have no space. Their preparations are either boracic acid solutions, which are useful merely as a cleansing agent, and can be purchased at the corner drug store for one-twentieth of the quack's price, or cocaine concoctions, extremely dangerous in unpracticed hands. In the semi-ethical field "Murine" has made itself prominent. Its claims are preposterous. It is merely a fairly good cleansing solution. One of the Murine concern's preparations, Banene, is advertised to absorb cataract, a reminiscence of Coffee, Madison, et al. The man who attempts to "doctor" his own eye for anything more serious than ordinary irritation is running a risk. As for "absent treatment" there is just one kind of eye that can be successfully treated by mail, and that is a glass eye.

The superintendent of a great institution for the deaf and partly deaf states that nine-tenths of those who come there do so only after having spent from three hundred to one thousand dollars each on quack treatments, vibration methods and mechanical ear drums. Certain kinds of deafness are curable, it is true, and it is also true that the quacks, with their hit-or-miss system, sometimes benefit mild cases of catarrhal deafness; but these are cases which any aurist could handle better, cheaper and more quickly. For, it must be borne in mind, the purpose of the quack who treats at so much per month, is to keep his patient under treatment as long as possible. Outside of simple catarrhal cases, the self-vaunting "specialist" is far more likely to do irreparable damage than to be of any benefit.

What Oneal and Coffee are to the diseased-eye market, Dr. Guy Clifford Powell is to the ear trade. So complete and satisfactorily does Powell fulfill every tradition of the quack industry that I shall catalogue him under specific headings, as an instructive type.

(A) *Claims*. "Deafness Cured at Last. Wonderful New Discovery for the Positive Cure of Deafness and Head Noises. At last, after years of study and research, the wonderful Nature Forces have been harnessed together and Deafness can be cured. If I did not know positively that my method would cure I would not allow my name to be connected with this treatment. . . . Write to-day to the discoverer, Guy Clifford Powell."

(B) *Catchword*. Electro-Vibration. "Electric-Vibration, which is my method of treatment, is heralded by the greatest scientists of this country as the most scientific and certain treatment of the age."

(C) *Religious Sponsor*. Rev. Father Sydney G. Jeffords, rector of St. Stephen's Church, Peoria, Illinois, who writes a to-whom-it-may-concern letter, in which he says: "I consider Dr. Powell one of the most careful and exhaustive investigators in his special line to be found anywhere."

(D) *Editorial Sponsor*. The *National Journal of Health* (a congener of the fake *New York Health Journal* and of the *American Journal of Health*), which editorializes as follows: "Dr. Guy Clifford Powell . . . has perfected a system of treatment that actually cures, as we know from its results. It is known as the Electro-Vibratory apparatus for the cure of deafness and head noises," etc.




- (E) *Depreciating Scale of Prices.* From \$100 by swift degrees to \$15.  
 (F) *Typical Correspondence.* (The diagnosis of the case indicated,

THE WONDER OF THE CENTURY

**A POSITIVE AND PERMANENT CURE  
FOR DEAFNESS**

A SUCCESSFUL CURE AT HOME



NO PAIN, NO DETENTION FROM WORK

**DR. GUY CLIFFORD POWELL**  
INTERNATIONAL SPECIALIST

**WHO CURES DEAFNESS AND HEAD NOISES**  
PLEASE READ WHAT FOLLOWS

DR. GUY CLIFFORD POWELL.  
 A "vibrator" quack and complete letter writer.

beyond possibility of doubt, hopeless deafness from destruction of the apparatus of hearing by an explosion.) Letter I—Addressed "Dear



Friend," assures the patient of complete and permanent cure "at your home."

Letter II—Admits that the case is difficult, but refers the sufferer to the cured case of a Mr. Kelly, almost exactly similar, whose address Dr. Powell has unfortunately lost. Price of treatment \$100! reduced to \$30 because of "special interest" in the case.

Letter III—Warning that the \$30 price lasts only fifteen days.

Letter IV—Expressing surprise that "Dear Friend" has failed to avail himself of the unparalleled opportunity. Dr. Powell "firmly believes" that if the patient had ordered at once, he would "at the present moment be well on the road to recovery." Terms now \$5 down and \$25 after trial. "I could not make an offer more fair to my brother," he pathetically avers.

Letter V—Price drops to \$25. "Should you place your case with me I will cure you." The doubts expressed in No. II have fled before the fear of losing the catch.

Letter VI—"It has been and is now a matter of no small wonderment to me why you so persistently neglect so important a matter as the treatment and cure of your affliction. I have cured many cases similar to yours. My professional honor is at stake, and I am not going to make a false or misleading statement to secure you as a patient." Terms—\$25 cash, or \$15 cash and two monthly payments of \$7.50 each.

Letter VII and last—"Fortune is now knocking at your door," and Dr. Powell makes a "special and confidential price of \$15," to secure "a cured patient in your neighborhood right away," and for this, gives me "the most positive assurance of a rapid and complete cure."

This is the Complete Letter-Writer of quackery. Of the seven epistles six are form-letters, sent exactly alike to every patient, and abounding in general promises, equally and fallaciously inapplicable to every case. Dr. Guy Clifford Powell's "Electro-Vibratory Cure for Deafness" isn't worth \$100, or \$30, or \$25, or 25 cents, except as its patent right, owned by the "discoverer," is an asset in his swindling operations.

Another member of the Powell clan hails from Boston. He must be a thorn in the side of Discoverer Powell, this Dr. J. Rider Powell, as he not only has a vibrator of his own, but he offers to sell it, together with a five months' treatment, for the low price of three dollars, which is cutting under the market with a vengeance. Considering the cheapness of Dr. J. Rider, I hesitate to criticise him too severely, but his "literature" fills me with misgivings that he is brother in art, if not in family, to Guy Clifford. Boston shelters also "Health Specialist Sproule," who occasionally styles himself "Catarrh Specialist Sproule." "Deafness Conquered" is Sproule's headline. "I shall let you know whether the case is one I can conscientiously accept for treatment," he writes me, and when I send him the details of a case which anyone but an imbecile or a quack would recognize as hopeless, he cheerfully accepts it. The Doctors Gardner of West Thirty-third Street, New York, run a fake concern, on a basis of false and ridiculous claims.

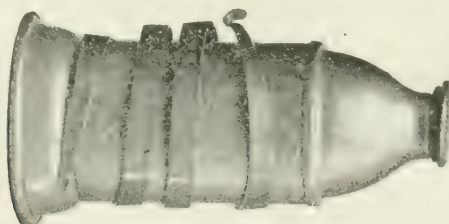
### The Deaf Not Neglected

Small instruments at large prices, exploited as aids to hearing, may still be found advertised in some of the most careful magazines. These are quite moderate in their claims, and as long as the prospective buyer understands that it is ten to one against his deriving any benefit from them, they are, perhaps, legitimate enough. Seldom do they do any harm, though the introduction of foreign substances into the ear is not the most prudent of processes. An extreme type was the late Help-to-Hear Company (not in the legitimate category), which sent out circulars stating



that the inventor had been deaf for twelve years, during which time he had spent a small fortune on cures, before perfecting a device which was a certain remedy and which he would sell to the blessed public for the small price of \$2 each. Investigation by the Post-Office authorities developed the fact that the "device" was a small sheet of hard rubber to be held against the teeth, that it was wholly inefficacious, and that it cost about seven cents; after admitting all which, the Help-to-Hear Company gracefully retired from business.

Easily first among the mechanical fakes is Actina, made by the New York and London Electric Association of Kansas City, which also manufactures "Magneto-Conservative Garments" (supposed to cure anything from indigestion to locomotor ataxia) and other bunco devices. Actina itself is alleged to cure deafness and blindness, also catarrh, nervousness and a few pathological odds and ends of that sort. Its religious backers are the St. Louis *Christian Advocate* and the *Central Baptist*. Its booklet



WONDERFUL ACTINA.

"Cures" eye troubles at one end, ear diseases at the other and all by means of a bad smell valued at ten dollars.

is a weird jumble of pseudophysiology and bad English. The Actina itself costs ten dollars. It is a small steel vial with screw stoppers at both ends. One end cures eye ailments and the other ear troubles. They work simultaneously. I live in hopes of seeing the Actina concern give a test, applying Blind Mary to one end and a deaf mute to the other, and curing both at one stroke of business for five dollars apiece. The Actina, upon being unpacked from the box in which it is mailed, comports itself like a decayed onion. It is worth the ten dollars to get away from the odor. "Can be used by anyone with perfect safety," says the advertisement, but I should regard it as extremely unsafe to offer it to a person with a weak stomach. Its principal ingredient is oil of mustard, an active poison, regarding which the United States Pharmacopeia prints this emphatic warning: "Great caution should be exercised when smelling this oil." So the "perfect safety" guarantee is hardly sound. The Actina contains also oil of sassafras, representing presumably a brave but hopeless attempt to kill the inexpressible odor, and some alkaloid, possibly atropin. So far as curing any genuine eye or ear disease is concerned, the sufferer might just as well—and with far more safety—blow red pepper up his nose, and get his sneeze cheaper than by sniffing at a ten-dollar evil smell. The whole contrivance costs probably about twenty-five cents to make.

Space lacks to consider at any length the get-thin-quick frauds, but the following letter regarding the "Obesity Cure" of F. J. Kellogg of Battle



Creek, Michigan, puts the case so justly that I quote it as applying to all this class of fakes:

"COMANCHE, TEXAS, Feb. 7, 1906.

"*Editor Collier's, New York City, N. Y.:*

"DEAR SIR—As one of your subscribers I take the liberty of sending you the within letter.

"'Turns fat into muscle' is the slogan of this fake. Everyone having the slightest knowledge of physiological metamorphosis knows that such a change is impossible.

"This vulture sneaking into the homes of those suffering from fatty degeneration, or (which is more frequently the case) enjoying good health and fat because of a family characteristic, and, by a process of mental suggestion, swindling and despoiling them of remaining health, should be held up to public scorn till the world may see that there are better men in every prison containing an inmate on earth.

"Yours truly,

"J. W. REESE."

Mr. Reese is right. Nothing supplies muscle where fat was, but hard physical effort, and the man who pretends to achieve this result by medicine or "health food" is lying in the face of a fundamental law of nature. The treatment that reduces your fat by mail reduces your health by mail. There are also cures for leanness, addressed mostly to women, and promising perfection of figure. It is, perhaps, enough to say that any woman who tries the "bust developer" treatment is playing with fire, and that the vultures who conduct it fatten on the carrion of ruined morals and wrecked lives.

#### Some Ways of Knowing a Quack

In one department of medical practice a layman may be justified in giving advice, and that is in pointing out what pitfalls to avoid. Here are a few of the more conspicuous and unmistakable indications of quackery among the specialists: The advertising doctor who, having a "cure" to sell, is "editorially endorsed" by any publication, particularly in the religious field, is a quack. The doctor who advertises secret powers, or newly discovered scientific methods, or vaunts a special "system" or "method," is a quack. The doctor who offers to sell, at a price, a cure for any ailment is a quack, and if he professes a "special interest" in your case and promises reduced rates, he's throwing in a little extra lying for good measure. Finally, the form-letter is a sure sign. You can tell it because it begins "Dear Friend," or "Dear Mr. So-and-So," or "My Dear Correspondent," and contains promises that will fit any case. If, however, you are determined to give a trial to one of these "specialists," suggest these terms: that, since he *promises* to cure you, you will deposit to his account the full price of the treatment, to be paid him as soon as you are cured, or substantially benefited, and not before. Then and there negotiations will cease. The promising quack will never stand behind his promises. Through this simple expedient one may guard himself against the whole army of medical scamps, for this is the final test of quackery which none of the ilk can abide.



## THE SCAVENGERS

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At the bottom of the noisome pit of charlatanry crawl the drug habit specialists. They are the scavengers, delving amid the carrion of the fraudulent nostrum business for their profits. The human wrecks made by the opium and cocain laden secret patent medicines come to them for cure, and are wrung dry of the last drop of blood. By comparison with these leeches of the uttermost slime, the regular patent medicine faker is a pattern of righteousness. He can find something to say for himself, at least. The leading citizen of Columbus will advocate the faith-cure virtues of his Peruna with a twinkle in his eye; the highly respectable legal light who is now president of Chicago University Club will manage to defend, with smug lawyer talk, the dollars he made out of Liquozone; even the menacing trade of the Antikamnia folk is excused (by the owners) on the ground that it does give relief in certain cases. But the creatures who prey upon drug fiends are confessedly beyond the pale. They deliberately foster the most dreadful forms of slavery, for their own profit. They have discovered a money-making villainy worse than murder, for which, apparently, there is no legal penalty. Equally deep in degradation I would rank those thugs who, as "specialists" in private diseases, ruin the lives of men and extort their pay by daring blackmail.

The drink curers are on a somewhat different plane. They are swindlers, not panders. Time was when the "cures" for alcoholism consisted in the substitution of the worse morphin or cocain habits for the drink habit. This is done, if at all, very little now. The "alcoholists" give some "bracer" or slow emetic, and try to persuade the victim that he is cured, long enough to get their pay. I group them with the drug cure wretches, because they prey on the same class, though with a less degree of viciousness. They may be compared to the petty shore thieves who furtively strip the bodies of the drowned; the opium-morphin-cocain-cure quacks are the wreckers who lure their victims to destruction by false signals.

### No Effort Is Made to Save a Patient

No more vivid illustration of the value of the patent medicine clause in the Pure Food law, requiring that the amount of habit-forming drug in any medicine be stated on the label, could be found than is furnished by the "drug habit" cures. Practically all of these advertised remedies are simply the drug itself in concealed form. No effort is made to save the patient. The whole purpose is to substitute for the slavery to the drug purchased of the corner pharmacist the slavery to the same drug, disguised, purchased at a much larger price from the "Doctor" or "Institute" or "Society." Here is a typical report from a victim: "When I tried to stop the remedy, I found I could not, and it was worse than the morphin itself. I then went back to plain morphin, but found that I required *twice as much* as before I took the cure. That is what the morphin cure did for me." Another victim of a "No pay, no cure" sanitarium treatment writes:

"No, he never returns the money, for the poor sufferers are glad to get away with what little life they have left. You board at the house at \$1.25 per day, in advance. You also pay every cent of your \$100 before being treated. You are then at his mercy, if you can stand it. They give you a certain length of time by treatment, and they stop and tell you to kick it out, and that you will be all right in a few days, and the misery



is so great that most any preacher, who never told a lie, would say he was all O K in order to get away, seemingly cured. Some few get as far as Cincinnati before they are back to the habit, while others get the stuff before leaving Lebanon."

This refers to the Maplewood Medical Institute of Lebanon, Ohio, run by the Dr. J. L. Stephens Co., of which more hereafter.

Investigations into the mail order drug cures have been made on the basis of a pretended morphin addiction. In every case the "remedy" sent me to cure the morphin habit has been a morphin solution. Sometimes the morphin was mixed with other drugs, to produce greater effect and fasten more firmly upon the unfortunate the *habit* of the *remedy*, as substitute

<i>The Cure</i>	<i>What It Contains</i>
Richie Painless Cure . . . .	<b>Morphin</b>
St. Paul Association Cure . . .	<b>Morphin</b>
Tri-Elixiria (Charles B. James) .	<b>Morphin</b>
The Purdy Cure . . . . .	<b>Morphin</b>
Maplewood Institute (J.L.Stephens)	<b>Morphin</b>
St. James Society Cure . . . .	<b>Morphin</b>
O. P. Coats Co. Cure . . . . .	<b>Morphin</b>
Harris Institute Cure . . . . .	<b>Morphin</b>
Morphina-Cure . . . . .	<b>Morphin</b>
Opacura . . . . .	<b>Morphin</b>
Prof. M. M. Waterman . . . .	<b>Morphin</b>
Drug Crave Crusade . . . . .	<b>Morphin</b>
Denarco . . . . .	<b>Morphin</b>
Dr. J. C. Hoffman Cure . . . .	<b>Morphin</b>
Dr. B. M. Woolley Cure . . . .	<b>Morphin</b>
Dr. J. Edward Allport System .	<b>Morphin</b>

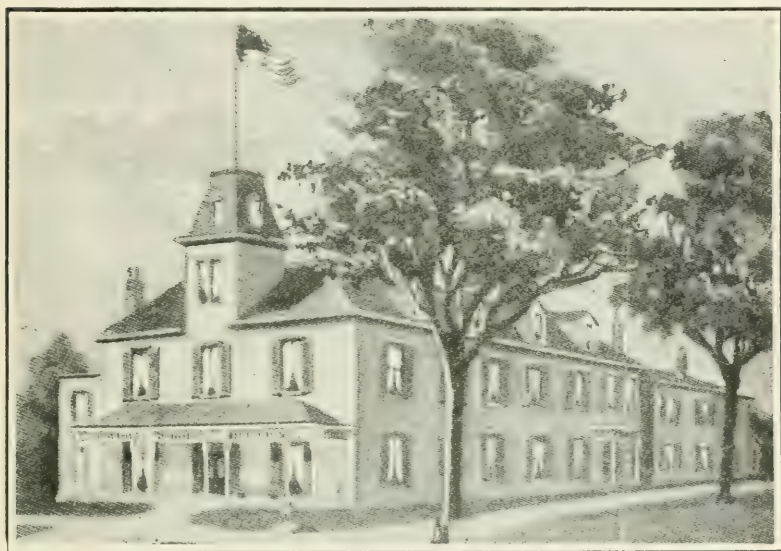
#### THE PRINCIPAL QUACK MORPHIN CURES.

for the original drug habit. All these concerns advertise to cure also the cocain habit, the chloral habit, the opium habit, etc. As they covertly give morphin to their morphin victims, it is a just inference that they treat the cocain habit with disguised cocain, the opium habit with concealed opium, the chloral habit with hidden chloral, and so throughout the list.

Surrounded by the best religious influences, in the Presbyterian Building at 156 Fifth Avenue, New York City, the Rev. W. N. Richie, D.D., holds forth. Here, in pious words, he invokes the aid of Heaven upon his transactions. He has another address, 105 St. James Place, Brooklyn, where he does the work of Hell. By his catch-word, "for the sake of humanity," he has inveigled a number of well-meaning and otherwise intelligent gentlemen into supporting his scheme with their names. As high-



minded a man as the late Rev. John Hall was duped, and his picture is now used on the cover of one of the Richie circulars. Rev. Dr. Burrell, the late Rev. S. S. Baldwin, Rev. C. A. Stoddard, and the editors of the *Independent*, *Christian Work* and other religious journals appear as endorsers of the Richie "cure." The "literature" gotten out by the reverend exploiter reeks of a smug pseudopiety. He recommends his nostrum as a "Painless cure for all drug habits. Only cure endorsed by the secretaries of Foreign Mission Boards, Interdenominational Committee, etc." He claims that it will cause "actual destruction of the desire for narcotics." On his letter-head appear conspicuously the words, "Supports better than the drug. No substitute." Mark that "No substitute." This means that in the remedy no drug is substituted for the one used by the victim. It is a lie. The



MAPLEWOOD MEDICAL INSTITUTE OF LEBANON, OHIO.  
Issues a "Morphin Cure by Mail," which is itself full of morphin

Rev. Dr. Richie knows it for a lie. So well does he know it that his employees dare not back it up in their correspondence. After procuring a sample of the output, I wrote, under an assumed name, saying that it produced the same effect as morphin, and asking if it contained any of that drug. Here is the reply: "There would be no special advantage in our denying or asserting the use of morphin or opium in the remedy." "No special use," indeed! Their sample, on analysis, contains 2.12 grains of crystallized morphin per dose.

#### An Ordinary Dose Would Kill the Average Man

I am invited to *cure* myself by taking this stuff *four* times a day. If I lived through the first dose, the second would kill me, or any of my readers who is not a morphin fiend. The ordinary dose is one-eighth of a grain.



heavy dose one-fourth of a grain. But the Richie Company supposes I can stand more, so they endeavor to foist their concoction upon me in place of my supposed addiction. How does this comport with their "No substitution" claim? This and other questions I put in writing to the Rev. Dr. Richie. He has not answered it. His silence is not surprising. It is the part of wisdom—or, at least, caution. I'm not certain just how to place this reverend gentleman. It may be that he has been fooled into believing in the "Richie cure," and that he is an exemplar of a type of asininity so baneful and deadly that its possessor ought, for the sake of the public, to be permanently established in an asylum for the dangerously imbecile.



"The suffering caused by the Johnstown Flood is not to be compared to that caused by Drug Habit. The Richie Cure is an effective remedy for the Drug Habit."

Late Rev. JOHN HALL, D.D., LL.D.,  
5th Ave., P. C. N.



**RICHIE CO.**

105 St. James Place, Brooklyn, N. Y.

Capitalizing an honored name for the profits of scoundrellism.

But I think not. I think he cannot be ignorant of his traffic in ruined lives. This alternative implies flat criminality. Nor has the divinity doctor always eluded the clutch of the law. He has been convicted and fined for practicing medicine without a license.

There is a religious tinge to the twin organizations, the St. James Society of New York City and the St. Paul Association of Chicago. I call them twins because their letters are identically worded in several important particulars, suggesting vividly a community of interest. M. E. Cowles, M.D., Medical Director of the St. James swindle, publishes a pamphlet called *Plain Truth*, from which I cull the following warning against his competitors:



"Substitutes are also extensively advertised, and in taking these the patient is merely paying some imposter about \$5 for morphin he could buy in pure form of his druggist for \$1." Quite so! An admirable description of the transaction of the St. James Society. "This is not a *reduction cure*," he informs me. (A reduction cure is one in which the treatment consists in a gradual reduction of the drug, from week to week. It is successful only when the patient is under the close surveillance of the doctor—and seldom then.) And when I write him the test letter, saying that the remedy acts like morphin, he replies: "We scarcely think you experience any of the reactions of morphin." The average man would experience a promptly fatal reaction if he took the prescribed dose containing 1.75 grains of morphin six times a day, and half the dose five times more. (It must be remembered that those addicted to drugs can take a dose which would be fatal to the normal person.) I know of two unfortunates who got the St. James habit more firmly fixed than the original morphin habit. The only satisfaction they received, on complaining, was the advice to "begin the system all over again"—to the profit of the "Society."

The St. Paul Association also writes me: "This is not a *reduction cure*," the letter being signed by Dr. I. W. Rogers. In reply to my query as to whether the sample sent me contains morphin, he writes: "We find that your trial is prepared, containing a small amount of [ ] narcotic to each fluid dram." Evidently the original intention to fill the blank was abandoned. It was filled, however, when I wrote demanding the figures of the "small amount," and the name of the blank narcotic. The return mail brought me the information that it was "necessary to put 1 1/3 grains morphia in each fluid dram" for my treatment. As the prescribed dosage of a dram six times a day and half a dram between times, I should have been getting about 11 1/3 grains of morphin a day instead of the 12 grains, which was my supposed habit. "Not a reduction cure," indeed. Very little reduction in the St. Paul method. A nice, Christian concern, the St. Paul Association, fit companion for its brother in villiany, the St. James Society.

### Many Quacks Are Themselves Opium Fiends

In a former article I had occasion to describe at some length the quack cancer cure of Dr. G. M. Curry of Lebanon, Ohio. This pained the Lebanon newspapers extremely. Having waxed fat upon the Curry cash, they rose in their might and denounced this weekly as a vicious slanderer of good men. Therefore it is with tremulous reluctance that I tempt the shafts of Lebanon's editorial thunders, by taking up another of that enlightened community's standard institutions, the Maplewood Institute for the Cure of Drug Addictions, which is supposed to be run by Dr. J. L. Stephens, deceased. Among the endorsements of the sanitarium I find one from Dr. Curry. The institute also issues an editorial endorsement by the fake *American Journal of Health*, for which it paid cash. It refers the inquirer to the Postmaster of Lebanon, any of the newspapers, the city and county officers, etc., just as Curry does, from which I conclude that Lebanon must be a lush, green field for the quack harvester. "There is no danger, whatever, in our remedy. It is perfectly harmless," writes the Institute, regarding its sure cure for morphin by mail. Two grains of morphin to the dose is the Stephens notion of a "perfectly harmless" treatment. "Physician, heal thyself" is not a doctrine practiced at the Lebanon Institute of Iniquity. Within recent years three of its "medical directors" or "medical advisers" have been under treatment at a reputable and prominent Eastern sanitarium for drug habit. It is an interesting and significant fact, by the



way, that a large proportion of the morphin and opium cure quacks are themselves "fiends."

One K. F. Purdy runs a little cure of his own at Houston, Tex., and issues a pamphlet in which he warns the reader, with owlish solemnity, against quacks and frauds. "The Purdy Cure," he states, "eradicates crave, desire for the drug, and CAUSE for its use." The cause, of course, is the demand of the enslaved body for the drug, and Dr. Purdy satisfies this demand by furnishing the required drug secretly. In reply to my request for enlightenment as to whether his morphin "cure" contains morphin, he replies ingeniously: "I do not think it is to the interest of you or any other patient, to inquire particularly in regard to the character or make-up of the remedy." Admirable solicitude! Further he assures me that his



DR. K. F. PURDY.

Dr. Purdy operates in Houston, Texas, and has quite a trade in drug-cure quackery throughout the South.

treatment is "absolutely harmless and under no circumstances or contingencies will it leave a habit." As the treatment consists in .57 grain of morphin per teaspoonful, most authorities would disagree with the claim of absolute harmlessness. Dr. Purdy is simply another of the human ghouls who fatten on drug fiends.

Dr. Coats of the O. P. Coats Co. of Kansas City labors under the singular delusion that he is not a quack. "I do not advertise in any newspaper," he says proudly. Somebody does it for him, then, for I find his advertisements in the Sunday papers: "Opium, morphin, cocain habits absolutely cured." The Coats firm is purely a mail order concern. You send them your money for morphin cure and they send you their remedy, containing the very drug that you are striving to discard, in the quantity which you have been taking. The Coats "cure" contains 2.5 grains of morphin per dose, a terrific quantity—and it bears no poison label.

#### Poison Sent Out Unlabeled

Something of the nature of the agile grasshopper inheres in the Opa Specialty Co., which sells Opacura. It answers my first letter from Chicago, my second from San Antonio, and my third from South Haven, Michigan. Possibly it operates on the sound economic principle that it is cheaper to move than to pay rent. "Opacura," the reader is informed, "is very palatable and easily taken, and positively contains no belladonna, calomel, enabis indicis [cannabis indica?] or atropin in any form." Nor



ice cream, nor dish-water, nor dry Martini cocktail! But it does contain morphin, in most formidable proportion. The Opa Company informs me modestly, replying to my desire for information as to the presence of morphin in the "cure": "There is a little to give support while the Tonic acts upon the system." A little! Nearly two grains per dose. "It will not injure the patient in any manner," declares the scoundrel who writes me, and he distributes this deadly poison *unlabeled*. Morphina-Cura, which is advertised as "A Reliable Cure for Opium" is itself morphin. It must be credited with the merciful precaution of labeling its poison with skull and bones.

How much there is in a good name! "Drug Crave Crusade" is almost worth the money. Their advertisement, signed D. C. C. Co., appears in the *Smart Set*, which offers an eager hospitality to this class of villainy. "Our remedy forms no other habit whatever," writes the Dr. Baker who runs the foul business. Certainly not. It simply keeps up the same habit. The patient is encouraged to take all he can stand of the stuff. "Enough to give comfortable support" is what I am encouraged to take. Thus the poor victim who supposes himself to be conquering the morphin habit is really continuing his habit, and paying the Drug Crave Crusade a big price for the privilege. Their "cure" runs to about a grain of morphin per dose.

"The sedative which is in the remedy is to take the place of morphin." is the Drug Crave Crusade's reply to my query. "We are enclosing herewith an extract from the *New York Health Journal*, which we feel sure will settle any doubt in your mind as to the remedy containing any opiates." It does. It would settle any doubt in my mind. were there any, as to the nature of the Drug Crave Crusade. Any enterprise endorsed by that ghost of a journalistic prostitute, the *New York Health Journal*, is, by that very token, damned for a swindle.

"Denarco" is the nostrum of the Comstock Remedy Co. of Lafayette, Indiana. Having filled out one of their blanks with the description of a case taking 12 grains of morphin a day, I receive, via form-letter, the encouraging though somewhat astonishing information that "your answers show there is nothing serious the matter with you." Nothing serious the matter with a man who takes in twenty-four hours enough morphia to kill a dozen normal men! There is something the matter with the Comstock Remedy Co., and this is it, that they are band of murderous medical pirates. Their "Denarco," described as "reliable and absolutely harmless," contains 19 grains of morphin per dose, which I am invited to take day and night, if I need it. Of course, the prominent bankers and the Postmaster of Lafayette are used as backing in the advertising matter of the company.

### The Amazing Contrell

It is always a pleasure to meet a straight-out whole-souled liar. As such R. G. Contrell, M.D., the genial medical vampire who acts as "director" of the Harris Institute of 400 West Twenty-third Street, New York City, is entitled to respectful consideration. "We never advocate a reduction or tapering-off treatment, but eliminate the drug from the start," he asseverates in the Institute's booklet, further stating that in undergoing a course of the treatment, "there is no more danger than in taking a glass of water. . . . The results are positively and absolutely guaranteed." The only safe guarantee to make for the Harris treatment would be that the dupe who takes it will fulfill the Scriptural description: "The last state of this man was worse than the first." Perpend Contrell, M.D., on the innocence of his "dope": "Owing to the general effect of the medicine



many people imagine that our medicine contains opium when nothing is far [sic] from the truth." Contrell, M.D., is "far from the truth." His non-reduction and non-tapering-off treatment contains 1.7 grains of morphin to the double teaspoonful dose, to be taken four times a day.

Within easy reach of the Harris man-trap by a Twenty-Third Street crosstown car, the Professor M. W. Waterman Institute does business. Professor Waterman, so his circular-informs all and sundry, was formerly Deputy Coroner of New York City. Very likely; and he is now presumably furnishing subjects for his successors. "My treatment is the only absolute specific and cure for drug habits. It is the only one that contains the vital principle." Many cures, he sadly observes, are "simply morphin in solution. They dupe their patients into paying exorbitant prices for the identical drug they are seeking to be rid of." This is, indeed, spoken from the lofty heights of wise philanthropy. But down he comes from those heights on being asked whether his own "cure" isn't morphin in solution. "You will note," he writes me, "that the only narcotic contained in the remedy is bi-maeonic acid. This is a bi-product [sic] of opium, but is not as injurious as morphia nor is it as strong." Impressive term, bi-maeonic acid! But, strangely enough, it is unknown to the regular chemists. I suspect that Professor Waterman spun it out of his own inside, like a spider. He is most certainly of the spider genus, and the human flies that get in his web are fed on morphin, as the "vital principle" of his "cure." My sample contains .65 grain morphia per teaspoonful dose, which I am advised to repeat as often as I feel like it.

### Quacks Who Pretend to Be Physicians

There is a grim pleasure in illuminating the devious ways in which those quacks who pretend to legitimate standing work their little games. They are hard to catch, and of the two whose description follows, one would never have been embodied in this article but for the efforts of certain physicians of Cleveland, where he practices. To be accurate, Glenville, a suburb of Cleveland, is the stamping-ground of J. Edward Allport, M.D. The Glenville paper is full of paragraphs about his private hospital. He is an ingenious fellow, a dispenser of platitudes to Sunday-school classes, and a churchgoer, as part of his advertising, for he follows the precept laid down by Sam Weller's friend the "deputy saw-bones," and has himself called out of the service on urgent business, so that people shall wonder at the demands of his practice. Allport's specialty is drug addictions. No case is too bad for him to tackle by mail. He fell easily into a trap set for him and undertook to cure a bad case of morphin habit without seeing the patient. His dosage, prescribed by letter, carries about 1.1 grains of morphin six times a day. With the morphin vial he sends me a bottle of pink whiskey, to mix with the morphin when it gets low, a pretty villainous combination. Dr. J. Edward Allport does not advertise openly, but he is no less scoundrelly, and is even more dangerous, than Richie, the twin "Saints," and Waterman.

More easily caught was Dr. J. C. Hoffman of Chicago. Dr. Hoffman yearns to be considered "ethical." "My social and professional standing protect me from the insult of being classed with advertising quacks," he writes in a fine burst of dignity. Therefore, he hires a stool-pigeon to do his advertising for him. Readers of the Sunday papers will remember his ingenious little advertisement. "Myself cured, I will gladly inform anyone addicted to cocaine, morphin, opium, or laudanum of a never-failing, harmless home cure. Mrs. Mary O. Baldwin, Box 1,212, Chicago." Upon receiving an inquiry Mrs. Baldwin, in a manuscript letter, refers the "come on" to Dr. Hoffman. She says she does this out of gratitude for her



own cure. I surmise that she does it because she is paid to do it. Then Dr. Hoffman takes hold. His "follow-up" system of form-letters is typical. He is sure he can cure you by mail. "The remedy so perfectly controls the system that the patient feels better than under the deadening influence of the former drug." Yes, indeed! The gentleman of protective social and professional standing keeps his patients feeling happy, by a steady if not judicious dosage of morphin. The treatment he sent me contained about two grains of morphin to the maximum dose, to be repeated three to four times a day. The Hoffman-Baldwin partnership may be one of gratitude, but it is, I suspect, a gratitude based on the hope of profits to come. A pretty grisly pair of ghouls are Dr. Hoffman and his accomplice, Mrs. Baldwin.



DR. J. EDWARD ALLPORT.

A supposedly "ethical" practitioner of Cleveland, who "cures" morphin fiends by mail, with morphin.

When this article was announced Dr. B. M. Woolley of Atlanta, Georgia, wrote me advancing arguments to show why he should not be included among the quack drug cure practitioners, and asserting that his one unethical feature is the fact that he advertises. What he advertises to do is to cure the morphin habit. His "cure" consists in 1.9 grains of morphin per teaspoonful dose, to be repeated four times a day. If Dr. Woolley has any further arguments to adduce, tending to disprove my theory that the world would be a better place if he were safely in jail, I hope he will send them to me.

#### A Safe Rule to Follow

Necessarily I have omitted many of the minor vampires of the drug addiction school. I can, perhaps, cover them all in one warning; the man who advertises a sure cure for any drug habit is a swindler. Ten to one he is also a substituter and will push his victim further into the depths, for the few dollars to be got out of it. Reputable sanitariums there are in plenty for this purpose; most physicians know of them. The addict who cannot be cured in them cannot be cured anywhere, and might better buy his poison at the regular rate than at a fancy price from the vicious quack of the advertising school. When the Pure Food law goes into effect, the business must, perforce, cease, for, honestly labeled, the "dope" bottles carrying the cure would be bought by few.



The Sunday newspapers and small weeklies teem with advertisements of "drink cures," which are supposed to exorcise the alcoholic craving when secretly given in tea or coffee. Few of these concoctions can be described as immediately dangerous, though none of them is really safe. All are swindles. They do not cure the drink habit. Once in a while some drunkard will succeed in breaking his fetters synchronously with the taking of the "remedy," and the wonderful "cure" is heralded to the world. But the percentage of these cases is so small as to be practically negligible. Orrine is such a cure, conspicuously exploited. Another is Dr. Haines' Golden Specific. Parker Willis conducts a little bunco trade in this line at Indianapolis, and the Milo Drug Co. of St. Louis helps to make good that community's claim to the proud title of the City of Quacks. Toledo boasts H. C. Keith, who not only has a quack treatment for drink, but further exhibits himself as a swindle by guaranteeing to cure all drug addictions. One might at first suppose that the Kansas Anti-Liquor Society's project for furnishing a drink cure prescription free was a worthy charity. In reality it is only a petty fake, since the "prescription" is one that no drug store could put up, so the patient must buy it from the "Society"—at a heavy advance upon the cost of the drugs. Of course it will fail to effect any good results in a vast majority of cases. In the footnote to the prescription the patient is assured that it is harmless to "the most delicate and sensitive constitution," which may possibly be true; but before I took repeated doses containing, even in minute quantities, such poisons as aloin, strychnin, hydrastin and cocain, I should want to know what my doctor thought about it.

### Quacks with Stool-Pigeons

The reader has very likely seen in the public prints an alleged picture of Mrs. Margaret Anderson of Hillburn, New York, who "cured her husband of drinking," and wants to tell you how to cure yours, free. "She has nothing whatever to sell," says the advertisement. True. But the Physicians' Co-operative Association, a quack organization of Chicago, for which Mrs. Anderson is stool-pigeon, has something to sell. That something is Alcola. "The Conqueror of King Alcohol." Mrs. Anderson's correspondents are recommended by her, in a skillful imitation of a hand-written letter, to buy Alcola and be saved. Alcola is the same kind of fake as the rest of the "given in secret" cures.


Of "institutions" for the regeneration of drunkards there are many. Some of them are entirely reputable, but these do not make blanket promises of cure. The famous "Keeley Cure," which formerly made the most extravagant claims, is now conducted on a much sounder basis, and actually produces results in a certain percentage of cases, though its former claim of more than eighty per cent. cured and less than twenty per cent. lost would be much nearer the truth if reversed. As the Keeley institutes do not now, so far as I can judge, promise to cure all forms of drunkenness nor attempt to take pay for cases which they know to be incurable, I do not include them in the swindling category.

Hundreds of letters come to *Collier's*, inquiring about various advertised cures in all fields of human suffering, and a large proportion of these relate to treatments for private diseases of men. This is a subject which I take up reluctantly, and only because of its widespread peril. As the drug cures are the most vicious form of quackery, so the private disease treatments are the foulest. All this class of practitioners are frauds and swindlers. Many of them are ex-criminals of other fields. The "Old Doctors," the "Physicians Institutes," the "Medical Councils," and the "Quick Cures," are all equally to be shunned. Blackmail is the underlying prin-



ciple of this business. These treatments cannot cure; ten to one they only aggravate the disease and render it dangerous or even deadly. But once they have a man in their clutches, they need not help him in order to get his money. If he demurs at their charges, a threat to expose the nature of his ailment to his family or employers is enough. Some firms of this sort send a \$25 treatment C. O. D. by express, as soon as an inquiry is received, *without any order*. If the addressee refuses to accept it, they write him saying: "Another gentleman in your town has also written us. We will turn over your shipment to him, explaining the circumstances." The unhappy dupe, realizing that the knowledge of such a remedy having been sent him may prove ruinous, pays the price to preserve his wretched secret. Every advertisement of "private diseases," or "men's specialist," ought to be a danger signal, pointing not only to wasted money, shame and misery, but often to invalidism and a dreadful form of death, where in 90 per cent of cases reputable treatment would have brought the patient through. In some localities it is against the law to publish advertisements of this class. Pennsylvania has such a law, but it is a dead letter. St. Louis is attempting to enforce its illegal advertising ordinance, and the St. Louis newspapers are fighting to save for themselves the dollars tainted with unspeakable filth.





# PATENT MEDICINES, THE LAW AND THE PUBLIC

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## THE FRAUD MEDICINES OWN UP

*This is the first of two articles of a new series by Mr. Adams in Collier's on the relations of the "patent medicine" trade to the Law and the Public. Between the appearance of the preceding and following articles more than five years elapsed. In the meantime the Food and Drugs Act—the "Pure Food Law"—was enacted. The changes made in the "patent medicine" business by this piece of legislation are well described in what follows.*

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Six years ago the Federal Food and Drugs Act, commonly known as the Pure Food Bill, became a law. Foremost in the fight against its passage had been the allied "patent medicine" interests. Up to that time floods of potions, avalanches of pills and powders, had been pouring out from the various nostrum shops, without let or hindrance, to overflow the land. Seventy-five million dollars a year is a moderate estimate of the volume done by pseudo-medical preparations which "eradicated" asthma with sugar and water, "soothed" babies with concealed and deadly opiates, "relieved" headaches through the agency of dangerous, heart-impairing, coal-tar drugs, "dispelled" catarrh by cocain mixture, enticing to a habit worse than death's very self, and "cured" tuberculosis, cancer, and Bright's disease with disguised and flavored whiskies and gins.

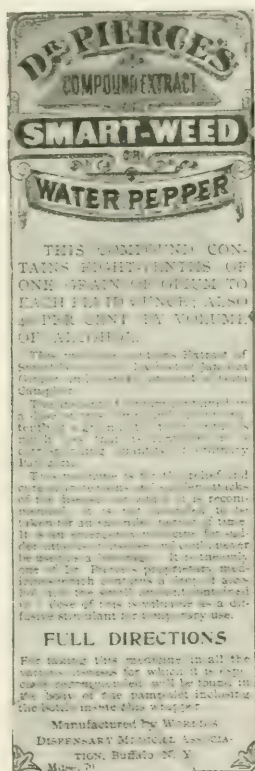
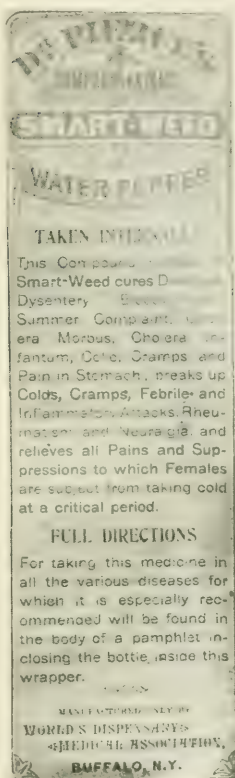
### Supreme Court Decision Injures Law

The Pure-Food Bill represented the first cautious attempt to protect the public. It provided, first, that the habit-forming drugs should be definitely stated on the label of the bottle or package; second, that no false or misleading statement whatsoever should appear on the label. Immediately the fake nostrum trade slackened. Publicity, even in the slight degree prescribed by the new law, was poison to it. For five years the law was in full force. Then the United States Supreme Court, by one of those decisions which are the admiration of lawyers and the despair of everyone else, pronounced that the prohibition of falsification referred only to the ingredients of the medicine; that quacks might proceed, as theretofore, with their labeled promises to cure the incurable; and thus licensed any lie, no matter how murderous, provided it were not technically medical. Meantime, however, up to May, 1911, the proprietary medicines had adjusted themselves as best they might to the painful necessity of telling the truth on their boxes and bottles.

Laws, newly enforced, sometimes have unexpected results. "Let the label tell," was the slogan of the pure-food campaign. That, under the



new law, the label would tell many interesting things was confidently expected. Nor was the expectation disappointed. Opium and morphin blossomed forth into print on bottles of innocent-sounding "baby friends"; alcohol appeared in strong percentages upon quarts of medical "bracers"; dear to the hearts and stomachs of those communities which harry the Demon Rum with unflagging fervor. The deadly warning, "cocain," sprang into light on little boxes of catarrh powders, which thenceforth ceased



#### DR. PIERCE'S SMART-WEED

The old "cure-all" label, with its varied list of baseless claims.

The present label, admitting the presence of opium and of alcohol.

to be sold in many states and cities having a cocain law. But the really interesting and significant betrayal of the fraud medicines lay not alone in what the label told, but chiefly in what under the new requirements, it was obliged to cease to tell—that is, untruths. In short, the "patent medicines," one after another, came forward and made confession; some indirectly, by hasty alterations of the language on their labels; some directly, by pleas of guilty when haled into court.



Under the high-sounding title of the World's Dispensary Medical Association, Dr. R. V. Pierce and his associates deal in a variety of nostrums. One of these is Dr. Pierce's Compound Extract of Smart Weed or Water Pepper. Before the Food and Drugs Act went into effect, the label of this concoction stated that the medicine "cures Diarrhea, Dysentery, Summer Complaint, Cholera Morbus, Cholera Infantum, Colic, Cramps, and Pain in the Stomach: breaks up Colds, Cramps, Febrile and Inflammatory Attacks, Rheumatism and Neuralgia." After the enactment of the law, the claims of cure abruptly disappeared from the label. Why? Because the law made it a punishable offense (until the Supreme Court intervened) to punish any false or misleading statement on the label. Smart Weed could not cure diarrhea, dysentery, or the other diseases. It was worse than useless in rheumatism, neuralgia, and similar ailments. And the omission of the claim from the label is an admission of the falsity of the claims. On the earlier label there is no hint of the true nature of the mixture: no warning against the hidden peril contained in it. But the revised label gives away the secret. Eight-tenths of a grain of opium to each fluid ounce! Therein lay the "cure." Simply drugging the uninformed patient into temporary insensibility to the pain. And, upon the new label—the presence of the opium being, perforce, announced—is a statement, somewhat belated when one considers for how many years the enslaving drug had been sold secretly to Dr. Pierce's patrons, that the medicine "is not intended to be taken for an extended period of time." Nostrums are notoriously addicted to the testimonial type of evidence. Adopting this method, Smart-Weed might appropriately furnish Dr. Wiley some such testimony as this:

#### DR. PIERCE'S SMART-WEED

*After a Brief but Thorough Treatment, Under Dr. Wiley's Food and Drugs Act, its System Has Undergone a Marked Improvement in Morals, and Bears Witness to the Following Change:*

##### BEFORE USING

- It falsely claimed to cure diarrhea, dysentery and similar complaints.*
- It fraudulently assumed to break up rheumatism, neuralgia and colds.*
- It concealed the administration of a dangerous and habit-forming drug.*
- It interposed no safeguard against the habitual use of the medicine, which would have made the patient an opium fiend.*

##### AFTER USING

- It abandoned its false claims regarding stomach and bowel complaints.*
- It dropped its fraudulent assumption of efficacy in rheumatism and neuralgia.*
- It stated the presence and the amount of opium.*
- It indicated, by indirection, that the medicine should not be taken steadily and continuously.*

More radical still is the reform wrought in Dr. Bull's Cough Sirup. Possibly the deaths of children from taking this preparation in its old form have influenced A. C. Meyer & Co., the manufacturers. Possibly the avowed presence of morphin was not considered to have a favorable effect on the sales. In any event, under the "revised formula" there is no morphin in the sirup.



### The Dangerous Headache Powder

All headache powders or tablets are dangerous. They depend for their efficacy on one or another of the coal tar drugs, acetanilid, acetphenetidin (or phenacetin), antipyrin, etc., which depress the heart. Many authentic cases of death, acute chronic poisoning, and drug habit have been adduced from the use of this class of nostrum. None the less resonant was the war cry of the headache powder vendors when acetanilid and the other coal-tar derivatives were put on the list of drugs which, under the law, must be declared on the label. Acetanilid, they declared, and all of its class, were perfectly harmless, and persons who said otherwise were liars, calumniators, and destroyers of a beneficent industry. All this temper was perfectly rational. The "headache cure" species of quack wishes to continue secretly to dull (not cure) headaches at the expense of the heart action. This is what Antikamnia does. It is what Orangeine does. It is what Koehler's and Bromo Seltzer and Capudine and a hundred others do. Of course it is a dangerous expedient. The danger, in the case of acetanilid, is threefold. The heart action is sometimes depressed too far, causing death. The blood is unfavorably affected, in extreme cases deteriorating markedly. Habit is formed, the patient becoming dependent on the drug, just as a steady drinker becomes dependent on liquor. Notwithstanding these recognized facts, the headache quacks rushed into print, declaring that their remedies were both efficacious and harmless, and threatening (but never bringing) libel actions against the detractors. Now, if these gentlemen still seek occasion for libel suits, I can point it out to them, and in their own ranks.

One of their number is the Flag Salt Remedy Co. Its label declares that it cures all headaches and neuralgia. It also claims that it is harmless, although it contains acetanilid. The Federal authorities brought action against the company, under the clause prohibiting any false statement on the label. The contention of the government was that the medicine would not cure headache or neuralgia, and that, as it contained acetanilid, it was not harmless. Here, then, was opportunity for the headache cure people to make a defense and establish the good repute of that class of nostrum. Did they do so? Not noticeably. They pleaded guilty.

### A Clear-Cut Issue

Thus, in a test such as the Proprietary Association of America (the Patent Medicine Trust) should have welcomed, a clear-cut issue on the two vital points of ability to cure and of harmlessness, the representatives of the "harmless" headache "cure" industry broke down and practically confessed that they had lied in both respects.

Mrs. Summers, of "free-to-you-my-sister" notoriety, who is in business as Vanderhoff & Co. of South Bend, Ind., has been putting out a "Harmless Headache Cure." On the specific basis that acetanilid is injurious and not harmless, the government haled the manufacturer to court. Did the manufacturer rise in dignity to support the statement? On the contrary, she owned up to her dangerous and perhaps deadly lie. She pleaded guilty.

The maker of Burwell's Instantaneous Headache Cachets stated on the label that they are safe, and a cure. The pure-food authorities believed otherwise. So did the quack when he was brought into court, for he pleaded guilty and paid his fine.

Gessler's Magic Headache Wafers were formerly guaranteed to contain no harmful substances. "They leave no bad after effects." No longer are they so guaranteed. A brief session in court resulted in the disappearance of guarantee and claim. Mr. Gessler was invited to reconcile his statement with the fact that each of his wafers contained 5 grains of acetanilid. He



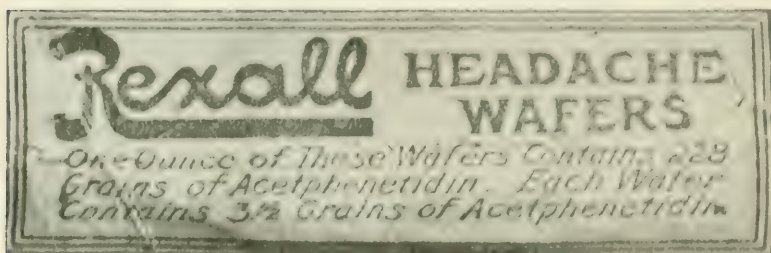
admitted that he could not defend acetanilid as either harmless or free from after effects. So he confessed his guilt and was fined.

Frederick Stearns & Co. of Detroit deal largely in ethical remedies, sold to physicians, which doesn't prevent their making side incursions along the primrose paths of quackery. They have been getting out a mixture called "Nyal's Headache Wafers," the label of which stated:

"It does not produce any bad after effects. Nor does the system become habituated to its use so as to produce a noxious drug habit."

The government contended that, as the wafers are mainly acetanilid, they would produce bad after effects and also drug habit. The company, had no answer to make. It tacitly admitted its mendacity, pleading *nolo contendere*, and was fined.

The same plea was entered by the Rexall Headache Wafers, when the authorities asserted that its catch line "effective and harmless," did not comport with the presence of acetphenetidin in the mixture. The Rexall



The label admits the presence in 1 ounce of 228 grains of acetphenetidin. The cover of the package contains the voluntarily added warning: "Do not take more than four in twenty-four hours," which the law does not require.

label was changed, and now presents the encouraging spectacle of a headache nostrum honestly endeavoring, by going a little further than the law requires, to safeguard the public in some degree against its dangerous character. In plain letters on the label appears this warning:

"DO NOT TAKE MORE THAN FOUR IN 24 HOURS."

Many lives would have been saved if all the headache remedies, in place of their deadly "harmless," had made a like concession to decency.

As for the truthfulness of the word "cure" in the claims of the headache medicines, with one exception none of the makers, when brought to the bar, essayed to maintain it. That one, Robert N. Harper of Washington, D. C., was found guilty and fined. All the others—Howe's Headache Tablets, Well's Dime Headache Cure, Stanley's Instant Headache Cure, Chandler's Headache Buttons, Dr. Koehler's Antidote and many more pleaded guilty.

#### The Line That Vanished

Readers of *Collier's* will remember that, some years ago, one Ohman-Dumesnil, then editor of the *St. Louis Medical and Surgical Journal*, lent his editorial pen to the interests of the deadly headache medicines, and published a long, detailed, and lying article to prove that this class of drug is harmless. His journal, by the way, immediately died an unlamented death, and Ohman-Dumesnil's latest public appearance, so far as I have seen, is as a testimonial writer for a quack remedy in New York. So much



for the tool. Back of this disreputable bit of medical journalism were the great "headache cures," conspicuous among them Antikamnia. This nostrum for many years fooled the physicians of the country into believing that it was an "ethical" preparation: that is, one sold to physicians for prescription use, and without recourse to misstatement or misrepresentation. And, all the time, it was carrying on a campaign which, for downright and dangerous mendacity, has had no superior in any field. Why, then, has the Antikamina Company not had its day in court? Because its proprietors preferred to make their confession indirectly rather than directly. Rather than attempt to defend the indefensible, they hastened to make a vital alteration in their label. Across the old box runs this legend:

"NO DRUG HABIT—NO HEART EFFECT."

Then came the commandment of the Food and Drugs Act: "Thou shalt not lie—on the label."

Presto! The line vanishes. There can be but one explanation. Antikamnia is likely to produce a drug habit. And it always affects the heart and affects it harmfully. This is because of the acetphenetidin (phenacetin) contained in it. The Antikamina Company was ready enough to scatter its lies broadcast so long as they endangered only the lives of the public. But when the false claims threatened to react on themselves, they were hurriedly withdrawn. It is worth noting, in this connection, that, despite Antikamnia's passionate defense, in print, of the virtues and innocence of acetanilid, the former chief ingredient, it has now substituted for it phenacetin, though without any specific intimation either to the public or the medical profession that there has been a change of formula. In England, however, where labeling is not required, the slightly cheaper acetanilid is still used. Once more—since reiteration of a wholesome truth can do no harm—Antikamnia, under either the old or new, the American or the British formula, is a fraudulent, perilous, and heart-depressing nostrum, the continued use of which will induce a drug habit.

Orangeine, Antikamnia's little brother, has also seen a new light since the Pure-Food Law was enacted. It is still, as always, a dangerous and poisonous concoction, powerfully affecting the heart. (Its principal owner died from heart disease, after exhibiting in a marked degree the symptoms of chronic acetanilid poisoning.) But Orangeine no longer claims to "cure" headaches, colds, grippe, etc. No: on the label it now mildly offers to "dispel" the ills for which it is recommended.

Laxative Bromo Quinin, in its advertisement, "Cures a Cold in One Day, Grip in Two Days." Only in its advertisements, however, does it work that wonder. There is no claim of cure on the label. In the days when the Pure-Food Law was effective the makers didn't dare set down the lie there. Perhaps they haven't had time to change the label since.

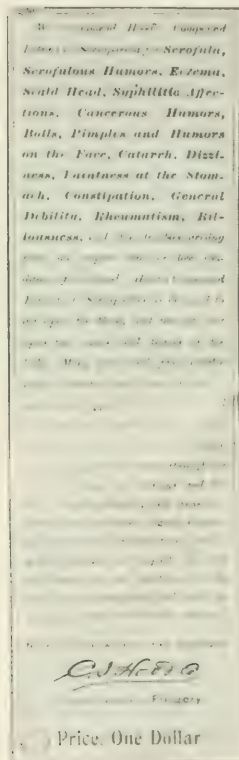
### Ridiculous Discrepancies

Be it understood that the Food and Drugs Act concerns itself with the label alone. It has never restricted the nostrum vendor from lying to his heart's content in his newspaper or circularized advertisements. Except on the package which contains his medicines, the quack may guarantee to cure cancer, restore amputated limbs, and revive the dead. (He may now make these claims on the label, since the United States Supreme Court has come to his rescue.) Between the stools, many of the fraud medicines fell to the ground. While they were inhibited from falsehood on the label, they made the necessary alterations, but forgot to alter the advertisements to correspond. Consequently the discrepancies are often both ridiculous and



suggestive. The detection of the falsity of claims may be reduced to an almost mathematical formula: as thus: subtract the statement on the label from the claims made in the advertisements, and the difference is the lie.

Apply this rule to Hood's Sarsaparilla. In unrestricted newspaper print this nostrum is a miracle worker. It "cures blood-diseases." It "effects radical and permanent cures of catarrh." It "cures dyspepsia and all stomach troubles: cures rheumatism and catarrh: cures nervous troubles, debility, and that tired feeling." Not so on the label. The approach to a claim of cure is comprised in the phrase, "We recommend Hood's Compound Extract of Sarsaparilla for Scrofula, Catarrh, Rheumatism, General Debility," and a variety of ills, named immediately thereafter. Now, there has never been, in the law, anything to prevent C. I. Hood & Co. from "recommending" its compound for anything it chooses, from hydrophobia to the lapse of an insurance policy. Note, however, that there is no claim of ability to cure. Can anyone believe that if Hood's Sarsaparilla actually can cure the diseases, the label on Hood's Sarsaparilla would be confined to a mild recommendation? The inference is unescapable. The differential lies are these:



#### HOOD'S SARSAPARILLA

The present label "recommending" instead of making claims of cure.

#### Getting Around the Corner of the Law

Hood's Sarsaparilla lies in purchased print when it states that it can "cure" blood-diseases.

It lies in purchased print when it claims that it can cure rheumatism, catarrh, dyspepsia, debility, etc.

It knew that it lied and did not dare, so long as the Pure-Food Law was interpreted to mean what its framers intended it to mean, to print those lies on the label of the bottle.

Eminent in the ranks of quackdom is S. S. S., a "blood remedy." "S. S. S. cures blood-troubles," the advertisements unequivocally assert. And again "S. S. S. cures catarrh." No such falsehoods are perpetrated on the label of the medicine as now put up for sale. The "new style package, adopted July 1, 1909" (when the Pure-Food Law was in full force), makes no mention of cure. The Swift Specific Co. knew better than to tempt fate in the form of a government suit. It knew that its nostrum cannot cure blood-diseases or catarrh or any other disease; that it was deliberately lying when it made any such statements, and that the lie would be proved against it if it came into court. Therefore it wisely confined its mendacity to the medium where lies are still exempt from penalty.

#### Munyon's Claim and the Facts

Who, so long as quackery exploits itself publicly, will ever forget Dr. Munyon—that solemn face, from which the pompadour hair streams upward; that raised index finger, emphasizing some smug platitude? Shorn



of his platitudes. Munyon was cited before the courts on a charge of fraudulently labeling his asthma cure, and also his two blood cures. The asthma cure was found to consist of sugar and alcohol. The "Special Liquid Blood Cure" put forth these modest claims:

*Eradicates syphilis and scrofula from the blood, and acts as a tonic to the general system.*

*It cures enlarged tonsils or glands, ulcers and all forms of sores and eruptions.*

*It cures syphilitic diseases of the bones, syphilitic ulcers, syphilitic and scrofulitic skin diseases, removes all impurities from the blood and tones up the whole system.*

That looked cheap at \$2, until the Bureau of Chemistry analyzed the miraculous mixture and found it to consist of iodid of potassium and milk sugar with a trace of corrosive sublimate. Then it didn't look like such a bargain.

The other "blood cure" went even further:

*Munyon's Blood Cure will positively cure all forms of scrofula, erysipelas, salt rheum, eczema, pimples, syphilitic affections, mercurial taints, blotches, liver spots, tetter and all skin diseases.*

And this elixir of life proved, on analysis, to be—simply sugar. Yet it had the most convincing testimonials of cure! Munyon himself, however,

**MUNYON'S BLOOD REMEDY**

**Recommended for rash on the scalp, scald head, and for an itching, burning, unhealthy, blotchy, plumpy or scaly skin.**

**MUNYON'S OINTMENT SHOULD BE APPLIED LOCALLY.**

Note the use of the words "remedy" and "recommended." The old name was "Munyon's Blood Cure," and the added assertion was "will positively cure all skin diseases."

furnished no testimonials to the effects of his fake. Quite the reverse. He pleaded guilty. He admitted that he had lied about each and all the claims made for his medicines. And what a lie! A lie invented and garnished and supported by "proofs," with the cold-blooded purpose of wringing from the terror and despair of the most horrible disease known to mankind a few dollars. There is something lacking in our laws when a scoundrel like Munyon gets off with an insignificant fine, instead of being sent to jail.

### The Baby-Killers

Those bottled infanticides, the baby-soothers, have not escaped the notice of the government.

H. D. Fahrney & Son of Hagerstown, Md., put up for public sale a poison entitled Dr. Fahrney's Teething Sirup: and this is what they said about it on the label, until the government interposed a contradiction:

"Contains nothing injurious to the youngest babe. . . . Mothers need not fear giving this medicine to the youngest babe, as no bad effects come from the continued use of it."

If a man bore a commission from the devil to deprave and slaughter helpless infants, he could hardly devise a more skillful method than this



label embodies. For this non-injurious medicine, innocent of bad results, safe to give to the youngest babe continually, is a composite of alcohol, chloroform, and morphin. It is hardly necessary to state that any baby brought up on such an infernal concoction would almost infallibly develop a craving for morphin, if indeed, it survived the repeated doses indirectly advised on the label. The Fahrneys were found guilty and fined \$100, which, considering the facts, can hardly appear excessive.

"Guaranteed perfectly harmless," was the murderous legend on "Hodnett's Gem Soothing Sirup" when the authorities took cognizance of it. The preparation contained nearly 5 grains of opium to the fluid ounce. The courts, naturally, held that opium is not harmless, and the "Gem" was declared misbranded.

With a singular and engaging frankness, Mrs. J. F. Marshall Smith of Minnesota, wishing to engage in the patent medicine business, got up a diphtheria "cure," and put it on the market under the highly descriptive title, "Humbag Oil." The United States authorities took no sort of exception to the name of the preparation; but they did cite Mrs. Smith to justify the labeled statement that her sprightly invention "relieves diphtheria of the most malignant type." Mrs. Smith didn't justify. She confessed that the truth of the label was in the name and not in the claim. But what is to be said of a public that will purchase a nostrum cynically announcing itself as "Humbag?"

Another misbranded "cure" for children was Dr. Winchell's Teething Sirup.

"The best medicine for diseases incident to infancy. . . . Will positively cure every case if given in time. . . . Cures diphtheria."

All of these statements were found by the court to be false and misleading, in violation of the law as then interpreted, and the defendant was fined. Such "cures" as this, even though they do not contain dangerous drugs, are deadly when advertised for diphtheria, since they divert the sick from the use of antitoxin, which is a genuine cure for the disease, until, often, it is too late.

### Stuart's Dyspepsia and Catarrh Tablets

Conspicuous in the Rogues' Gallery of Quackery is the F. A. Stuart Co. of Marshall, Mich. To read this firm's advertisements, one would suppose that their pills could repair a disordered stomach with the ease and certainty of a tinker mending a kettle. In the advertising booklet Stuart's Dyspepsia Tablets "cure dyspepsia in all its varied forms." That, of course, is a wholesale lie. Knowing it to be such, and appreciating the true meaning of the Food and Drugs Act, the concern made no claims of cure on the label: it offered merely to relieve. Meantime vengeance was descending on it in another quarter. Stuart's Catarrh Tablets were exploited on the label as a "new and effective cure for nasal catarrh, catarrh of the throat," and various other catarrhs, as well as hay-fever. "We know," asseverated the label, "that the regular daily use of these tablets will cure catarrh." Cocksureness of this sort was dangerous up to the time, last year, when the supreme court licensed it. The government invited the Stuart Company to explain how it could know that a mixture of tale, calcium carbonate, sugar and starch "will cure catarrh." Being wise in its generation, the concern didn't try to explain. It answered humbly with a *nolo contendere*. That is to say, "We were lying, and we know that we were lying, and we don't see any use in trying to pretend any further; so we won't oppose the case." The company then instituted the most useful reform that I have noted in any cure. It withdrew the preparation from the market. But the stomach-swindling tablets still remain.



### Peruna's Change of Front

For the last I have left our old friend, the sorely beset Pe-ru-na; mainly because its decline points most emphatically the true moral of "patent-medicine" fakery. Hastening has reduced this former claim-all and cure-all to a most humble frame of mind. In the old unregenerate days Dr. Hartman's disguised booze went forth on its exhilarating mission to the temperance trade, promising to cure about everything in the line of disease, from heart failure to measles, including, conspicuously, rheumatism and dyspepsia. Comes the Pure-Food Law into being, and Peruna enters on a new existence with not only a new formula and a new label, but also new and radically changed advertising. I have before me an advertisement issued by the Peruna Co. in 1909, from which the following confessions are quoted:

"No one claims Peruna is a cure for dyspepsia."

"It is not claimed that Peruna will cure rheumatism."

"Peruna does not cure."

If that last statement above, in its comprehensive simplicity and truth, could but have ornamented the Peruna bottle from fifteen years ago onward, what millions of dollars would have been saved to gullible America! What thousands of lives, wasted by dependence on the lying claims of cure, might have been preserved by proper medical care!

The advertisement from which I have culled the blooms of truth goes on to assert that Peruna is "helpful"; that it "assists Nature," and that "slight derangements . . . can be averted by the judicious use of 'Peruna.'" Of course this isn't true. But how innocent, how conscientious even, as compared with the glaring falsehoods of the old advertising! So far as I have been able to follow it, the recent Peruna advertising avoids definite claims of promises of cures, and sheers off pretty generally from the lie direct. And with what result? The proprietor of a large wholesale drug house in the Middle West tells me:

"Peruna is nowhere. We used to get a carload or even two in a month. Now we hardly handle a carload a year."

And therein lies the moral of the fake nostrum business, large and plain for all to read. For the nostrum which seeks to extort money from the public by the promised treatment of disease—and all, without exception, of this class are fraudulent—there is but one way to success: to make the broadest, most positive, and most mendacious claims, and stick to them. This it is which has buncoed the

public out of millions, in the vending of the Pearce Remedies, Swamp Root, Duffy's Malt Whisky, Lydia Pinkham's preparation and all of that class. Let one of them omit from its formula that essential ingredient, printers' ink, and it dwindles as under a blight. One and all, they must lie to live.

The corollary is not far to seek:

*It is essential that the breach made in the Food and Drugs Act by the decision of the supreme court be repaired: lies of whatever kind should be*

**HALL'S**  
**CATARRH**  
**CURE**

Alcohol 14 per cent.

Manufactured by  
**F. J. CHENEY & CO.**  
Toledo, O., U. S. A.

**HALL'S**  
**Catarrh Cure**

TAKEN INTERNALLY

Full Directions Inside

Label Revised Feb. 1910

PRICE 75 CENTS

A TECHNICAL LABEL.  
The presence of  
alcohol admitted,  
but misleading name  
retained.



prohibited on the label. In this respect, President Taft's admirable recommendation, contained in his special message to Congress after the court's decision, fully and simply covers the ground, in reestablishing the inhibition against any "false or misleading" statement, in such wise that the most seditious "interpretation" can find no loophole in it.

Then it will be in the power of the Bureau of Chemistry to proceed against such arrantly false labels as that of "Hall's Catarrh Cure" (there is already a conviction and confession registered against a "catarrh cure" of the same essential ingredients, under the unemasculated law), which is utterly impotent to cure catarrh; and Rexall Cholera Cure, which never cured a case of cholera in its existence, and never will. But this is not enough. Though truthfulness be imposed on the nostrums, so far as the label is concerned, if they still enjoy unbridled license in the matter of other advertising, their trade will not be seriously affected.

*An amendment to the Food and Drugs Act has been prepared by Congressman Richardson, to which no honest and reputable proprietary preparation can take exception, and no honorable publication can object.. It declares misbranded, under the law, any medicine or drug which is advertised to the public through false or misleading claims.*

Doubtless there will be strong opposition to it. And the opposition will be illuminating.

For, coming from the manufacturers, it can mean but one thing—viz.: that they insist on being permitted to make false claims in print. And on the part of objecting newspapers or other publications, what other attitude can it exemplify but this: that they demand the right to sell their columns to the lies of the fraudulent "patent medicines"? Hitherto the "patent medicines" and their supporters have fought largely under cover. The coming battle will be in the open.



## THE FRAUD ABOVE THE LAW

[*Swamp Root*, one of the most impudent of fraud "patent medicines," was analyzed by the government chemists, who reported that it was "a syrupy liquid containing 8.55 per cent. alcohol by volume and 43.3 per cent. total solids including 42.6 per cent. sugars with a small amount of an aromatic balsam and a laxative principle. There were also present wintergreen, juniper and cardamon." To the following article from *Collier's*, two illustrations have been added, also the information contained in the legends under them.]

Many patent-medicine frauds escape the law because of their inconspicuousness. Some more important nostrums evade the law by the skill of lawyers, the amiable interpretations of the courts, or their own finesse in discovering loopholes. One triumphantly overrides the law. That one is *Swamp Root*. It is the greatest, the most profitable, the most widely exploited, and, on the whole, the most profoundly and dangerously fraudulent of all the quack nostrums now conspicuously before the public.

The Post Office Department has been after it. Evidence far more than sufficient for the issuance of a fraud order, shutting *Swamp Root* out of the mails, was obtained. The evidence was never followed up. No fraud order was issued. What the United States district attorney in the proceedings at first characterized as a sound case for criminal prosecution was prepared for the Department of Justice. Where is that sound case now? Vanished. Dissipated like mist. Forgotten—at least, officially. The Bureau of Chemistry, to which the investigation of offenses against the Food and Drugs Act is intrusted, sought repeatedly to bring *Swamp Root* into court. Scores of other fraud medicines, less flagrant in offense and less dangerous in effect, had been forced to face prosecution and its attendant distasteful publicity; but not *Swamp Root*. In the very department of the government upon which the law's enforcement depends, it found a friend in the now notorious McCabe, solicitor for the Department of Agriculture, to which the bureau is subordinate. Delay after delay was granted to it. It parleyed and paltered and postponed. And finally, while lesser malefactors were being cited, prosecuted, fined, and exposed in government print daily, *Swamp Root*, always immune, brought itself by slow degrees to conform to the letter of the law, though never to its spirit. That immunizing vapor rising from the *Swamp Root* bottle, which had blinded the Post-Office and drugged the Department of Justice into somnolence, proved equally paralyzing to the Department of Agriculture and the quack medicine finally came off unscathed.

### The Leading Industry of Binghamton

Two Kilmers—father and son—Jonas M. and Willis Sharpe, manufacture and vend *Swamp Root*. It is to-day the leading industry of the lively and progressive little city where it is made, Binghamton, New York. The fortune derived from it is variously estimated at from ten to fifteen millions, all accumulated in the last twenty years. The Kilmer house is the most expensive in Binghamton. The two Kilmer buildings are the finest business blocks in the city, with one exception. The Kilmers' newspaper, the *Binghamton Press*, has the largest circulation in that



part of the state. The People's Bank (Jonas Kilmer, president; Willis Sharpe Kilmer, vice president) is a strong and growing financial institution. Jonas Kilmer has been police commissioner of the city. Willis Kilmer has had congressional aspirations. In every phase of existence in Binghamton, except perhaps in the social phase, the Kilmers are powerful—and feared. All this wealth, all this power, all this influence rests on a foundation of pure fraud and knavery; has been built up by a business acumen as disreputable as that of the card sharp, as ruthless as that of the burglar who will kill, if need be, in order to make his haul.

For Swamp Root, "the great kidney remedy," is far more likely to kill than cure. Make no mistake about that, you unfortunates who are lured by its seductive advertising. Its curative power is nil. Its dangerous qualities are many; and they become potentially murderous in the



very ailments to whose victims they hold forth the promise of rescue. There is an ugly passage of Stevenson's where that most diabolical character in modern fiction, the Master of Ballantrae, reaches forth a hand to a companion struggling in a morass, and, as the man yields to the proffered aid, stabs him in the back. Swamp Root is the Ballantrae of fraud medicines.

What is Swamp Root? Essentially, it is alcohol, sugar, water, and flavoring matter, with a slight laxative principle. According to its label, it "contains the active medicinal properties of Swamp Root, Field Herbs, and Healing Balsams." But these ingredients are of such inconsiderable potency in the small amount contained, that they are practically negligible. Alcohol is the chief drug constituent of the mixture, the alcoholic strength being 9 per cent., about that of champagne. The prescribed



dose is one, two, or three teaspoonfuls *or more* (without limit), four times a day. That is, the patient who takes Swamp Root according to directions is getting a steady and considerable dosage of alcohol. And this, bear in mind, is prescribed for all kidney, bladder and liver diseases. To a physician who has had large experience in this class of illness, I put the question:

"In what kidney diseases is alcohol given?"

"None that I know," said he.

"In what bladder troubles?"

"Alcohol increases every form of bladder trouble."

"Is that the opinion of the profession in general?"

"Certainly. A physician who would give alcohol in kidney or bladder trouble is either a fool or a rascal."

"What about affections of the liver?"

### A Doctor's Opinion

The doctor laughed. "Caused by excessive use of alcohol, many of them. Cirrhosis of the liver, for instance, is commonly known as gin-drinkers' liver. To prescribe alcohol for that would be like trying to put out a fire with kerosene."

I stated the alcohol content of Swamp Root and the prescribed dosage. "What would be the result," I asked, "of that treatment in Bright's disease?"

"It would kill the patient before his time."

Swamp Root is specially recommended for Bright's disease.

The principal solid in Swamp Root is sugar. It constitutes about one-third of the medicine. Now, there are certain forms of diabetic trouble in which sugar is absolutely prohibited by the consensus of all schools of medicine. Stating to my doctor the percentage of sugar in Swamp Root, I asked him what would be the effect of the prescribed dosage on a case of diabetes mellitus.

"Malnutrition would follow, and the patient would waste away and die," was the answer.

Swamp Root is on record as promising to cure diabetes.

To sum up: While there is nothing in Swamp Root which will cure the patient of any of the diseases specified in its promises, there are at least two main ingredients which will, in afflictions for which the nostrum is prescribed, give the sufferer a helping hand toward the grave.

Under the former interpretation of the law, forbidding false representations on the label, Swamp Root dropped from its carton the legend: "Kidney, Liver, and Bladder Cure." The claim of cure was untrue, and the Kilmers, knowing it to be untrue, did not dare face the issue. Had they labeled their mixture "Kidney, Liver, and Bladder Poison," they might have preserved the label unchanged.

In the grand Parade of Confession which the Food and Drugs Law set a-marching (before the United States Supreme Court pulled the law's teeth), Swamp Root was a conspicuous penitent. Applying the parallel column treatment, its admitted mendacity fairly smells to the skies:

#### OLD LABEL

DR. KILMER'S SWAMP ROOT, KIDNEY  
LIVER AND BLADDER CURE

This great remedy cures all kidney, liver, bladder and uric-acid troubles, and disorders due to weak kidneys, such as catarrh of the bladder, gravel, rheumatism, lumbago, and Bright's disease, which is the worst form of kidney disease.

#### NEW LABEL

SWAMP ROOT, KIDNEY, LIVER AND  
BLADDER REMEDY

Numerous testimonials are to the effect that it has been used with benefit in cases which have been diagnosed as acute and chronic kidney, liver, bladder, urinary disorders, pain in back, joints, bones and rheumatism and Bright's disease.



Was ever change of claim more significant! The revised label sedulously refrains from any misstatement of fact. Incidentally, and by omission, it admits the lies which the old label carried, and which the Swamp Root advertising is still, in part, carrying. Here are the falsities which the Kilmers mentioned on their labels as long as they dared; and abandoned only when it appeared that not even their phenomenal pull could save them from at length having to defend the indefensible in court.

**DR. KILMER'S**  
**Swamp Root**  
**CURES KIDNEY, LIVER & BLADDER CURE.**

**THIS GREAT SPECIFIC CURES**  
Acute and Chronic Diseases of the Kidneys, Liver, Bladder and Urinary Organs, Kidney Complaints, Hemorrhage of the Kidneys, CURES  
**Bright's Disease**  
Dissolves and expels Gravel, or Stone in the Bladder. It heals and cures Irritation, Inflammation, Ulceration or  
**Catarrh of the Bladder**  
Blood in Urine, Stricture, Hematuria, Urine, Pain in Urinating, Frequent Urine, Highly Colored Urine, White Dust in Urine, Stoppage of Urine, Thick, Sluggish, Scanty Urine.  
Builds up a Run down Constitution and is the Best Remedy and most reliable for Liver Complaints, Torpid Liver and Biliary Disorders, Tapsel Gall Bladder.  
**GRAVEL**  
It cures Enlargement of the Prostate Gland, Seminal Weakness, Spermatoblasts, Impotence, General Debility and General Languor. It drives out of the system all Malarial Poisons.  
**DIABETES, DROPSY**  
It removes the causes producing Nervousness, Stomachic Acidity, Headache, Neuralgia, Bilious Fever, Inward Heat and Thirst, and cures when all other remedies have failed.  
**It Purifies the Blood!**  
Prepared at the Laboratory of Dr. Kilmer & Co.  
ALBANY ADDRESS:  
**Dr. Kilmer & Co., 222 Binghamton, N. Y.**  
874, 874, 876 Chenango, & 9, 4, 8 and 9 Virgil Sts.  
This Remedy is always kept up to its High Standard of Excellence.  
**PRICE \$1.00**  
TRADE MARK COPYRIGHTED.

Photographic reproduction (reduced) of the old Swamp Root carton. Practically every line contains a falsehood. Believing that the Food and Drugs Act prohibited such lies, Kilmer & Co. modified the carton label so as to prevaricate by inference rather than directly. (Illustration and legend not in Collier's article, but provided by THE JOURNAL of the American Medical Association.)

### The Lies

That Swamp Root is a cure.

That it cures all kidney, liver, bladder and uric acid troubles.

That it cures disorders due to weak kidneys.

That it cures catarrh of the bladder.

That it cures gravel.

That it cures rheumatism.

That it cures lumbago.

That it cures Bright's disease.

In its exploitation Swamp Root is purely fraudulent. There is practically nothing about it that isn't a fake. It possesses that rounded completeness, that realization of every opportunity for knavery, which suggests a truly artistic instinct joyously bent on fulfilling itself.

One of Swamp Root's most insistent assets is the mild, whisker-fringed face of Dr. S. Andral Kilmer. This appears not only in the nostrum's literature but also upon the carton in which the bottle is sold. The implication is that Dr. Kilmer, "the eminent kidney and bladder specialist," is the guiding spirit of the Swamp Root establishment.

In his sworn guarantee, Joseph M. Kilmer, the senior quack of the concern, says:

Swamp Root was discovered through scientific research and study by Dr. Kilmer, who graduated with honors and is now actively engaged in the practice of his profession, which calling he has successfully followed for many years.

The incorporated name of the Swamp Root concern is Dr. Kilmer & Co. Prospective patrons naturally



suppose that the Dr. Kilmer who "discovered" Swamp Root is still "engaged in the practice of his profession" on behalf of the Swamp Root firm. It is all a hollow sham. There is no more any Dr. Kilmer in Swamp Root than there is any Lydia E. Pinkham in the Pinkham fake-history.

Unlike Lydia E. Pinkham, however, who is long dead, Dr. S. Andral Kilmer is alive; but he has not for many years had the slightest connection with Swamp Root or any of its affairs. Very much alive, the old man is and has now two suits pending against the other Kilmers, one of them based on the opening of his mail by the Swamp Root employees. In his complaint Dr. S. Andral Kilmer swears that:

"Defendant [Dr. Kilmer & Co.] holds out and represents to the public that plaintiff is the duly licensed, qualified and acting physician in charge of the medical department of said defendant; that it represents, holds out and pretends to give medical advice and prescribe medicines for disease which it pretends to diagnose."

The Swamp Root Kilmers admit using the name of Dr. Kilmer, the title Dr. and the affix M.D., and they make no pretense of any right to do so, other than that, years ago, they had "license and authority from the plaintiff." Not a word of excuse for, or palliation of, the fraud perpetrated upon the public.

Now comes a darker chapter. In its circulars Swamp Root carries this message to prospective patients:

#### HOW TO FIND OUT

*Fill a bottle or common glass with urine and let it stand for twenty-four hours; a sediment or settling usually indicates an unhealthy condition of the kidneys.*

It usually indicates nothing of the sort. All urine deposits a sediment after standing twenty-four hours. Yet the Kilmers deliberately circulate this falsehood in millions of homes in this country, endeavoring to frighten sound and well people into believing themselves endangered, in order to lure into the toils the readily impressionable. And the damnable feature of the matter is that it is actually possible to scare a certain type of person into becoming ill. Hence we see Swamp Root in another phase of devil-work; not only preying on the sick, but even striving to inspire disease from which to wring blood-money.

At one time the Swamp Root quacks pursued this method even further, and this it was which brought them their first conflict with and triumph over the law of the land. Analysis of urine is the accepted method of determining kidney disease. Some years ago the Kilmers, with their keen instinct for pseudo-scientific pretense, offered to make urine analyses to diagnose cases by that procedure, and to prescribe the proper remedy. The specious offer came to the notice of a certain post-office inspector. From different towns he mailed samples for analysis to the Swamp Root "Laboratories." Some were weak tea. Some were horse urine.

On all of these he got an "analysis" announcing a dangerous condition of the kidneys and an earnest recommendation to take Swamp Root and be saved!

Not long after, the inspector went to Binghamton and presented himself, with his credentials, at the Swamp Root building. He was received by the general manager, who asked what he wanted to see.

"Everything," said the post-office man.

They went through the building without the inspector observing anything in the nature of analytical work.



"Where is your laboratory?" he inquired.

"Laboratory?" repeated the manager, looking puzzled. "You mean where we compound our medicines?"

"No. Where you make your analyses."

"Oh, that!" He led the visitor to a small room on an upper floor in which a number of employees were handling "form" letters, and pointed out a young girl of apparently 18 or 19 years of age as being in charge of the analytical work. This was a Miss Maillette. Miss Maillette is now the society reporter of the *Binghamton Press*, the Kilmers' newspaper. She is not a qualified chemist and is utterly incompetent to make proper urine analyses. Rigid questioning by the inspector failed to elicit any satisfactory information as to the processes by which the analytical work was carried on. The inspector went away and recommended the issuance of a fraud order. The fraud order has never been issued.



The "Home of Swamp Root"—the factory at Binghamton, N. Y.

### Swamp Root's Encounters with the Law

Not only did the official recommend the stoppage of the Swamp Root mail, but he also laid the evidence in the case before United States District Attorney George Curtiss as basis for a criminal prosecution. Mr. Curtiss at this time expressed openly and in vivid terms his intention of making things hot for Swamp Root and the Kilmers and his opinion that he had the proper ammunition. The papers were sent to Washington, however, not with a recommendation to prosecute, but with a note advising against prosecution. There they still lie: mere invalid, outlawed wisps of paper, of interest only as witnesses to the impotency of the law as against a powerful fraud like Swamp Root.

Why did the United States district attorney so suddenly alter the opinion which he had expressed to his friends? It is the belief of those



"on the inside" in Binghamton that he answer is to be found in a sudden change of front on the part of the *Binghamton Press*, the Swamp Root newspaper. At the time of the postoffice inspector's investigation the *Press* was conducting a lively fight against the old-line Republican machine of which George W. Dunn was leader, with the United States district attorney as his lieutenant. Dunn and the Kilmers "got together." The cases against Swamp Root, both in criminal and fraud order proceedings, lapsed. Shortly after the *Binghamton Press* ceased its attacks on the Republican machine, discharged its managing editor, a determined opponent of George W. Dunn, and straightway became "good."

When I inquired of George B. Curtiss, recently, why the Kilmers had been let off, he said that the case against them was not strong enough to warrant criminal prosecution. Not strong enough! Here was a concern using the United States mails in a device to obtain money under false pretenses, with at least three fraudulent phases:

First—Purporting to report findings from analysis of urine which was not made.

Second—Diagnosing and prescribing for disease without a license to practice medicine.



Residences of Willis Sharpe Kilmer and Jonas M. Kilmer on Riverside Drive at Binghamton.

Third—Selling Swamp Root to persons entirely free of kidney disease, on false representation that they were suffering from such disease.

All these points were provable. It was also provable that there was no proper analytical laboratory or qualified analytical chemist in the Swamp Root concern. Nevertheless, when the *Binghamton Press* "swung," the case dissolved. Great is the power of the "*Press*."

Swamp Root's next and latest encounter was with the Bureau of Chemistry and the Board of Food and Drug Inspection. On these governmental agencies the enforcement of the Pure Food and Drugs regulations devolves. Prosecution for the misbranding of drugs usually follows complaint with reasonable celerity. Not so with this law-paralyzing nostrum. On Feb. 17, 1909, the chief inspector of the Bureau of Chemistry recommended prosecution of Swamp Root for misbranding, on the ground that the name itself is not justified by the nature of the nostrum and that various claims, made on the label, of preventive and curative virtues were false. On May 7 Dr. Wiley recommended that Dr. Kilmer & Co. be cited for a hearing before the Board of Food and Drug Inspection, consisting of himself, George P. McCabe, the solicitor for the board, and F. L. Dunlap. At this time there was developing, with Secretary of



Agriculture Wilson's aid, that scandalous plot to nullify the pure food law and to hamper and eventually discredit and discharge Dr. Wiley, which Congressman Moss' committee has recently exposed and frustrated. McCabe, the self-confessed falsifier of a government record, was Secretary Wilson's agent in the board, and Dunlap was McCabe's echo. Against those two Dr. Wiley was powerless. The hearing of the board on the Swamp Root case was set for June 9. Then began the long series of procrastinations. The case was set over to August 9. Meantime, Warwick M. Hough, the legal prop and bulwark of the patent medicine fakers and the food adulterators, had been brought into the case as counsel for Swamp Root. There was an immediate postponement to September 3. Then, by Hough's request, the hearing was set over to October 1 and again to October 15, at which time it was actually opened and conducted for part of one day. At this point Mr. Hough got a four weeks' adjournment to November 12, when the hearing was closed. Dr. Wiley and Dunlap then formally recommended prosecution. But McCabe, the obstructionist, recommended "temporary abeyance," and the supple Dunlap turned a back somersault in order to concur. (This was but one of a hundred cases in which he did the same thing.) However, it appears that a brief delay was all that McCabe was then playing for, since on December 14 he recommended prosecution, and, Dunlap concurring, the case was turned over to McCabe on January 8, 1910, for legal preparation.

### The Delays of McCabe

Did he prepare it? Not at all. Instead, he presented a revised label, which the Swamp Root people, taking advantage of the blocking of the wheels of justice, had leisurely fixed up. This was on March 26. On April 4 McCabe treated himself to a little joke. He issued a memorandum in which he ascribed the long delay to the drug division of the Bureau of Chemistry. To this the drug division replied, with equal heat and justice, that its material had been ready at all times and that the main delay was of the solicitor's own contriving. Then Dr. Wiley urged action on the board. Again the case was referred to the solicitor, who thereupon proceeded—to prosecute? Certainly not! To accord the Swamp Root people another hearing! They had already had their full day in court, and more. They had revised their label, which still remained fraudulent. And yet McCabe gave them another chance. This was set for May 10, 1910, a year and three months after the first move in the case. At this session Lawyer Hough presented a still further revised label which is a model of deceptiveness and fraudulent intent, but which, nevertheless, does not lie specially enough to bring it within the scope of the law. Finally the matter was closed on July 14, 1910, by the government accepting the revised label. The Swamp Root fraud had, by a series of special favors and privileged delays, beaten the law in its very stronghold, and victoriously reestablished its immunity, not only from punishment for obvious lawbreaking, but also from the more greatly feared process of facing a court ordeal which would have officially proclaimed its fraudulency.

There remains to be written one more chapter of this ugly record; the relations of Swamp Root to the newspaper press. So far as I know, Swamp Root is the only patent medicine whose proprietors directly own a newspaper.

They started the *Binghamton Press*, a lively, able, but unprincipled evening publication, because they were unable to control to their own purposes the press of the locality. Let me state, briefly, the attitude of the patent medicine business toward the newspapers in general. It is this:



"We are your chief support. We pay you more money for advertising than any other form of industry. Therefore you owe us special consideration. We expect you to give us special business favors; to fight our battles in the legislatures; to publish our tainted news and canned editorials; and to suppress such news about patent medicines as might injure our business."

### The Red Clause Contract

In this spirit was devised by Frank Cheney, president of the Patent Medicine Trust (the Proprietary Association of America), the noted "red clause contract" providing that the patent medicine advertiser might withdraw his advertising from a newspaper if any legislation inimical to patent medicines was passed by the state legislature. Mr. Cheney frankly expressed the opinion that his scheme just about compelled the newspapers to fight the patent medicine men's battles for them.

In justice to the newspapers it should be said that he underrated their independence; that a large majority of the standard publications refused to bow down to this form of tyranny; and that the "red clause" has lost most, if not all, of its potency. Now, Willis Sharpe Kilmer is an enthusiastic believer in the bludgeon and blackjack methods of Mr. Cheney.

It was the younger Kilmer who, when a patent medicine labeling bill was up in the Massachusetts legislature, sent the following telegram broadcast to the newspapers carrying Swamp Root advertising:

BINGHAMTON, N. Y., March 10, 1905.

SPY, Taunton.

House bill eight hundred and twenty-nine discriminating against proprietary medicines passed lower house. Up in Senate Monday. Quick work necessary. Use your influence.

WILLIS SHARPE KILMER, Adv. Agt.

Having imbibed the pleasing theory that the press is the slave of the advertiser, Willis Kilmer, with the aid of his father, proceeded to give it a local and extreme application in Binghamton, with far-reaching results. And because this case is so typical of patent medicine tyranny, and because the Kilmers pushed it to the extreme of seeking immunity from personal criticism and comment, I am compelled here to touch briefly on certain unpleasant episodes in the career of Willis Sharpe Kilmer.

Before the *Press* was founded, the evening paper of Binghamton was the *Herald*, then owned by Guy F. Beardsley. I am doing Mr. Beardsley no injustice in stating that he has never yet seriously strained himself by undue endeavors to run away from a fight. As far back as 1894 Mr. Beardley's *Herald* was criticizing George E. Green, then mayor of Binghamton, and afterward mixed up in the postoffice graft scandals. Mr. Green was a friend of the Kilmers. One day a copy of the *Herald* with a blue-penciled circle around an editorial attacking Green was sent to Mr. Beardsley by the Kilmers with a note on the margin:

"If you don't quit this we shall stop advertising with you."

The *Herald* did not quit. The Swamp Root advertising was withdrawn. Six months later it was put back, the Kilmers perhaps deeming that they had sufficiently punished the recalcitrant editor. Then, one day, Willis Sharpe Kilmer, driving his tandem through one of the principal streets, became incensed at a bicyclist who failed to give him what he considered due space when he shouted (the man was quite deaf and couldn't hear him), so he horsewhipped the offender. The bicyclist sued and the *Herald* printed the complaint in the case. Down came Willis Sharpe Kilmer in great excitement to see Mr. Beardsley, demanding to know why the article had been published.

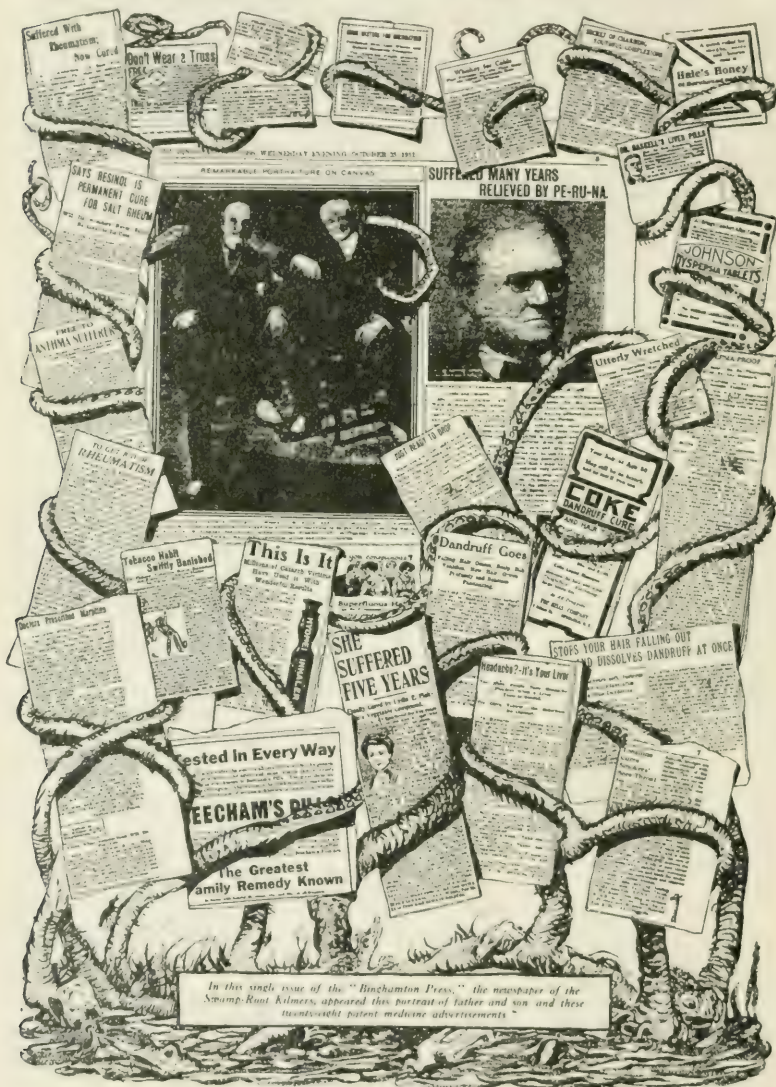


"Because," said the editor, "it was and is a matter of court procedure."

"Why didn't you come to me? I could have fixed that all right."

"What do you mean?"

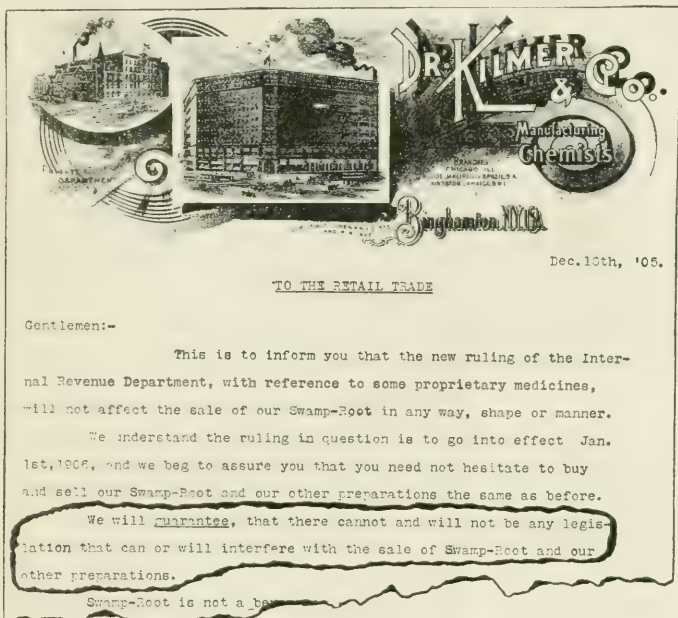
"I mean that I would have made it right with you. I would have made it worth something to you to keep it out."





So much for Willis Kilmer's opinion of the press of his city. On finding that he was in error and that his bribe would not have been accepted in any case, he went out in a rage. Again the Swamp Root advertising was withdrawn. Incidentally, the assaulted bicyclist won his case and Kilmer was mulcted in considerable damages.

For a long time Swamp Root withheld its exploited knaveries from the pages of the *Herald*. When the familiar "copy" did return, no explanation accompanied it. None was needed. Willis Kilmer's wife, to whose family the Kilmers owe most of their success, was about to sue him for



When the Swamp Root case was being juggled in the Department of Agriculture the attorney for the Kilmers is reported as stating that the case would never go to court. It is easy to prophesy when one has inside information! Here is a photographic facsimile of a letter sent out in 1905 by the Swamp Root people notifying retailers that Dr. Kilmer & Co. "will guarantee that there cannot and will not be any legislation that can and will interfere with the sale of Swamp Root." (Illustration and legend not in *Collier's* article, but provided by THE JOURNAL of the American Medical Association.)

divorce, and the quacks were desirous of keeping the matter out of the papers. They were ready to fight the case, but they weren't willing to face the publicity, for the evidence was a most sensational and unsavory nature. When the case was called, the *Herald*, declining to regard the Swamp Root advertising as a bribe for the suppression of news, printed an account of the proceedings with the list of fourteen correspondents. Instantly Willis Sharpe Kilmer abandoned his defense, paid his wife \$25,000, and allowed her to get a divorce in another state. At the same time he made statements viciously reflecting on her character, which were



wholly baseless. His behavior in this matter sufficiently characterizes the man; any comment on it would be superfluous. This time the Swamp Root support was not taken from the *Herald* because the Kilmers wanted a statement of their side of the case published in its columns, which was done.

A year later the *Herald* printed a rather feeble little joke about patent-medicine advertising. At this Jonas Kilmer took great umbrage, denounced Mr. Beardsley, and again ordered the Swamp Root advertising discontinued. Later still he brought suit against the *Herald* for libel, in connection with a charge of arson made against his nephew. In vain did the *Herald* strive to get into court on this suit; the Kilmers got postponement after postponement, meantime trying to retain all the available lawyers, including Mr. Beardsley's own counsel. Finally the suit was dropped, but not before the judge, from the bench, made a remarkable statement which serves to show what the Kilmers' enemies have to fear from the Kilmer millions. The *Herald* as *defendant* had asked for an extra allowance of costs on the ground that they had been put to great expense, and the court, in granting this, said:

"If the rule of damages to the defendant was not applied, men of wealth might absolutely crush the press in every community if they started out to do so. . . . It looks as if the Kilmers employed every attorney in the city, and with their wealth and position tried to make the *Herald* go out of town to find a lawyer. Their ambition seemed to be to crush the defendant at all hazards."

Eventually the Kilmers started the Binghamton Press. Willis Kilmer stating with great frankness that he was after the *Herald*.

"That damned sheet won't last long after I get after it," he announced.

### The Situation To-Day

However, the *Herald* is still alive, though Mr. Beardsley no longer owns it, and it is getting along, though without the Swamp Root advertising. For a time it had to get along without other patent-medicine advertising as well, for there developed, in the course of the Kilmer fight, an interesting instance of how the quacks combine to bludgeon any paper exhibiting the slightest signs of independence or revolt. On the *Herald's* editorial page had been printed an obviously jocular patent-medicine testimonial, stating that a man in California, who had taken ten bottles of Dr. Jigger's Kidney Invigorator and who had died of another ailment, still maintained the vitality of his kidneys to such an extent that the undertaker had to kill them with a club before the man could be buried. Shortly after the publication of this, the Lydia E. Pinkham advertising was withdrawn. When the *Herald* asked why, the famous dead lady replied (per living secretary) that the paper was attacking patent medicines, and *cited the Kilmers*. Another quack concern, the Dr. Pierce Medical Company of Buffalo, insisted on stopping its advertising at about the same time, and did so, although compelled to pay the full amount of its contract. Yet the Proprietary Association of America indignantly denies that there exists any conspiracy to muzzle the free press!

Of late the sales of Swamp Root have somewhat decreased in this country. Abroad it is flourishing, particularly in England, where, in the absence of any sufficient legal restraint, it still blazons on its bottles the full and flagrant lies which it perforce abandoned in this country. Signs are not wanting that, though the fraud is above the law of this land, it is not exempt from the danger of popular enlightenment; and that the public is beginning to learn about it. For the benefit of those who may be tempted by its specious advertising, I will state once more as definitely



as possible—and if I am wrong in any one of these statements, both *Collier's* and myself are liable for libel—three facts to be borne in mind:

### Three Facts

That Swamp Root will not and cannot cure kidney, liver, or bladder disease;

That, used in such diseases, it will often be harmful; and

That it may sometimes even kill.

The way to end Swamp Root's career of fraud is to spread understanding of what it really is: a compound of false promises and harmful drugs, protected by political pull, and backed up by a conscienceless newspaper; in all the realms of medical knavery, the most dangerous and law-destroying combination extant—the copartnership of quackery, blood-money, and fraud-nurtured journalism.



# ***The Patent-Medicine Conspiracy Against the Freedom of the Press***

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"Here shall the Press the People's rights maintain,  
Unawed by influence and unbribed by gain."

—Joseph Story: Motto of the *Salem Register*.

*Would any person believe that there is any one subject upon which the newspapers of the United States, acting in concert, by prearrangement, in obedience to wires all drawn by one man, will deny full and free discussion? If such a thing is possible, it is a serious matter, for we rely upon the newspapers as at once the most forbidding preventive and the swiftest and surest corrective of evil. For the haunting possibility of newspaper exposure, men who know not at all the fear of God pause, hesitate, and turn back from contemplated rascality. For fear "it might get into the papers," more men are abstaining from crime and carouse to-night than for fear of arrest. But these are trite things—only, what if the newspapers fail us? Relying so wholly on the press to undo evil, how shall we deal with that evil with which the press itself has been seduced into captivity?*

In the Lower House of the Massachusetts Legislature one day last March there was a debate which lasted one whole afternoon and engaged some twenty speakers, on a bill providing that every bottle of patent medicine sold in the state should bear a label stating the contents of the bottle. More was told concerning patent medicines that afternoon than often comes to light in a single day. The debate at times was dramatic—a member from Salem told of a young woman of his acquaintance now in an institution for inebriates as the end of an incident which began with patent medicine dosing for a harmless ill. There was humor, too, in the debate—Representative Walker held aloft a bottle of Peruna bought by him in a drug store that very day and passed it around for his fellow-members to taste and decide for themselves whether Dr. Harrington, the Secretary of the State Board of Health, was right when he told the Legislative Committee that it was merely a "cheap cocktail."

## **The Papers Did Not Print One Word**

In short, the debate was interesting and important—the two qualities which invariably ensure to any event big headlines in the daily newspapers. But that debate was not celebrated by big headlines, nor any headlines at all. Yet Boston is a city, and Massachusetts is a state, where the pro-



ceedings of the legislature figure very large in public interest, and where the newspapers respond to that interest by reporting the sessions with greater fullness and minuteness than in any other state. Had that debate been on prison reform, on Sabbath observance, the early closing saloon law, on any other subject, there would have been, in the next day's papers, overflowing accounts of verbatim report, more columns of editorial comment, and the picturesque features of it would have ensured the attention of the cartoonist.

Now why? Why was this one subject tabooed? Why were the daily accounts of legislative proceedings in the next day's papers abridged to a fraction of their usual ponderous length, and all references to the afternoon debate on patent medicines omitted? Why was it in vain for the speakers in that patent-medicine debate to search for their speeches in the next day's newspapers? Why did the legislative reporters fail to find their work in print? Why were the staff cartoonists forbidden to exercise their talents on that most fallow and tempting opportunity—the members of the Great and General Court of Massachusetts gravely tipping Peruna and passing the bottle around to their encircled neighbors, that practical knowledge should be the basis of legislative action?

*I take it if any man should assert that there is one subject on which the newspapers of the United States, acting in concert and as a unit, will deny full and free discussion, he would be smiled at as an intemperate fanatic.* The thing is too incredible. He would be regarded as a man with a delusion. And yet I invite you to search the files of the daily newspapers of Massachusetts for March 16, 1905, for an account of the patent-medicine debate that occurred the afternoon of March 15 in the Massachusetts Legislature. In strict accuracy it must be said that there was one exception. Anyone familiar with the newspapers of the United States will already have named it—the Springfield *Republican*. That paper, on two separate occasions, gave several columns to the record of the proceedings of the legislature on the patent-medicine bill. Why the otherwise universal silence?

The patent-medicine business in the United States is one of huge financial proportions. The census of 1900 placed the value of the annual product at \$59,611,355. Allowing for the increase of half a decade of rapid growth, it must be to-day not less than seventy-five millions. That is the wholesale price. The retail price of all the patent medicines sold in the United States in one year may be very conservatively placed at one hundred million dollars. And of this one hundred millions which the people of the United States pay for patent medicines yearly, fully forty millions go to the newspapers. Have patience! I have more to say than merely to point out the large revenue which newspapers receive from patent medicines, and let inference do the rest. Inference has no place in this story. There are facts a-plenty. But it is essential to point out the intimate financial relation between the newspapers and the patent medicines. I was told by the man who for many years handled the advertising of the Lydia E. Pinkham Company that their expenditure was \$100,000 a month, \$1,200,000 a year. Dr. Pierce and the Peruna Company both advertise more extensively than the Pinkham Company. Certainly there are at least five patent-medicine concerns in the United States who each pay out to the newspapers more than one million dollars a year. When the Dr. Greene Nervura Company of Boston went into bankruptcy, its debts to newspapers for advertising amounted to \$535,000. To the Boston *Herald* alone



it owed \$5,000, and to so small a paper, comparatively, as the *Atlanta Constitution*, it owed \$1,500. One obscure quack doctor in New York, who did merely an office business, was raided by the authorities, and among the papers seized there were contracts showing that within a year he had paid to one paper for advertising \$5,856.80; to another \$20,000. Dr. Humphreys, one of the best known patent-medicine makers, has said to his fellow-members of the Patent Medicine Association: "*The twenty thousand newspapers of the United States make more money from advertising the proprietary medicines than do the proprietors of the medicines themselves.*"

This Contract is Void if Patent Sheets with Advertisements are Used.

### Three Years' Advertising Contract.

City of St. Louis County of Missouri  
State of Missouri 1907

We hereby agree with CHENEY MEDICINE COMPANY, for the sum of \_\_\_\_\_ DOLLARS, to insert the advertisement of

"HALL'S CATARRH CURE," containing matter as per copy furnished (set in our regular reading matter type) to be published each issue of Paper and to appear in regular reading matter not to be preceded by any paid notice, and on local or editorial page. Said advertisement to be run for three years with the privilege of twelve changes annually. see letter of 6/21/07

Payments to be made semi-annually. Advertisements to be published in Daily Examiner and Weekly Examiner  
Published at St. Louis, Missouri

We also agree to mail a copy of each issue containing "Ad." to Cheney Medicine Co., Toledo, Ohio.

Circulation, Daily 2,000 Circulation, Weekly 2,051

It is mutually agreed that this Contract is void, if any law is enacted by your State restricting or prohibiting the manufacture or sale of proprietary medicines.

Remarks \_\_\_\_\_

CHENEY MEDICINE CO.

Name of Paper Examiner

Per Wm. White Manager.

#### THE "CONTRACT OF SILENCE."

The two lines in heavy type are the "red clause."

... Of their receipts, one-third to one-half goes for advertising." More than six years ago, Cheney, the president of the National Association of Patent Medicine Men, estimated the yearly amount paid to the newspapers by the larger patent medicine concerns at twenty million dollars—more than one thousand dollars to each daily, weekly and monthly periodical in the United States.



### Silence Is the Fixed Quantity

Does this throw any light on the silence of the Massachusetts papers? Naturally such large sums paid by the patent-medicine men to the newspapers suggest the thought of favor. *But silence is too important a part of the patent-medicine man's business to be left to the capricious chance of favor. Silence is the most important thing in his business. The ingredients of his medicine—that is nothing.* Does the price of golden-seal go up? Substitute whisky. Does the price of whisky go up? Buy the refuse wines of the California vineyards. Does the price of opium go too high, or the public fear of it make it an inexpedient thing to use? Take it out of the formula and substitute any worthless barnyard weed. But silence is the fixed quantity—silence as to the frauds he practices; silence as to the abominable stewings and brewings that enter into his nostrum; silence as to the deaths and sickness he causes; silence as to the drug fiends he makes, the inebriate asylums he fills. Silence he must have. So he makes silence a part of the contract.

*Read the significant silence of the Massachusetts newspapers in the light of the following contracts for advertising.* They are the regular printed form used by Hood, Ayer and Munyon in making their advertising contracts with thousands of newspapers throughout the United States.

On page 150 is shown the contract made by the J. C. Ayer Company, makers of Ayer's Sarsaparilla. At the top is the name of the firm, "The J. C. Ayer Company, Lowell, Mass.," and the date. Then follows a blank for the number of dollars, and then the formal contract: "We hereby agree, for the sum of ..... Dollars per year, ..... to insert in the ..... published at ..... the advertisement of the J. C. Ayer Company." Then follow the conditions as to space to be used each issue, the page the advertisement is to be on, and the position it is to occupy. Then these two remarkable conditions of the contract:

"First—It is agreed in case any law or laws are enacted, either state or national, harmful to the interests of the J. C. Ayer Company, that this contract may be canceled by them from date of such enactment, and the insertions made paid for pro-rata with the contract price."

This clause is remarkable enough. But of it more later. For the present examine the second clause:

"Second—It is agreed that the J. C. Ayer Co. may cancel this contract, pro-rata, in case advertisements are published in this paper in which their products are offered, with a view to substitution or other harmful motive; also in case any matter otherwise detrimental to the J. C. Ayer Company's interest is permitted to appear in the reading columns or elsewhere in the paper."

This agreement is signed in duplicate, one by the J. C. Ayer Company and the other one by the newspaper.

### All Muzzle-Clauses Alike

That is the contract of silence. (Notice the next one, in identically the same language, bearing the name of the C. I. Hood Company, the other great manufacturer of sarsaparilla; and then the third—again in identically the same words—for Dr. Munyon.) That is the clause which with forty million dollars, muzzles the press of the country. I wonder if the Standard Oil Company could, for forty million dollars, bind the newspapers of the United States in a contract that "no matter detrimental to



J. C. Ayer Company

## Manufacturing Chemists

Lowell, Mass., May 31 1905

7

We hereby agree, for the sum of Seven Dollars per year,  
payable in quarterly installments as earned, upon receipt of bill,  
to insert in the Standard  
published at \_\_\_\_\_

in the county of \_\_\_\_\_ State of \_\_\_\_\_  
the advertisements of J. C. Ayer & Company, of Lowell, Mass., during the ensuing twelve months,  
from date of first insertion ~~and the amount of the same, and the number of insertions~~ in  
matter, arrangement, and date of publication, according to plates and copy furnished  
by them, the space and insertions to be as specified below, viz.:

advertisement to average \_\_\_\_\_ inches \_\_\_\_\_ each  
week in the weekly issue, \_\_\_\_\_ times, each insertion to be at top of  
page, wholly adjoining pure reading down one side and under-  
neath, or at bottom of \_\_\_\_\_ page, apart from other advertisements.

1 - advertisement to average 1/2 inches 16 each  
week in the weekly issue, 52 times, each insertion to be at top  
of local page, wholly adjoining pure reading down one side and under-  
neath, or at bottom of local page, apart from other advertising (as paper  
is made up on 1).

We also agree to notify J. C. Ayer Company of first insertion of these advertisements, to mail one copy of every issue of the paper as published to J. C. Ayer Company, Lowell, Mass., during term of this contract, and to promptly supply missing papers upon request.

Change in make-up of paper or consolidation with another paper entitles J. G. Aym Company to select new position or cancel contract, as preferred by them.

First.—It is agreed in case any law or laws are enacted, either State or national, harmful to the interests of the J. C. Ayer Co., that this contract may be cancelled by them from date of such enactment, and the insertions made paid for pro rata with the contract price.

Second.—It is agreed that the J. C. Ayer Co. may cancel this contract, pro rata, in case advertisements are published in this paper in which their products are offered, with a view to substitution, or other harmful motive; also, in case any matter otherwise detrimental to the J. C. Ayer Co.'s interests is permitted to appear in the reading columns, or elsewhere, in this paper.

**Guaranteed Circulation**

Accepted for

**DO NOT SIGN.**  
Return to J. C. AYER CO. for their acceptance.

### Form of Contract A

THIS IS THE FORM OF CONTRACT—SEE (A), (B), (C) THAT MUZZLES THE PRESS  
OF THE UNITED STATES

The gist of the contract lies in the clause which is marked with brackets, to the effect that the agreement is voidable, in case any matter detrimental to the advertiser's interests "is permitted to appear in the reading columns, or elsewhere, in this paper." This clause, in the same words, appears in all three of these patent-medicine advertising contracts. The documents reproduced here were gathered from three different newspapers in widely separated parts of the United States. The name of the paper in each case has been suppressed in order to shield the publisher from the displeasure of the patent-medicine combination. How much publishers are compelled to fear this displeasure is exemplified by the experience of the *Cleveland Press*, from whose columns \$18,000 worth of advertising was withdrawn within forty-eight hours.



the Standard Oil Company's interests be permitted to appear in the reading columns or elsewhere in this paper."

Is it a mere coincidence that in each of these contracts the silence clause is framed in the same words? Is the inference fair that there is an agreement among the patent-medicine men and quack doctors, each to impose this contract on all the newspapers with which it deals, one reaching the newspapers which the other does not, and all combined reaching

Lowell, Mass., Feb. 26, 1904.

Pub. Co.,

Publisher of Sunday Mass.

Dear Sir: We hereby agree to pay 12 per inch dollars every month months, for one year's advertising in the Sunday Record as per contract signed by you, as follows:

Weekly Ave. 3 inches 52 insertions, first advt. on a good local page, top of page with reading matter both sides and following, or first advt. in col. and with reading matter both sides, changed every issue, lines insertions among or first following reading matter, on separate pages, changed every insertion, and a monthly notice.

Monthly Notice to be inserted on the second week of each month, in the news type and columns of the paper, apart from other notices and advertisements. Matter to be furnished by O. I. Hood Co. Papers included, and furnished to us regularly as the only proof that the advertisement is being inserted.

It is further agreed that the payments shall be made promptly on fulfillment of contract, and that any failure to insert advertisements as specified shall be properly made up, or a sum pro rata may be discounted at time of payment; also that credit is not to be given for insertions, if our advertisement is placed in a column with other advertisements preceding it, or in a supplement, or if notices are in a condensed notice column; also if make-up of paper is changed, the advertisements will be given position on a page acceptable to us; and the places for displayed advertisements shall be returned when called for. Additional display space at pro rata. Only enough insertions of display required to use space specified.

Please instruct your foreman, that our contract may be correctly and faithfully executed; also see that our name is properly entered on your mailing list, that we may promptly receive the papers upon the first and all subsequent insertions, and thereby insure the proper entry of advertisements to your credit on our books.

It is agreed that the O. I. Hood Co. may cancel this contract, pro rata, in case advertisements are published in this paper in which their products are offered, with a view to substitution, or other harmful motive; also, in case any matter otherwise detrimental to the O. I. Hood Co.'s interests is permitted to appear in the reading columns, or elsewhere, in this paper.

In case national or state legislation shall be enacted adverse to the manufacture or sale of proprietary medicine, then this contract shall, at the option of the advertiser, be cancelled, payment to be made pro rata for number of insertions given.

Trusting that our business relations may prove mutually pleasant and profitable, we take pleasure in subscribing ourselves,

Very truly yours,

O. I. Hood Co.

#### Form of Contract B

all the papers in the United States, and effecting a universal agreement among newspapers, to print nothing detrimental to patent medicines? You need not take it as an inference. I shall show it later as a fact.

"In the reading columns or elsewhere in this paper." The paper must not print itself, nor must it allow any outside party, who might wish to do so, to pay the regular advertising rates and print the truth about



patent medicines in the advertising columns. More than a year ago, just after Mr. Bok had printed his first article exposing patent medicines, a business man in St. Louis, a man of great wealth, conceived that it would help his business greatly if he could have Mr. Bok's article printed as an advertisement in every newspaper in the United States. He gave the order to a firm of advertising agents and the firm began in Texas, intending to cover the country to Maine. But that advertisement never got beyond a few obscure country papers in Texas. The contract of silence was effective; and a few weeks later, at their annual meeting, the patent-medicine association "Resolved"—I quote the minutes—"That this Association commend the action of the great majority of the publishers of the United States who have consistently refused said false and malicious attacks in the shape of advertisements which in whole or in part libel proprietary medicines."

I have said that the identity of the language of the silence clause in several patent-medicine advertising contracts suggests mutual understanding among the nostrum makers, a preconceived plan; and I have several times mentioned the patent-medicine association. It seems incongruous, almost humorous, to speak of a national organization of quack doctors and patent-medicine makers; but there is one, brought together for mutual support, for co-operation, for—but just what this organization is for, I hope to show. No other organization ever demonstrated so clearly the truth that "in union there is strength." Its official name is an innocent-seeming one—"The Proprietary Association of America." There are annual meetings, annual reports, a constitution and by-laws. And I would call special attention to Article II of those by-laws, which says:

"The objects of this association are: to protect the rights of its members to the respective trade-marks that they may own or control; to establish such mutual cooperation as may be required in the various branches of the trade; to reduce all burdens that may be oppressive; to facilitate and foster equitable principles in the purchase and sale of merchandise; to acquire and preserve for the use of its members such business information as may be of value to them; to adjust controversies and promote harmony among its members."

That is as innocuous a statement as ever was penned of the objects of any organization. It might serve for an organization of honest cobblers. Change a few words without altering the spirit in the least, and a body of ministers might adopt it. In this laboriously complete statement of objects, there is no such word as "lobby" or "lobbying." Indeed, so harmless a word as "legislation" is absent—strenuously absent.

### Where the Money Goes

But I prefer to discover the true object of the organization of the "Proprietary Association of America" in another document than Article II of the by-laws. Consider the annual report of the treasurer, say for 1904. The total of money paid out during the year was \$8,516.26. Of this, one thousand dollars was for the secretary's salary, leaving \$7,516.26 to be accounted for. Then there is an item of postage, one of stationery, one of printing—the little routine expenses of every organization; and finally there is this remarkable item:

LEGISLATIVE COMMITTEE, TOTAL EXPENSES, \$6,606.95



By \_\_\_\_\_

not stated in its by-laws at all—which costs it all its annual revenue aside from the routine expenses of stationery, postage and secretary. If just a



few more words of comment may be permitted on this point, does it not seem odd that so large an item as \$6,606.95, out of a total budget of only \$8,516.26, should be put in as a lump sum, "Legislative Committee, total expenses"? And would not the annual report of the treasurer of the Proprietary Association of America be a more entertaining document if these "total expenses" of the Legislative Committee were carefully itemized?

Not that I mean to charge the direct corruption of legislatures. The Proprietary Association of America used to do that. They used to spend, according to the statement of the present president of the organization, Mr. F. J. Cheney, as much as seventy-five thousand dollars a year. But that was before Mr. Cheney himself discovered a better way. *The fighting of public health legislation is the primary object and chief activity, the very raison d'être, of the Proprietary Association.* The motive back of bringing the quack doctors and patent-medicine manufacturers of the United States into a mutual organization was this: Here are some scores of men, each paying a large sum annually to the newspapers. The aggregate of these sums is forty million dollars. By organization, the full effect of this money can be got and used as a unit in preventing the passage of laws which would compel them to tell the contents of their nostrums, and in suppressing the newspaper publicity which would drive them into oblivion. So it was no mean intellect which devised the scheme whereby every newspaper in America is made an active lobbyist for the patent-medicine association. The man who did it is the present president of the organization, its executive head in the work of suppressing public knowledge, stifling public opinion and warding off public health legislation, the Mr. Cheney already mentioned. He makes a "catarrh cure" which, according to the Massachusetts State Board of Health, contains fourteen and three-fourths per cent. of alcohol. As to his scheme for making the newspapers of America not only maintain silence, but actually lobby in behalf of patent medicines, I am glad that I am not under the necessity of describing it in my own words. It would be easy to err in the indirection that makes for incredulity. Fortunately, I need take no responsibility. I have Mr. Cheney's own words, in which he explained his scheme to his fellow-members of the Proprietary Association of America. The quotation marks alone (and the comment within the brackets) are mine. The remainder is the language of Mr. Cheney himself:

#### Mr. Cheney's Plan

"We have had a good deal of difficulty in the last few years with the different legislatures of the different states. . . . I believe I have a plan whereby we will have no difficulty whatever with these people. I have used it in my business for two years and know it is a practical thing. . . . I, inside of the last two years, have made contracts with between fifteen and sixteen thousand newspapers, and never had but one man refuse to sign the contract, and by saying to him that I could not sign a contract without this clause in it he readily signed it. My point is merely to shift the responsibility. We to-day have the responsibility on our shoulders. As you all know, there is hardly a year but we have had a lobbyist in the different state legislatures—one year in New York, one year in New Jersey, and so on." [Read that frank confession twice—note the bland matter-of-factness of it.] "There has been a constant fear that something would come up,



so I had this clause in my contract added. This is what I have in every contract I make:

'IT IS HEREBY AGREED THAT SHOULD YOUR STATE, OR THE UNITED STATES GOVERNMENT, PASS ANY LAW THAT WOULD INTERFERE WITH OR RESTRICT THE SALE OF PROPRIETARY MEDICINES, THIS CONTRACT SHALL BECOME VOID.'

" . . . In the state of Illinois a few years ago they wanted to assess me three hundred dollars. I thought I had a better plan than this, so I wrote to about forty papers and merely said: 'Please look at your contract with me and take note that if this law passes you and I must stop doing business, and my contracts cease.' The next week every one of them had an article, and Mr. Man had to go. . . . I read this to Dr. Pierce some days ago, and he was very much taken up with it. I have carried this through and know it is a success. I know the papers will accept it. Here is a thing that costs us nothing. We are guaranteed against the \$75,000 loss for nothing. It throws the responsibility on the newspapers. . . .

"I HAVE MY CONTRACTS PRINTED, AND I HAVE THIS PRINTED IN RED TYPE, RIGHT SQUARE ACROSS THE CONTRACT, SO THERE CAN BE ABSOLUTELY NO MISTAKE, AND THE NEWSPAPER MAN CANNOT SAY TO ME, 'I DID NOT SEE IT.' HE DID SEE IT AND KNOWS WHAT HE IS DOING. IT SEEMS TO ME IT IS A POINT WORTH EVERY MAN'S ATTENTION. . . . I THINK THIS IS PRETTY NEAR A SURE THING."

I should like to ask the newspaper owners and editors of America what they think of that scheme. I believe that the newspapers, when they signed each individual contract, were not aware that they were being dragged into an elaborately thought-out scheme to make every newspaper in the United States, from the greatest metropolitan daily to the remotest country weekly, an active, energetic, self-interested lobbyist for the patent-medicine association. If the newspapers knew how they were being used as cat's-paws, I believe they would resent it. Certainly the patent-medicine association itself feared this, and has kept this plan of Mr. Cheney's a careful secret. In this same meeting of the Proprietary Association of America, just after Mr. Cheney had made the speech quoted above, and while it was being resolved that every other patent-medicine man should put the same clause in his contract, the venerable Dr. Humphreys, oldest and wisest of the guild, arose and said: "Will it not be now just as well to act on this, each and every one for himself, instead of putting this on record? . . . I think the idea is a good one, but really don't think it had better go in our proceedings." And another fellow nostrum-maker, seeing instantly the necessity of secrecy, said: "I am heartily in accord with Dr. Humphreys. The suggestion is a good one, but when we come to put in our public proceedings, and state that we have adopted such a resolution, I want to say that the legislators are just as sharp as the newspaper men. . . . As a consequence, this will decrease the weight of the press comments. Some of the papers, also, who would not come in, would publish something about it in the way of getting square. . . ."

This contract is the backbone of the scheme. The further details, the organization of the bureau to carry it into effect—that, too, has been kept carefully concealed from the generally unthinking newspapers, who are all unconsciously mere individual cogs in the patent-medicine lobbying machine. At one of the meetings of the association, Dr. R. V. Pierce of



Buffalo arose and said (I quote him verbatim): . . . "I would move you that the report of the Committee on Legislation be made a special order to be taken up immediately . . . that it be considered in executive session, and that every person not a member of the organization be asked to retire, so that it may be read and considered in executive session. *There are matters and suggestions in reference to our future action, and measures to be taken which are advised therein, that we would not wish to have published broadcast over the country for very good reasons.*"

Now what were the "matters and suggestions" which Dr. Pierce "would not wish" "to have published broadcast over the country for very good reasons"?

### Valuable Newspaper Aid

Dr. Pierce's son, Dr. V. Mott Pierce, was chairman of the Committee on Legislation. He was the author of the "matters and suggestions" which

<b>POSTAL TELEGRAPH-CABLE COMPANY</b> IN CONNECTION WITH <b>THE COMMERCIAL CABLE COMPANY.</b>	
	<div style="display: flex; justify-content: space-around; font-size: small;"> <span>CLARENCE H. WADSWORTH, President</span> <span>ALBERT J. ...</span> </div>
<h1 style="margin: 0;">TELEGRAM</h1>	
The Postal Telegraph-Cable Company transmits and delivers this message subject to the terms and conditions printed on the back of this blank.	
<p>9b g d 520p 24</p> <p>Pinghamton NY Mar 10, 05</p> <p>Spy,</p> <p style="padding-left: 40px;">Taunton.</p> <p>House bill eight hundred and twenty nine discriminating against proprietary medicines passed lower house. Up in senate Monday.</p> <p>Quick work necessary. Use your influence.</p> <p style="text-align: right; padding-right: 20px;">Willis Sharpe K Int.</p>	<p>Received at</p> <p>W L A S</p> <p>WHERE ANY REPLY SHOULD BE SENT</p>
Adv. Agt.	

### THE TELEGRAM THAT SNAPS THE WHIP AT AMERICAN EDITORS.

This message means: "Publish an article in your newspaper and use every influence in opposing the passage of this bill." And the newspapers do it on command.

must be considered in the dark. "Never before," said he, "in the history of the Proprietary Association were there so many bills in different state legislatures that were vital to our interests. This was due, we think, to an effort on the part of different state boards of health, who have of late years held national meetings, to make an organized effort to establish what are known as 'pure food laws.'" Then the younger Pierce stated explicitly the agency responsible for the defeat of this public health legislation: "We must not forget to place the honor where due for our uniform success in defeating class legislation directed against our legitimate pursuits. The American Newspaper Publishers' Association has rendered us valued aid through their secretary's office in New York, and we can hardly over-



## CAN MR. CHENEY RECONCILE THESE STATEMENTS?

Letter addressed to Mr. William Allen White, Editor of the *Gazette, Emporia, Kan.* Extract from a speech delivered before the Proprietary Association of America.

BY FRANK J. CHENEY.

BY FRANK J. CHENEY.

*Dear Sir:*

I have read with a great deal of interest, to-day, an article in *Collier's* illustrating therein the contract between your paper and ourselves. [See p. 6.—*Editor.*]

Mr. S. Hopkins Adams endeavored very hard (as I understand) to find me, but I am sorry to say that I was not at home. I really believe that I could have explained that clause of the contract to his entire satisfaction, and thereby saved him the humiliation of making an erratic statement.

This is the first intimation that I have ever had that that clause was put into the contract to control the Press in any way, or the editorial columns of the Press. I believe that if Mr. Adams was making contracts now, and making three-year contracts, the same as we are, taking into consideration the conditions of the different legislatures, he would be desirous of this same paragraph as a safety guard to protect himself in case any State did pass a law prohibiting the sale of our goods.

His argument surely falls flat when he takes into consideration the conduct of the North Dakota Legislature, because every newspaper in that State that we advertise in had contracts containing that clause. Why we should be compelled to pay for from one to two years' advertising or more, in a State where we could not sell our goods, is more than I can understand. As before stated, it is merely a precautionary paragraph to meet conditions such as now

"We have had a good deal of difficulty in the last few years with the different legislatures of the different states. . . . I believe I have a plan whereby we will have no difficulty whatever with these people. I have used it in my business for two years, and I know it is a practical thing. . . . I, inside of the last two years, have made contracts with between fifteen and sixteen thousand newspapers, and never had but one man refuse to sign the contract, and by saying to him that I could not sign a contract without this clause in it he readily signed it. My point is merely to shift the responsibility. We to-day have the responsibility of the whole matter upon our shoulders. . . . There has been constant fear that something would come up, so I had this clause in my contract added. This is what I have in every contract I make: 'It is hereby agreed that should your State, or the United States Government, pass any law that would interfere with or restrict the sale of proprietary medicines, this contract shall become void.' . . . In the



exist in North Dakota. We were compelled to withdraw from that State because we would not publish our formula, and, therefore, under this contract, we are not compelled to continue our advertising.

To illustrate: There are 729 publications in your State—619 of these are dailies and weeklies. Out of this number we are advertising in over 500, at an annual expenditure of \$8,000 per year (estimated). We make a three-year contract with all of them, and, therefore, our liabilities in your State are \$24,000, providing, of course, all these contracts were made at the same date. Should these contracts all be made this fall and your State should pass a law this winter (three months later) prohibiting the sale of our goods, there would be virtually a loss to us of \$24,000. Therefore, for a business precaution to guard against just such conditions, we add the red paragraph referred to in *Collier's*.

I make this statement to you, as I am credited with being the originator of the paragraph, and I believe that I am justified in adding this paragraph to our contract, not for the purpose of controlling the Press, but, as before stated, as a business precaution which any man should take who expects to pay his bills.

Will you kindly give me your version of the situation? Awaiting an early reply, I am,

Sincerely yours,

FRANK J. CHENEY,

State of Illinois a few years ago they wanted to assess me three hundred dollars. I thought I had a better plan than this, so I wrote to about forty papers, and merely said: 'Please look at your contract with me and take note that if this law passes you and I must stop doing business, and my contracts cease.' The next week every one of them had an article. . . . I have carried this through and know it is a success. I know the papers will accept it. Here is a thing that costs us nothing. We are guaranteed against the \$75,000 loss for nothing. It throws the responsibility on the newspapers. . . . I have my contracts printed and I have this printed in red type, right square across the contract, so there can be absolutely no mistake, and the newspaper man can not say to me, 'I did not see it.' He did see it and knows what he is doing. It seems to me it is a point worth every man's attention. . . . I think this is pretty near a sure thing."

estimate the power brought to bear at Washington by individual newspapers." . . . (On another occasion, Dr. Pierce, speaking of two bills in the Illinois Legislature, said: "Two things operated to bring these bills to the danger line. In the first place, the Chicago papers were almost wholly without influence in the Legislature. . . . Had it not been for the active co-operation of the state outside of Chicago there is absolute certainty that the bill would have passed. . . . I think that a great many members do not appreciate the power that we can bring to bear on



legislation through the press.") But this power, in young Dr. Pierce's opinion, must be organized and systematized. "If it is not presumptuous on the part of your chairman," he said modestly, "to outline a policy which experience seems to dictate for the future, it would be briefly as follows"—here the younger Pierce explains the "matters and suggestions" which must not be "published broadcast over the country." The first was "the organization of a Legislative Bureau, with its offices in New York or Chicago. Second, a secretary, to be appointed by the Chairman of the Committee on Legislation, who will receive a stated salary, sufficiently large to be in keeping with such person's ability, and to compensate him for the giving of all his time to this work." "The benefits of such a working bureau to the Proprietary Association," said Dr. Pierce, "can be foreseen: First, a systematic plan to acquire early knowledge of pending or threatened legislation could be taken up. In the past we have relied too much on newspaper managers to acquaint us of such bills coming up. . . . Another plan would be to have the regulation formula bill, for instance, introduced by some friendly legislator, and have it referred to his own committee, where he could hold it until all danger of such another bill being introduced were over, and the Legislature had adjourned."

Little wonder Dr. Pierce wanted a secret session to cover up the frank naïveté of his son, which he did not "wish to have published broadcast over the country, for very good reasons."

In discussing this plan for a legislative bureau, another member told what in his estimation was needed. "The trouble," said he—I quote from the minutes—"the trouble we will have in attempting to buy legislation—supposing we should attempt it—is that we will never know what we are buying until we get through. We may have paid the wrong man, and the bill is passed and we are out. It is not a safe proposition, if we consider it legitimate, which we do not."

True, it is not legitimate, but the main point is, it's not safe; that's the thing to be considered.

The patent-medicine man continued to elaborate on the plans proposed by Dr. Pierce: "It would not be a safe proposition at all. What this association should have . . . is a regularly established bureau. . . . We should have all possible information on tap, and we should have a list of the members of the legislature of every state. We should have a list of the most influential men that control them, or that can influence them. . . . For instance, if in the state of Ohio a bill comes up that is adverse to us, turn to the books, find out who are the members of the legislature there, who are the publishers of the papers in the state, where they are located, which are the Republican and which are the Democratic papers. . . . It will take money, but if the money is rightly spent, it will be the best investment ever made."

### The Trust's Club for Legislators

That is about as comprehensive, as frankly impudent a scheme of controlling legislation as it is possible to imagine. The plan was put in the form of a resolution, and the resolution was passed. And so the Proprietary Association of America maintains a lawyer in Chicago, and a permanent secretary, office and staff. In every state it maintains an agent whose business it is to watch during the session of the Legislature each day's batch of new bills, and whenever a bill affecting patent medicines shows its head, to telegraph the bill, verbatim, to headquarters. There some scores of printed copies of the bill are made, and a copy is sent to every member of the association—to the Peruna people, to Dr. Pierce at Buffalo, to Kil-



mer at Birmingham, to Cheney at Toledo, to the Pinkham people at Lynn, and to all the others. Thereon each manufacturer looks up the list of papers in the threatened state with which he has the contracts described above. And to each newspaper he sends a peremptory telegram calling the publisher's attention to the obligations of his contract, and commanding him to go to work to defeat the anti-patent-medicine bill. In practice, this organization works with smooth perfection and well-oiled accuracy to defeat the public health legislation which is introduced by boards of health in over a score of states every year. To illustrate, let me describe as typical the history of the public health bills which were introduced and defeated in Massachusetts last year. I have already mentioned them as showing how the newspapers, obeying that part of their contract which requires them to print nothing harmful to patent medicines, refused to print any account of the exposures which were made by several members of the Legislature during the debate of the bill. I wish here to describe their obedience to that other clause of the contract, in living up to which they printed scores of bitterly partisan editorials against the public health bill, and against its authors personally; threatened with political death those members of the Legislature who were disposed to vote in favor of it, and even, in the persons of the editors and owners, went up to the State House and lobbied personally against the bill. And since I have already told of Mr. Cheney's authorship of the scheme, I will here reproduce, as typical of all the others (all the other large patent-medicine concerns sent similar letters and telegrams), the letter which Mr. Cheney himself, on the 14th day of February, sent to all the newspapers in Massachusetts with which he has lobbying contracts—practically every newspaper in the state:

"TOLEDO, OHIO, Feb. 14, 1905.

"Publishers  
"\_\_\_\_\_, Mass.

"GENTLEMEN:

"Should House bills Nos. 829, 30, 607, 724, or Senate bill No. 185 become laws, it will force us to discontinue advertising in your state. Your prompt attention regarding this bill we believe would be of mutual benefit.

"We would respectfully refer you to the contract which we have with you.

Respectfully,

"CHENEY MEDICINE COMPANY."


Now here is the fruit which that letter bore: a strong editorial against the anti-patent-medicine bill, denouncing it and its author in the most vituperative language, a marked copy of which was sent to every member of the Massachusetts Legislature. But this was not all that this one zealous publisher did; he sent telegrams to a number of members, and a personal letter to the representative of his district calling on that member not only to vote, but to use his influence against the bill, on the pain of forfeiting the paper's favor.

Now this seems to me a shameful thing—that a Massachusetts newspaper, of apparent dignity and outward high standing, should jump to the cracking of the whip of a nostrum-maker in Ohio; that honest and well-meaning members of the Massachusetts Legislature, whom all the money of Rockefeller could not buy, who obey only the one thing which they look on as the expression of public opinion of their constituents, the united voice of the press of their district—that these men should unknowingly



cast their votes at the dictate of a nostrum-maker in Ohio, who, if he should deliver his command personally and directly, instead of through a newspaper supine enough to let him control it for a hundred dollars a year, would be scorned and flouted.

Any self-respecting newspaper must be humiliated by the attitude of the patent-medicine association. *They don't ASK the newspapers to do it—they ORDER it done.* Read again Mr. Cheney's account of his plan, note the half-contemptuous attitude toward the newspapers. And read again Mr. Cheney's curt letter to the Massachusetts papers; observe the threat, just sufficiently veiled to make it more of a threat; and the formal



ESTABLISHED 1860

## CHENEY MEDICINE CO.

F. J. CHENEY & CO. PROPRIETORS

HALL'S CATARRH CURE.

HALL'S FAMILY PILLS.

*Providence, Ohio* Feb. 11, 1895.

Mass.,

Gentlemen:-

Should House Bill Nos., 323, 30, 307, 742, or Senate Bill 185, become laws, it will force us to discontinue advertising in your state. Your prompt attention regarding this Bill we believe would be of mutual benefit.

We would respectfully refer you to the contract which we have with you.

Respectfully,

FAC
Cheney Medicine Company.

#### SIMPLE METHOD OF ENFORCING THE "CONTRACT OF SILENCE."

A letter such as this was sent last February to every paper in Massachusetts which had a contract with any patent-medicine concern. There were very few newspapers uncontaminated by the red clause, and they all gave "prompt attention to the bill." The name of the paper to which this letter was addressed is erased in order to shield the publishers from consequences that might follow.

order from a superior to a clerk: "We would respectfully refer you to the contract we have with you."

And the threat is not an empty one. *The newspaper which refuses to aid the patent-medicine people is marked.* Some time ago Dr. V. Mott Pierce of Buffalo was chairman of what is called the "Committee on Legislation" of the Proprietary Association of America. He was giving his



annual report to the association. "We are happy to say," said he, "that though over a dozen bills were before the different State Legislatures last winter and spring, yet we have succeeded in defeating all the bills which were prejudicial to proprietary interests without the use of money, and through the vigorous cooperation and aid of the publishers. January 23 your committee sent out letters to the principal publications in New York asking their aid against this measure. It is hardly necessary to state that the publishers of New York responded generously against these harmful measures. The only small exception was the *Evening Star* of Poughkeepsie, N. Y., the publisher of which, in a very discourteous letter, refused to assist us in any way."

Is it to be doubted that Dr. Pierce reported this exception to his fellow patent-medicine men, that they might make note of the offending paper, and bear it in mind when they made their contracts the following year? There are other cases which show what happens to the newspaper which offends the patent-medicine men. I am fortunate enough to be able to describe the following incident in the language of the man who wielded the club, as he told the story with much pride to his fellow patent-medicine men at their annual meeting:

"Mr. Chairman and Gentlemen of the Proprietary Association," said Mr. Cooper, "I desire to present to you a situation which I think it is incumbent on manufacturers generally to pay some attention to—namely, the publication of sensational drug news which appears from time to time in the leading papers of the country. . . . There are, no doubt, many of you in the room, at least a dozen, who are familiar with the sensational articles that appeared in the *Cleveland Press*. Gentlemen, this is a question that appeals to you as a matter of business. . . . The *Cleveland Press* indulged in a tirade against the so-called 'drug trust.' . . . [the "drug trust" is the same organization of patent-medicine men—including Pierce, Pinkham, Peruna, Kilmer and all the well-known ones—which I have referred to as the patent-medicine association. Its official name is the Proprietary Association of America.] "I sent out the following letter to fifteen manufacturers" [of patent medicines]:

"GENTLEMEN:—Inclosed we hand you a copy of matter which is appearing in the *Cleveland papers*. It is detrimental to the drug business to have this matter agitated in a sensational way. In behalf of the trade we would ask you to use your influence with the papers in Cleveland to discontinue this unnecessary publicity, and if you feel you can do so, we would like to have you wire the business managers of the *Cleveland papers* to discontinue their sensational drug articles, as it is proving very injurious to your business. Respectfully,

"E. R. COOPER."

"Because of that letter which we sent out, the *Cleveland Press* received inside of forty-eight hours telegrams from six manufacturers canceling thousands of dollars' worth of advertising and causing a consequent dearth of sensational matter along drug lines. It resulted in a loss to one paper alone of over eighteen thousand dollars in advertising. Gentlemen, when you touch a man's pocket, you touch him where he lives; that principle is true of the newspaper editor or the retail druggist, and goes through all business."

### The Trust's Club for Newspapers

That is the account of how the patent-medicine man used his club on the newspaper head, told in the patent-medicine man's own words, as he described it to his fellows. Is it pleasant reading for self-respecting newspaper men—the exultant air of those last sentences, and the worldly wis-



dom: "When you touch a man's pocket you touch him where he lives; that principle is true of the newspaper editor. . . .?"

But the worst of this incident has not yet been told. There remains the account of how the offending newspaper, in the language of the bully, "ate dirt." The *Cleveland Press* is one of a syndicate of newspapers, all under Mr. McRae's ownership—but I will use Mr. Cooper's own words:

"We not only reached the *Cleveland Press* by the movement taken up in that way, but went further, for the *Cleveland Press* is one of a syndicate of newspapers known as the Scripps-McRae League, from whom this explanation is self-explanatory:

"OFFICE SCRIPPS-MCRAE PRESS ASSOCIATION.

"MR. E. R. COOPER, Cleveland, Ohio:

"Mr. McRae arrived in New York the latter part of last week after a three months' trip to Egypt. I took up the matter of the recent cut-rate articles which appeared in the *Cleveland Press* with him, and to-day received the following telegram from him from Cincinnati: "Scripps-McRae papers will contain no more such as *Cleveland Press* published concerning the medicine trust—M. A. McRae." I am sure that in the future nothing will appear in the *Cleveland Press* detrimental to your interests.

Yours truly,

"F. J. CARLISLE."

This incident was told, in the exact words above quoted, at the nineteenth annual meeting of the Proprietary Association of America.

I could, if space permitted, quote many other telegrams and letters from the Kilmer's Swamp Root makers, from the Piso's Cure people, from all the large patent-medicine manufacturers. The same thing that happened in Massachusetts happened last year in New Hampshire, in Wisconsin, in Utah, in more than fifteen states. In Wisconsin the response by the newspapers to the command of the patent-medicine people was even more humiliating than in Massachusetts. Not only did individual newspapers work against the formula bill; there is a "Wisconsin Press Association," which includes the owners and editors of most of the newspapers of the state. That association held a meeting and passed resolutions, "that we are opposed to said bill . . . providing that hereafter all patent medicine sold in this state shall have the formulae thereof printed on their labels," and, "Resolved, That the association appoint a committee of five publishers to oppose the passage of the measure." And in this same state the larger dailies in the cities took it on themselves to drum up the smaller country papers and get them to write editorials opposed to the formula bill. Nor was even this the measure of their activity in response to the command of the patent-medicine association. I am able to give the letter which is here reproduced [see page 164]. It was sent by the publisher of one of the largest daily papers in Wisconsin to the state senator who introduced the bill. In one western State, a board of health officer made a number of analyses of patent medicines, and tried to have the analyses made public, that the people of his state might be warned. "Only one newspaper in the state," he says in a personal letter, "was willing to print results of these analyses, and this paper refused them after two publications in which a list of about ten was published. This paper was the ———, the editorial manager of which is in sympathy with the effort to restrict the sale of harmful nostrums. The business management interfered for the reason that \$5,000 in patent-medicine advertising was withdrawn in a week."

In New Hampshire—but space forbids. Happily, there is a little silver in the situation. The legislature of North Dakota last year passed, and the governor signed a bill requiring that patent-medicine bottles shall have printed on their labels the percentage of alcohol or of morphin or various



CHARLES W. FISK, President  
DAVID S. WELCH, Secretary

THE TELEGRAM IS THE OFFICIAL NEWSPAPER OF THE CITY OF KAU CLAIRE

# Telegram Publishing Co.

PUBLISHERS OF

The Telegram, Daily and Semi-Weekly

Daily and Weekly Free Press

MANAGERS OF PUBLICATION

KAU CLAIRE, WIS.

BUSINESS  
DEPARTMENT

April 26, 1905.

Senator James H. Noble,

Senate Chamber, State Capitol,

Madison, Wis.

My Dear Senator:-

We are receiving daily, from many of our Patent Medicine patrons, communications that are very urgent in asking us to do our utmost to prevail upon you to withdraw your revised bill, which, if it is passed, will probably be the means of depriving The Telegram of a very liberal patronage it now receives through advertising contracts made with Proprietary Medicine Houses.

If the writer thought for one moment, that the passage of your medicine bill, was something the people really wanted, or were at all anxious that such a law be enacted, he would give you his personal word that no effort on the part of The Telegram would be in evidence to oppose the measure; but on the other hand it is our firm belief that the people of Wisconsin DO NOT CARE ONE WHIT, whether the bill becomes a law, or not; and under such circumstances, why you should find it agreeable to proceed along any line that would create unpleasant results for The Telegram and deprive it of a legitimate income, is a conundrum we have tried hard to solve, but cannot.

All the Druggists of Kau Claire are unanimously opposed to the passage of any bill which is liable to cause the patent medicine people to withdraw their business from the State of Wisconsin; we say all, one, Mr. Toberg, is not, and it is needless to refer to the reason this gentleman refused to sign the statement left with the Senate Committee by our Mr. D. S. Welch at the time S. 109 was up for hearing last winter; the remainder of the Kau Claire Druggists, to a man, are heartily opposed to these measures and it is only natural that they should be, for why should they endorse any action that deprives them of a revenue that rightly belongs to them?

If YOU want the Patent Medicine people to print on their packages, in plain English, what such packages contain, then be fair and pass a law which will compel YOU to write your prescriptions so that those who take them can convince themselves JUST WHAT YOU HAVE ADVISED THEM TO TAKE. You know it is a poor rule that won't work both ways.

I think I called your mind that you mentioned at one time, that the passage of such a bill would not cause the withdrawal of any advertising from the newspapers; let us say, that there is no question about this, for if our medicine bill is passed it is our belief, The Telegram will lose one hundred of dollars annually and we are going to ask you to consider the welfare of some of those who perhaps are partially accountable for the title it is possible to prefix to your name.

Very respectfully,

TELEGRAM PUBLISHING CO. E. A. Hild

## EXAMPLE OF WHAT MR. CHENEY CALLS "SHIFTING THE RESPONSIBILITY."

This letter was sent by the publishers of one of the leading newspapers of Wisconsin to Senator Noble of that state. It illustrates the method adopted by the patent medicine makers to compel the newspapers in each state to do their lobbying for them. Senator Noble introduced a bill requiring patent medicine manufacturers to state on their labels the percentage of various poisons which every bottle might contain. Senator Noble and a few others fought valiantly for their bill throughout the whole of the last session of the Wisconsin Legislature, but were defeated by the united action of the newspaper publishers, who, as this letter shows, exerted pressure of every kind, including threats, to compel members of the Legislature to vote against the bill.



other poisons which the medicine contains. That was the first success in a fight which the public health authorities have waged in twenty states each year for twenty years. In North Dakota the patent-medicine people conducted the fight with their usual weapons, the ones described above. But the newspapers, be it said to their everlasting credit, refused to fall in line to the threats of the patent-medicine association. And I account for that fact in this way: North Dakota is wholly a "country" community. It has no city of over 20,000, and but one over 5,000. The press of the state, therefore, consists of very small papers, weeklies, in which the ownership and active management all lie with one man. The editorial conscience and the business manager's enterprise lie under one hat. With them the patent-medicine scheme was not so successful as with the more elaborately organized newspapers of older and more populous states.

Just now is the North Dakota editor's time of trial. The law went into effect July 1. The patent-medicine association, at their annual meeting in May, voted to withdraw all their advertising from the papers in that state. This loss of revenue, they argued self-righteously, would be a warning to the newspapers of other states. Likewise it would be a lesson to the newspapers of North Dakota. At the next session of the legislature they will seek to have the label bill repealed, and they count on the newspapers, chastened by a lean year, to help them. For the independence they have shown in the past, and for the courage they will be called on to show in the future, therefore, let the newspapers of North Dakota know that they have the respect and admiration of all decent people.

"What is to be done about it?" is the question that follows exposure of organized rascality. In few cases is the remedy so plain as here. For the past, the newspapers, in spite of these plain contracts of silence, must be acquitted of any grave complicity. The very existence of the machine that uses and directs them has been a carefully guarded secret. For the future, be it understood that any newspaper which carries a patent-medicine advertisement knows what it is doing. The obligations of the contract are now public property. And one thing more, when next a member of a state legislature arises and states, as I have so often heard: "Gentlemen, this label bill seems right to me, but I cannot support it; the united press of my district is opposed to it"—when that happens, let everyone understand the wires that have moved "the united press of my district."



## ***“Strictly Confidential”***

### **What Becomes of Letters Written “In Confidence” to “Patent Medicine” Firms and Quacks**

**W**HEN you write to a patent-medicine house or a quack doctor, whose advertisements solicit letters of inquiry about your health, the reply in nine cases out of ten will address you in an intimate personal way, as “Dear Friend,” or “Esteemed friend.” And the reply will be marked, in conspicuous letters, “Strictly confidential,” even, in some cases, “Sacredly confidential.” Every art is used to make the dupe believe his letters are kept safely locked in hidden archives, where the things he has said about his health, his affairs, and his person are carefully guarded from any eyes but the so-called “doctor’s.”

## **CHICAGO BROKERAGE COMPANY**

TAIL ORDER LETTERS  
BOUGHT,  
SOLD, RENTED.



417 DEARBORN ST.,  
CHICAGO, ILL.

C. A. DAVIS, Manager.

### **Letters Wanted**

We want to buy all kinds of letters received in answer to newspaper advertisements I

Now the truth about what really happens to these letters is eloquently told by the documents reproduced herewith. When the patent-medicine man, or the quack, has, in the language of their shops, “jollied” the dupe along with false hopes and lying promises until even he becomes suspicious, and he can no longer be induced to send another dollar for another bottle of medicine, then his letter is sold to some other quack who pretends to cure the same disease. That quack coaxes as much money as he can from the victim, and then turns him over to a third; and so the dupe is passed along, in many cases, for several years.

To facilitate this exchange of letters among the quacks there are five or six so-called letter brokers. They are really clearing-houses where patent-medicine frauds and quack doctors exchange, sell, and rent letters. On Vandewater Street, New York, is a big warehouse owned by one of these letter-brokers, Frank B. Swett. In that warehouse are over seven million



letters. It is quite possible that if you, any time within the past five years, have written a letter to a quack doctor, your letter is somewhere in that warehouse, and men familiar with the business could find it. Probably your letter has been sold over and over again, and rented and re-rented to every quack who plays on the victims of your particular ailment.

One of the largest of these letter-brokers is the Guild Company of 132 Nassau street, New York. They issue a large circular describing the letters they have for sale. A portion of the list is printed on the next page. The part here produced is only a very small portion, and that the less unprintable part of the circular.

*If you have ever been foolish enough to write to any of the quacks and frauds in that list, you may know that your letter is now for sale. You may know that all the things you have said about your health and your*

## MEDICAL

MEDICAL 5,000, Dr. Steyers & Co., Columbus, Ohio. Nervous debility.

MEDICAL 2,000, L. West, Avon, N. Y. Nervous debility, first replies.

MEDICAL Dr. Pierce Order Blanks. 50,000, 1902-'03.

MEDICAL Ozomulsion, 20,000, 1903.

MEDICAL 30,280 Theo. Noel file cards. 1902-'03.

MEDICAL 21,500 Physician's List and Edison France. Women's, 1903.

7,000 first replies late 1904.

13,000 late '02-'03-'04 letters in answer to above ad.

Portion of a circular sent out by one of the concerns to which "patent medicine" men and quack doctors sell the letters they receive from their victims. There are five or six concerns similar to this, acting as clearing-houses, through which pass many millions of letters.

*person—intimate details which you carefully conceal from your friends and neighbors—are the property of any person who cares to pay four or five dollars for the letters of yourself and others like you.*

One very interesting fraud carried on under the name of the Astropathic Institute by means of this traffic in letters, was unearthed by the Post-office Department recently. The following is quoted from the records of the Law Division of the Department, which drove this fraud out of business:

"The company begins its operation by purchasing large numbers of letters from letter-brokers. The letters purchased by the company refer to the desire of the writer for a treatment for nervous diseases, and have been addressed to some other company dealing in such matters."

The remainder of the explanation of this fraud, as set forth in the Post-Office Department records, is rather technical and legal. But the way it worked was this: You had written a letter, let us say, to Dr. Blosser, or to the Ozomulsion Company, or to Theo. Noel, or to any other of the scores

## LETTERS FOR RENT

300,000 Jas. Wm. Kidd medical file cards, representing all kinds of diseases (will sort) 1904.  
180,000 men's matrimonial. 35,000 women's '04, 1st.  
200,000 agents and canvassers.

50,000 Dr. Pierce order blanks, '02, '03.

20,000 Ozomulsion order blanks, '03.

30,280 Theo. Noel, '02, '03, medical file cards.

59,000 Agents' directory, '03, '04, '05.

250,000 Home work, '03, '04, '05.

27,500 Rosebud trust, firsts, '03, '04.

19,500 Bond jewelry payups, trust, '04, envelopes.

52,000 10c song orders, Star Music Co., '04, '05.

17,500 Dr. May & Friar, ladies' regulator, '03, '04.

6,000 Nervous debility, '03, '04, Appliance Co.

Over 1,000,000 letters on hand, all kinds. Call or write me for samples and ads. Letters bought.

C. A. Davis, 1634 W. Ohio Street, Chicago.

An advertisement originally printed in the *Mail Order Journal* offering to rent letters. These letters are the ones which dupes all over the country write to "patent medicine" and quack concerns. When the original quack has squeezed the dupe dry he sells the letters to other quacks.



of quacks whose letters are for sale by letter-brokers. In your letter you had set forth at great length the symptoms you thought you experienced, the diseases you thought you had. This letter of yours was bought by the Astropathic Institute. Then the Astropathic Institute sent you a circular. This circular said the company was in the business of reading your past, present, and future—they sold “astrological readings” of your life. Just to show their good faith, they would send you a “sample reading” free of charge. Glad to get something for nothing, you write for the “sample reading.” To your great astonishment, you would get a reply saying that you were troubled with frequent pains in the left arm, poor appetite, and all the details told by yourself, but long forgotten, in your letter to Blosser, or Noel, or Ozomulsion. This proof of capacity on the part of the Astropathic Institute would usually impress you so strongly that you would willingly give up the ten dollars demanded for a “larger and fuller reading.”

*Quantity Letters of  
Catarrh Letters.*

8,470 Anglo Amer. Chem. Co.  
29,713 Quaker Oil Co.  
19,988 R. T. Booth Co.  
79,009 C. E. Gauss.  
8,234 Dr. J. W. Kidd Co.  
7,110 E. J. Worst.  
6,724 W. A. Noyes.  
52,997 Dr. Blosser Co.

*Asthma Letters.*

1,326 Cinarium Co.  
4,286 D. J. Lane.  
946 National Research Co.  
7,609 W. A. Noyes.  
6,104 Dr. J. W. Kidd Co.

*Dyspepsia Letters.*

7,315 Absolute Remedy Co.  
4,923 Absolute Remedy Co.  
1,336 Dr. J. W. Kidd Co.

*Stomach Trouble Letters.*

6,420 John Morrow.  
2,833 Orange Manna Co.  
3,592 Dr. A. H. Swinburne.  
3,874 Dr. J. W. Kidd Co.

*Deaf Letters.*

8,533 Dr. C. M. Jordan.  
5,184 Morley Co.  
907 Dr. C. S. Ferris.  
1,030 Henry Ullrich.  
1,434 John Garmore.

*Quantity Letters of  
Rheumatism Letters.*

1,194 Associated Drug Stores.  
51,920 Turnock Medical Co.  
7,918 Jebb Remedy Co.  
22,038 Dr. C. S. Ferris.  
11,948 Dr. J. W. Kidd Co.

*Obesity Letters.*

11,330 Dr. O. W. F. Snyder.  
6,055 Howard Co.

*Kidney Letters.*

51,632 Pape Medicine Co.  
23,479 Pape Medicine Co.  
51,920 Turnock Medical Co.  
9,077 Pape Kidney Clinic.  
3,094 American Buchu Co.  
39,639 Dr. J. W. Kidd Co.  
6,321 W. F. Smith.  
854 Dr. J. W. Kidd Co.

*Narcotic Letters.*

138 Dr. R. H. Brown.  
948 St. Anne League.  
1,983 Peru Remedy Co.

*Hair Preparation Letters.*

36,419 John Craven-Burleigh.  
46,652 Pacific Trading Co.  
5,786 Burleigh Cash Orders.

*Heart Letters.*

8,288 Dr. J. W. Kidd Co.

Here is a letter sent out to a prospective customer by the Star Book Company, which is one of the names under which one of these letter-brokers, C. A. Davis, does business:

“W. W. SELDEN:

“June 16.

“Dear Sir:—As a usual thing I only rent letters, and the medical letters would be worth \$4 for a copy, but if you will buy outright I will dispose of any lots as follows:

“50,000 Dr. Pierce.

“20,000 Ozomulsion.

“30,000 Theo. Noel.

for only \$2.50 per 1,000, in order to make room. This is certainly a good chance to get No. 1 medical names.

“Let me hear from you at once.

“Truly,

C. A. DAVIS.”



Another mail-order medical concern, the Dr. Burleigh Corporation of Boston, seeking investors to buy shares in it, uses this argument:

"We are now able to purchase medical letters in lots of 100,000. These letters are from people who have been patients of other advertising doctors. These names we thoroughly circularize with our attractive and convincing booklets and follow them along for several months, and they always produce extra good results and at a very small cost."

The Chicago Brokerage Company sends out a circular, part of which reads as follows:

*"For 30-Day Copy  
"High-Grade Letters.*

"We are willing to rent for 30-day copy any of the following lots of mail-order letters at a very low figure. Write for samples of ads. that drew them and any other information desired. We have over one million letters in stock and are constantly buying more. If you have any letters for sale, send us full particulars and lowest cash price. Many parties using our letters are getting rich quick quietly working some good legitimate schemes. With attractive, convincing literature, they circularize 100,000 or more people who are directly interested in their line in two weeks. Returns sure and quick. No expensive newspaper advertising. We shall be pleased to give you any pointers asked for. Our prices for rental of letters are lower than elsewhere. Our word can always be relied upon. Write us or call.

"50,000 Dr. Pierce, medical, 1902-3.

"20,000 Ozomulsion, medical, 1903

"300,000 Jas. Wm. Kidd, medical file cards, all diseases, will sort, 1903-4.

"30,280 Theo. Noel, medical file cards, 1902-3.

"24,500 Physician's Institute and Edson France, medical, 1903.

"56,000 Nervous debility, English, Swedish, Spanish, Norwegian, etc., will sort in original envelopes.

Medical—all kinds, such as rheumatism, dyspepsia, kidney, etc.

"CHICAGO BROKERAGE CO., *Chicago, Ill.*"

Such is the destination of most of the letters which poor dupes send to quack doctors, medical specialists, and patent-medicine concerns, under the cynical assurance that their letters are kept "strictly confidential."



## AFTERMATH

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This article sums up the first two "Great American Fraud" series (pages 3 to 121) and considers the libel suits and protests which resulted from them. Threats that did not materialize and bluffs that did not work.

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It is now about a year and eight months since *Collier's* announced the "Great American Fraud" series. In the ten long articles which composed that series, and the innumerable minor paragraphs which accompanied it, two hundred and sixty-four patent medicines, quack doctors, firms, individuals, institutes and institutions were attacked and denounced. It is now nearly four months since the last article was printed, a period ample for all the attacked who had a grievance to bring their suit or state their protest. The time seems appropriate, therefore, for a summing up, which summing up discovers, out of all the two hundred and sixty-four concerns and individuals attacked, just two suits for libel on the docket and two personal protests filed with us. These are all that now remain; the scores of threats, lawyer letters, and loudly proclaimed suits which never materialized—they only remain as an amusing recollection.

This, in spite of the fact that the series dealt necessarily in strong language. While there was always the intent and purpose to be strictly fair, it seemed necessary to put certain truths bluntly and even harshly at times—not because we liked to use such terms, but because accuracy could be expressed no other way. Some of those with whom we have dealt have been called, without qualification, murderers. We used the word because we knew them to be taking their profits at the cost of human lives. Several we have specifically designated as thieves, because no other term describes them. And almost all we have denounced as fakers, quacks and swindlers.

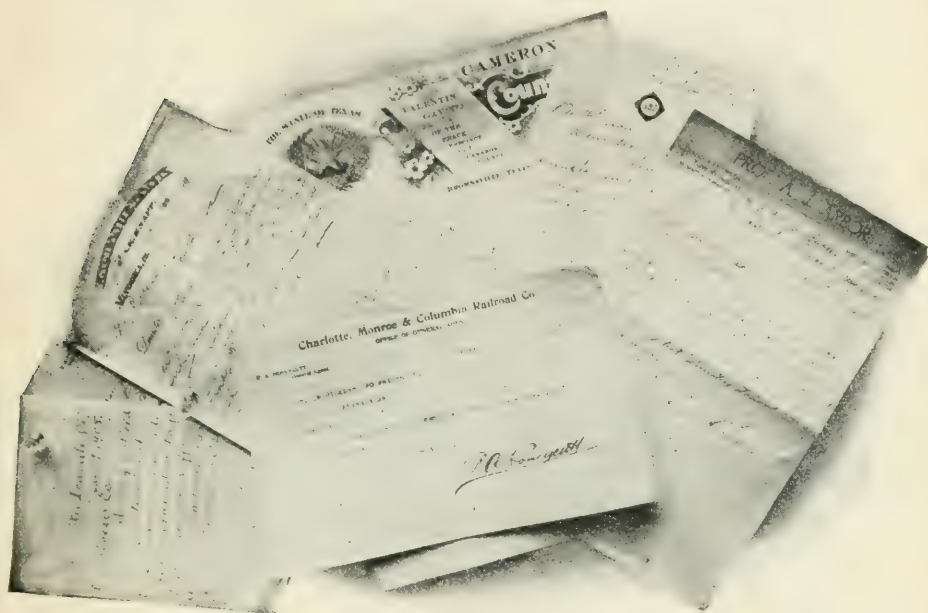
In the beginning it was recognized that in attacking a business so vast and complicated, mistakes were possible, even probable, and from the start we had always before us the determination to give every man his day in court, to listen patiently to every man who claimed he had been wronged. A good many fruitless hours and days were wasted in listening to these appeals from concerns whose character would deprive them of any hearing whatever before a less conscientious court. Some of the office consciences, undoubtedly, went a little farther in this direction than any reasonable ethical standard demanded; however, there have been, in all, only two minor corrections of fact.

### Threats That Never Reached the Courts

Upon the announcement of the series, inspired warnings began to come in from the most powerful of the frauds. Vengeance, swift and terrible, was to be visited upon *Collier's* should it inflict any damage upon the



"established business" of quackery. And very soon after the beginning of the series "lawyer letters" became a term of merriment in the *Collier's* office. "Our client is ramping and champing; he demands that we begin suit immediately for three hundred thousand dollars' damages; but of course you and I understand each other. I don't want to be unnecessarily severe, and I'll give you a chance to print a full retraction. Awaiting this publication at an early date, I am," etc., etc.



A FEW LETTERS SENT BY SICK PERSONS TO DR. BLOSSER, AND SOLD BY HIM TO LETTER-BROKERS.

There must have been scores of such letters. The similarity of all was what constituted the joke. The lawyer's bluff is the same, whether in Texas or in Maine. We had no fixed form of reply for such letters; we merely sent them, politely, the name and address of our own lawyer. The thunderous announcements of the quacks that they had "instructed their counsel to sue *Collier's* for \$300,000 damages" probably deceived many dupes. We had no way of preventing that.

The Proprietary Association of America, the body for mutual help and protection, which includes all the more powerful frauds and quacks, never intimated legal action. Their reply was made only in the columns of the newspapers they controlled. In these, for months, they kept a continual bombardment of *Collier's*; but in time most newspapers began to see that the publication of this stuff was a brand of shame, an acknowledgment of domination by the patent medicine interests, and so they stopped it.



Peruna, Dr. S. B. Hartman's brand of "booze," was looked to by the patent medicine people to begin the fight. Shortly after the appearance of the article, "Peruna and the Bracers," paragraphs blossomed in the Ohio country newspapers announcing that Dr. Hartman was about to bring suit for enormous damages. Whence came the data for the paragraphs, we know not. Not from the records certainly, for *Collier's* has received no legal communication of any kind from this most conspicuous of all medical frauds.

On behalf of Piso's Consumption Cure a firm wrote *Collier's* declaring that their clients had been most unjustly treated. *Collier's* considered the protest and turned it down. This paper is quite ready to meet the Piso Company in any court on the proposition that its mixture of chloroform, alcohol, and hashish will not cure tuberculosis, but has not been invited to.

Headache powders came in for a considerable share of attention in the patent medicine articles. There was much talk of libels among the headache powder makers, but they decided upon the safer methods of hiring a meretricious medical publication, the *St. Louis Medical and Surgical Journal*, to print an article in which the *Collier's* statements were branded as lies, and the *Collier's* editors and writers as liars and libelers. This article the Proprietary Association of America circulated in pamphlet form. The journal which printed it died a natural death a few weeks later. Its editor, who signed the article, one O. H. Ohmann-Dumesnil, has just appeared in the public prints in an unsavory connection with a corrupt lobbying project in St. Louis.

So much for the patent medicines. In dealing with the quacks we were forced to be even more personal than was the case with the patent medicines. For instance, there was Rupert Wells, M.D. He was characterized as the fake professor of a mythical chair in a purely imaginary college, whose "remedy," "Radol," contained exactly as much radium as dishwater does. In a letter to a prospective customer he wrote: "I am strongly advised to prosecute *Collier's* for libel; only the fact that as a rich and powerful institution they would have a great advantage over me restrains me." That, or some other fact, still restrains Rupert.

Dr. Oren Oneal, the most prominent eye-quack in the field, accused *Collier's* of circulating libelous and slanderous charges against him, and declared that "Mr. Adams has grossly misrepresented the facts in every statement he makes." Gross misrepresentation is excellent ground for damages; but Dr. Oneal merely issued a pamphlet. It was a very lively and abusive pamphlet, but it failed utterly to answer the charges of lying and quackery brought against its author. Another pamphleteer is Dr. W. O. Coffee, an eye and ear charlatan of Des Moines, Iowa. His literary effort is entitled, "A Few Words About *Collier's Weekly*, and Samuel Adams Hopkins" (sic). This pamphlet led to a spirited correspondence between Mr. Adams and Dr. Coffee. The last letter from his lawyer contained these paragraphs of polite correspondence:

"Dear Sir: Dr. W. O. Coffee of this city has referred to me your somewhat remarkable letter to him of the 11th inst.

"Its tone is overbearing, dictatorial, and insulting. I have advised Dr. Coffee to ignore it, and you and all future communications from you, until it appears that you are disposed to accord to him the ordinarily courteous treatment which every gentleman extends to those with whom he is dealing, even though their positions happen to be adverse.

"Permit me to suggest further that in my judgment the people in this section of the country at least, would see very little to commend in gratuitously calling a man a liar by mail at the very safe distance of thirteen hundred miles.

"(Signed)

Yours very truly,

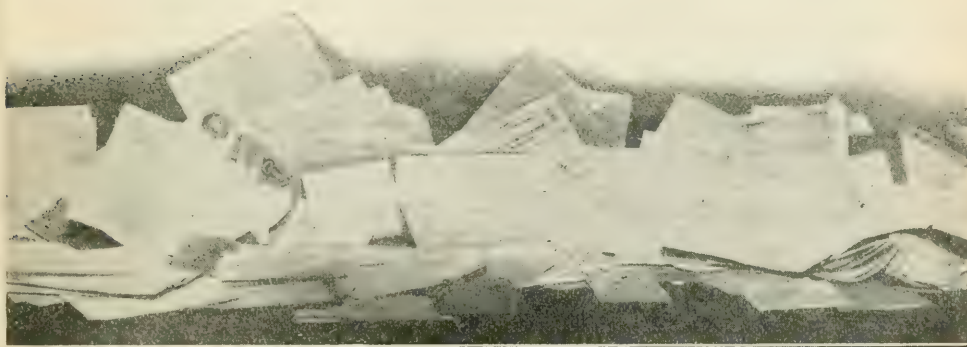
N. T. GUERNSEY."



If we correctly interpret the veiled suggestion in the concluding sentence of the letter, Dr. Coffee is more likely to seek vengeance according to the code duello as practiced in Iowa than in the courts of law. It was with regret that we felt ourselves, by the force of facts, compelled to exhibit Dr. Coffee, in a former article, as a thief and a liar, professionally. It is still more regrettable to discover "at the very safe distance of thirteen hundred miles," that Dr. Coffee does not confine his mendacity to his purely professional practice, where the necessity for lying is great.

### Blosser's Denial, and the Facts

So much for the closed incident of the "Great American Fraud" series. There yet remains, as was said, *two real libel suits and a formal protest* lodged with us that injustice was done. Of the protest, that of J. W. Blosser of Atlanta, we have the following to say:



SOME BLOSSER LETTERS RECENTLY PURCHASED FROM A NEW YORK LETTER-BROKER WHO HAS OVER A HUNDRED THOUSAND OF THEM FOR SALE.

Blosser makes a "positive cure" for catarrh; also a blood vitalizer, various pills, a rheumatism cure, and "digestine." His name came up with a larger number of others in a letter-broker's circular which we reprinted to illustrate the practice of patent medicine concerns who sell the letters sent them in confidence by confiding patients. The ink was hardly dry on that issue of *Collier's* before Blosser was on the spot with a lawyer letter and a personal letter which breathed injured innocence. This latter was accompanied by a large number of letters of personal endorsement from Atlanta's leading citizens and clergymen. The lawyer letter stated with "absolute confidence," based "on intimate knowledge of Blosser's business methods," that *Collier's* would be "utterly unable to sustain by proof" the charge that Blosser sells his confidential letters. Blosser himself wrote that "it is not true that we betray the confidence of our patrons who write us giving a detail of their symptoms."

This seemed to raise a pretty clear issue of fact between our information on the one hand and Blosser and his lawyer friend on the other. The best way to settle it would be to buy a few thousand Blosser letters from the letter-broker who offers them for sale, and take a look at them. So a rep-



representative of this office went to the Guild Company at 132 Nassau Street, New York. This letter-broker offers for sale, among others, the following letters:

LOT.	QUANTITY.	LETTERS OF	DATES.
1330	51,332	Dr. Blosser Co.	1905
1067	45,389	Dr. Blosser Co.	1904
1120	16,292	Dr. Blosser Co.	1904

So it seems pretty clear that there are for sale to anyone who cares to buy, at least 113,013 letters, written by sick people all over the country to Dr. J. W. Blosser of Atlanta, Georgia.

<b>LOT</b>	
330	
<b>500 LETTERS.</b>	
<b>DATES</b>	190
to	
	190
1905	INCLUSIVE.
<b>PACKAGE</b>	
No.	44
Dr. Blosser Co. Letters.	
<b>CLASS</b>	Sealarrh
<b>IMPORTANT!</b>	
To Addressers. Do not mark this wrapper in any	

Dr. Blosser letters done up in packages for sale.

took all our money for doctor and medicine. Cannot say how soon I may send, but your treatment is my preference, and I will order as soon as I am able to do so. Thanking you for favor, I am, Very truly yours."

Is that letter confidential? And are more than a hundred thousand others which Blosser has sold, confidential? That is the issue raised by Blosser and his lawyer friend. If they don't think this letter is confidential, it might be interesting to have the opinion of the person who wrote it. The writing, the correctness of spelling and punctuation, indicate, in spite of his dealing with a mail order doctor, a person of intelligence and refinement. He lives in Kansas and represents the United States Department of Agriculture for his county.

And would the woman in Pelham, Tennessee, who wrote to Blosser that, "I have suffered several years with the disease, and can find no remedy to help me; I would be extremely glad to find a permanent cure, for I suffer pain. My head hurts and throbs all the time, and I get so blind I want to

The man from Collier's office bought several packages of these letters. One of the packages and a few of the letters are photographed on this and the preceding pages. Of the confidential character of the letters the public can judge.

Not even Blosser himself, nor yet his lawyer friend, would deny—and yet they have denied—that the following letter, for example, is confidential. It is directed to "J. W. Blosser, M.D.," and it addresses him with familiar intimacy as "Dear Doctor." In part it reads:

"Your favor also came yesterday. Will say in reply that so soon as I can get the price, \$1, I will send for a treatment. I am just emerging from a long spell of sickness, and it



fall over half my time"—would that poor women regard her letter as confidential, and how would she like to know that her letter was bought, in a package with five hundred others, from a letter-broker in New York, on Dec. 11, 1906?

Blosser writes: "It is not true that we betray the confidence of our patrons who write us, giving a detail of their symptoms," etc. How about the woman in Olisko, Cumberland County, Virginia, who writes, among other symptoms that can't be printed here: "My eyes are very sensitive to light, and much sneezing." And the man at Grand Rapids who writes pathetically about his daughter. She is a school teacher, and she suffers from disease so much that "she gets hoarse and has to whisper, and they are thinking of having her give up her school."

Obviously, those letters which give most fully what Blosser calls "a detail of their symptoms," are necessarily unprintable here; but the less disgusting portion of a letter from an apparently cultivated woman in Franklin, Tennessee, reads: "Have entirely lost the hearing in my right ear. Still there is a continued roaring and hissing like steam escaping. The roaring began in my ear the first of September, and gradually grew worse till my hearing is entirely gone in that ear. I am the second wife of Rev. ———, and have heard him speak of you many times."

And how about the referee in bankruptcy of the United States District Court for South Carolina, and the superintendent of the telegraph company in Buffalo, and the publisher in York, Pennsylvania, and the milliner in Austin, Texas, and the clergyman in Dayton, Virginia. All their letters and a hundred thousand more sent by the confiding sick all over the country, to Blosser, have been sold and are now for sale again.

So much for Blosser and his claim that we did him an injustice when we reprinted the letter-broker's circular offering several thousand Blosser letters for sale.

### The Pink Pills Libel Suit

It was said in the beginning there remained four months after the last patent medicine article was printed just two libel suits—living suits actually on the dockets—and two formal protests that injustice had been done, and appeals to right that injustice. Of the libel suits, one is by Pink Pills for Pale People. This suit is, unhappily, thanks to a subsidized press which panders to patent medicine revenue, serving its real purpose. Every few months some technical move of the lawyers is made; and then, throughout the length and breadth of this land, in the newspapers which carry the Pink Pills advertising, appears a paragraph of tainted news, whose phrasing leaves with careless readers the impression that Pink Pills has just won its hundred thousand dollar libel suit against *Collier's*.

As to the other libel suit, to tell here the reason why the complainant will never bring that suit to trial would serve no public purpose, and would appear vindictive. Sufficient it is to say here that before the suit was brought the complainant's claim that wrong had been done him in the articles was generously and carefully considered in this office, and conscientiously denied.

### Peroration

"So much for Buckingham." The tale is told. We can now turn the page and dwell for a while on other things. It has been a good job, and Mr. Adams' work has been praised by a score of state and national medical societies all over the land, and the effect has been made permanent in many

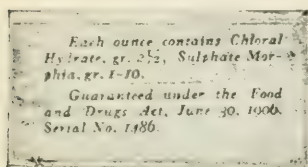


state statutes. Doubtless, we may have to take a hand in the matter again from time to time. How often, will depend upon circumstances, upon the activities of the Poison-Bund, and upon the part taken by our contemporaries—especially the last, for upon the press rests the whole industry, and we are hoping from this long series no result more valuable than the stirring of a public opinion which will make it unprofitable for newspapers to accept the millions of dollars annually offered by the patent medicine combine. It is a great deal of money, but in order to secure it the newspapers are compelled to shackle their consciences. They could do more than all the legislation that has been or can be passed.



# Patent Medicines Under the Pure Food Law

## ABSOLUTELY HARMLESS



Contrasting fiction and fact about Dr. J. C. Fahey's Pepsin Anodyne brought out by the Pure Food Law.

WITH the passage of the Food and Drugs Act by Congress, the patent medicine frauds, which had fought its passage by fair means and foul—principally the latter—found three paths open to them. First, they could go out of business, rather than expose the real nature of the concoctions with which they had been so long “doping” the public; second, they could change their formulas, leaving out those dangerous ingredients which, under the law, must now be specified on the label before the article can enter into interstate commerce; third, they could remove from their labels the lying clauses which form the basis of their business, and print the percentages or proportions of such ingredients as are required to be labeled. There is a fourth alternative: they could ignore the law. A few are doing this in a small way; but mostly the Great American Fraud, for the first time on the defensive, has foregone its attitude of defiance. It is conforming to regulations; but, still true to its fundamental nature, it is by every possible subterfuge, while obeying the letter of the law, which says, “Let the label tell,” evading and violating its spirit.

In brief, the national Food and Drugs Act requires that, to enter into interstate commerce, proprietary medicines containing cocaine or its derivatives, opium or its derivatives, alcohol, chloroform, cannabis indica (hashish), chloral hydrate, or acetanilid or its derivatives must bear on the label in type not smaller than eight-point capital letters the percentage or proportion of such drugs; also that the label shall embody no “statement which shall be false or misleading in any particular.” This last is vitally important in that it puts a quietus on the blanket claims of “cure” upon the labels, although, of course, the manufacturers will continue to swindle the public in the newspaper advertisements. The new law went into operation January 1, but labels now on hand may be used with supplemental labels, in the form of stamps or pasters, up to October 1.

## The Cocain Purveyors Are Down and Out

One definite, widespread, and immediate good has followed the new law. The purveyors of cocaine snuffs have been, for the most part, driven out of business. These concoctions, ostensibly intended for the cure of catarrh, but in reality merely a supply for the cocaine fiends which they themselves make, have been the first to succumb. Dr. Birney's snuff, Dr. Agnew's snuff, the Cole, Gray and Crown cures have reached the end of their rope. Credit for this is due not only to the pure food law and many stringent



local regulations, but also to the jobbers and retail druggists, who, despite the large profit in this line of business, have turned from it in disgust. In store after store of the better class, even where the law does not forbid the sale of cocaine concoctions (as it does in New York City under Dr. Darlington's vigorous régime, in Chicago, and in a number of other large cities), my inquiries for the catarrh snuffs have been met with the curt rejoinder: "No; you can't buy that rotten stuff here." Out of twenty pharmacies which I visited in several cities of New York State, I was able to buy cocaine in the form of snuffs, at only one. That was Robinson's drug store in Mount Vernon, N. Y., where a leering youth not only sold me a bottle of Dr. Cole's Catarrh Cure, but also bragged of the victims of the habit whom he "served regular," giving what he regarded as the highly amusing example of an unfortunate from Tuckahoe who came there every other day to "get his coke."

The Cole Medicine Company, by the way, has issued a circular to the drug trade announcing the issuance of a new nostrum for catarrh, that "cannot give rise to any so-called 'habit' in child or adult." But it "does not propose to give up the manufacture of its original preparation . . . and its manufacture and sale will be continued as heretofore." This would seem to be a notification to druggists not troubled with a conscience that cocaine will be obtainable "on the quiet" from the Cole concern. Perhaps they've thought better of it since the circular was issued. At any rate I know of several orders for the old powder that have received no answer. And, if they will take a layman's mild hint, they are pretty certain to get into serious trouble if they take the Pure Food law for a toy whirligig, whereas it is really a buzz-saw. Their circular continues:

"It would seem that some of the jobbers have agreed not to push the sale of the old, reliable Dr. Cole's Catarrh Cure, and in one or two instances, have refused to supply it, on high moral grounds. The company knows that consumers do not become 'dopes' or wrecks; on the contrary, thousands of instances are known where the cure has done perfect work along the lines intended."

### The Infamous Catarrh and Consumption "Cures"

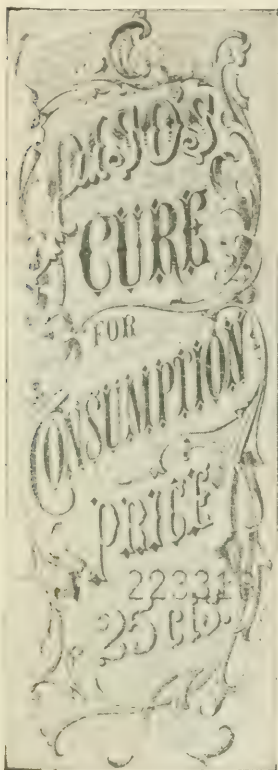
Painful as it is to differ with as expert a set of liars as the Cole Company employs, the plain facts are deserving at least of mention. And these are the facts: Dr. Cole's Catarrh Cure is not a catarrh cure in any sense. It is a preparation for the instigation of the cocaine habit. From the wretched habitues which itself has bred it draws its main profit. Its manufacturers, the Cole Medicine Company, are deliberate slayers of men's bodies and women's souls. And this crew has the effrontery to appeal to honorable men in the retail drug trade—the very men who best know the deep damnation of cocaineism—to support and uphold their business in the teeth of the law. I do not anticipate that they will receive a very hearty encouragement from a trade which has learned thoroughly to despise them and their kind.

Wiser is that firm which deals in Dr. Birney's Catarrh Powder. Letters from them announce their retirement since laws are being generally passed forbidding the sale of cocaine, and they have always conducted "a law-abiding business." Edifying, indeed! "There is none so mean but he clings still to one poor virtue." That of the Birney concern is, it appears, meekness. Birney has always conducted a "law-abiding business," and yet there is in the whole United States no city whose God's acre does not hold the bones of his victims; whose jail records are not black with their crimes.

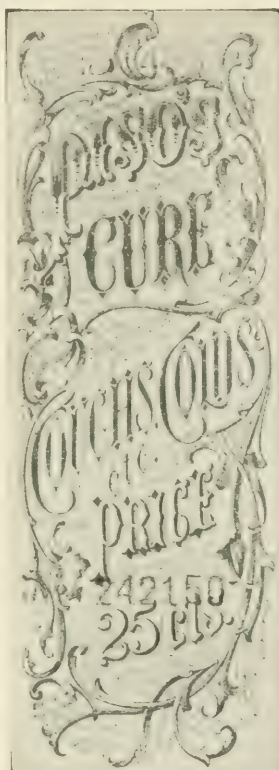
In the sudden light which the Pure Food law throws into certain dark corners, that widely-bruited pick-me-up for lassitudinous ladies, Vin Mari-



ani, takes on a changed aspect. From the enthusiastic encomiums, given out for advertising purposes by sundry actresses, one might suppose that the so-called French preparation was at once the most bracing and the most harmless of concoctions. Across its label, however, the pure food law has recorded the warning fact: "Each ounce represents one-tenth of one grain of cocaine." This shuts it out of New York, Chicago, Philadelphia, all cities and towns in Massachusetts, and many other places. As the



A "consumption cure" that, before the new law, appealed to the hopes of the most hopeless class of the afflicted.



The Food and Drugs Act required the makers of Piso's "Cure" to omit "Consumption" from the new label.

average American woman can read and is not a fool. I fancy that even in those localities where cocaine can be sold *only* in patent medicine form without a prescription (as has been the case until recently in the District of Columbia, thanks to Senator and ex-Doctor Gallinger's efforts on behalf of the nostrum people), the Vin Mariani trade will rapidly decline.

Next to cocaine nostrums, the most dangerous class of patent medicines is that containing narcotics, such as opium, morphin and cannabis indica. Various are the evasions and contortions resorted to by these dopes in their



efforts to make the best of the new law. Piso's Consumption Cure is an illustrative case. No longer is it a "consumption cure" on its label. The old label reads: "Piso's Cure for Consumption." The new label, in the same type, and presenting much the same appearance, reads: "Piso's Cure;" then, in almost undistinguishable letters: "A Medicine for"—and then, larger again: "Coughs, Colds, etc." Across the bottom of the carton, in letters sufficiently clear to acquit the makers of any attempt to conceal the most important feature of the label, runs this legend: "Each fluid ounce contains one-quarter grain cannabis indica, 5 minims chloroform, and other valuable [sic!] ingredients."

### The "Cure" that Kills Babies

Less open in its enforced truth-telling is that dangerous fake, "Bull's Cough Syrup," which has put a number of babies' deaths to the credit of its makers, A. C. Meyer & Co. of Baltimore. Against any and all patent medicine legislation the Meyer firm has been an active antagonist. Defeated finally, and compelled to label, these manufacturers have deliberately changed their formula rather than disclose the amount of morphin formerly in their medicine. In the new bottle is enclosed a booklet, the cover of which is ornamented with a picture of an old lady contemplating a vial of the "cough syrup" and exclaiming: "Why, I used to take this medicine when I was a girl, fifty years ago." Not so, ancient dame! If you could crawl out of your enclosure and take a look at the containing bottle you would observe by the label that the concoction contains one-half grain of codein per fluid ounce, whereas the Dr. Bull article with which your loving mother used to dope your happy girlhood days was a morphin mixture. Codein is as bad as morphin. It is substituted in the new medicine because the Meyer people believe the word less likely to scare away trade. Along with their confession of substitution goes a warning to the public to "beware of substitutes"!

Another firm of lightning-change artists in the matter of formula are H. E. Bucklen & Co. of Chicago. For many years these gentlemen have been quite content to drug the public with a secret concoction of morphin, chloroform and alcohol, known as "Dr. King's New Discovery for Consumption"; but when the Pure Food law went into effect, with its slogan: "Let the label tell," the morphin was hastily dropped out of the mixture, and the label tells only of alcohol and chloroform. Nevertheless, the medicine is still exploited as the original formula of the old physician, which "strikes terror to the doctors." Whether there was ever such a person as this Dr. King, or whether he is a companion myth to Prof. Pauli of Liquezone fame, summoned, like him, from some far Limbo of the Fakers for advertising purposes only, I have no means of knowing; but if Dr. King ever did live and move and practice his quackeries upon a trusting generation, his shade must be vastly astonished at beholding his name still attached to a formula of which he never even heard.

Mrs. Winslow's Soothing Syrup has stuck to its morphin, and plainly prints it on the label. So has Dr. A. Boschee's German Syrup, a fake "consumption cure," which contains a quarter of a grain of sulphate of morphin to the fluid ounce. Chamberlain's Diarrhea Cure, which recently put another death to its credit—this time in Marshall, Okla.—appears as containing 6 grains of opium to the ounce. Kopp's Baby's Friend, although still keeping up its practice of "putting crying babies to sleep" (and keeping them so to all eternity) with morphin, has considerably modified its flagrancy of claim rather than risk the attention of the federal authorities. In place of the time-honored and murderous "Warranted Harmless," which formerly appeared on the carton, is the legend, "Pleasant to Take," and



opposite it, large capitals proclaim the remedy, "An Article of Merit," which it indubitably is for parents wishing to get rid of their children without using an ax. The latest reported victims of Mr. C. Robert Kopp's bottled infanticide the the six-weeks-old Menolich twins of Neweatsle, Pa., who were perfectly well one day and dead the next, after their mother had given them the "Baby's Friend" to keep them from crying.

### Kopp Reduces His Poison

According to the new label, the preparation now contains one-eighth of a grain of sulphate of morphin per fluid ounce, a considerable reduction from the old formula, unless certain coroners' analyses are erroneous.

S. C. Wells & Co. of Le Roy, N. Y., esteem themselves as being above the law. They recently shipped into New Jersey an order of their "Shiloh's Consumption Cure," the very name of which is a violation of the law. Moreover, the label made no mention of the alcohol, chloroform and morphin contained in the "remedy." The morphin is a new ingredient, by the way, being apparently substituted for prussic acid, which was an ingredient of the original formula. On the other hand, it is pleasant to note one medicine using a derivative of opium which not only obeys the law, but goes much further than the law requires, in open dealing. Ayer's Cherry Pectoral prints upon its label, as required by law, the proportion of heroin contained in it. More than this, it prints the proportion of every ingredient in the medicine; a full, "open formula." This is an example of a patent medicine dealing fairly and squarely by the public.

Some surprising and ugly disclosures have been forced by the new enactment. Who would suspect the presence of opium in an advertised cure for rheumatism? Hughes' Rheumatism Remedy contains, according to its new label, two grains of opium in every fluid ounce. The purpose of the "dope" can be only to delude the sufferer, by an artificial and dangerous lulling of his pain, into believing that the "remedy" is actually conquering the disease, whereas its real effect will be to bring the patient into a growing condition of subjection to the drug. Pepsin Anodyne has a harmless sound. Dr. J. C. Fahey's Pepsin Anodyne is labeled "Absolutely Harmless" on the carton, a circumstance, by the way, provocative of suspicion to one who has made a study of nostrums. "This valuable preparation contains no laudanum or any injurious article," is another conspicuous legend regarding the concoction, which is recommended as a cure for colic and a sedative for restless children. But in very small type, on the top flap of the carton, where it is invisible after the package has been opened, are these words: "Each ounce contains Chloral Hydrate, gr. 2½; Sulphate Morphia, gr. 1-10." And this "absolutely harmless" mixture is sold to ignorant mothers therewith to "pacify the most fretful child." There are prospects of permanent pacification of every child to whom this "valuable preparation" is given with any regularity. As for Dr. J. C. Fahey of Wilmington, Del. (of course I may be mistaken, in which case I shall expect him to correct me), he seems to me a very conspicuous scoundrel, even for the "dope" nostrum business. And if he considers that his present method of labeling ensures him against the processes of the law, he is a candidate for painful enlightenment. His package violates the law in at least four particulars. First, his statement that the stuff "contains no laudanum or any injurious article" is a deliberate deception. Second, his "Absolutely Harmless" is a straight-out lie. Third, his carton label giving percentages is in smaller type than that prescribed by law. Fourth, the bottle itself bears no statement of the presence of chloral hydrate, or morphin. Under the Pure Food act Dr. Fahey cannot be sent to jail, which is a pity, but he can and should be heavily fined.



The headache remedies, whose heart-depressant drugs have caused so many sudden deaths, have been hard hit by the regulation regarding labeling. Despite their fervid asseverations that acetanilid is harmless and never causes death, many of them have, rather than have it on their labels, adopted substitutes, which differ principally in name. Bromo-Seltzer has

Reg. U. S. Pat. Office.

# PE-RU-NA

This medicine introduced to the medical profession and to the general public by S. B. Hartman, M. D. in 1877, after he had prescribed it to many thousand patients with marked success.

Dr. Hartman, a graduate of the well-known Jefferson Medical College of Philadelphia, Pa., has practiced medicine for over fifty years.

The active medicinal ingredients in Peruna are mainly of vegetable origin, in such proportions his experience has shown to produce the most efficient results.

Peruna has a powerful action on the mucous membrane of the whole body. It is therefore remedial in all catarrhal affections, especially of the head, throat or lungs, as well as the kidneys, bladder and other pelvic organs.

As la grippe is always attended by some inflammation of the passages of the head, throat and lungs, Peruna's efficiency in relieving this disease is easily explained.

It is very beneficial in disorders of the digestive organs.

The tonic qualities of Peruna make it valuable in all such cases where convalescents require some tone and strength giving remedial agent.

These qualities of the medicine make it valuable for the after-effects of la grippe.

This label and formulary revised December 1st, 1905

No. 245. Guaranteed Under the Food and Drugs Act June 30, 1906.

# PE-RU-NA

CONTAINS EIGHTEEN PER CENT OF ALCOHOL BY VOLUME.

MANUFACTURED BY THE PERUNA DRUG MEDICAL COMPANY, INCORPORATED, DR. HARTMAN, SOLE PROPRIETOR, COLUMBUS, OHIO.

AMENDED AND REVISED LABEL STATING PRINCIPAL ACTIVE CONSTITUENTS:

PE-RU-NA CONTAINS CUBEBS, HYDRASTIS CANADENSIS, CORYDALIS FORMOSA, COLLINSONIA, CANADENSIS, CEDRON SEED, GINGER, SENNA, FETTERINE AND A VERY SMALL PROPORTION OF THE OIL OF CASSIA.

DR. HARTMAN, THE ORIGINATOR OF PERUNA, IS A GRADUATE OF THE WELL-KNOWN JEFFERSON MEDICAL COLLEGE OF PHILADELPHIA, PA., AND HAS PRACTICED MEDICINE FOR OVER FIFTY YEARS.

THIS LABEL AND FORMULARY REVISED DECEMBER 1ST, 1905.

### A MEDICAL "BOOZE" WITH A NEW LABEL.

Under the urging of the Internal Revenue authorities, Dr. Hartman has loaded Peruna with cathartics, and cut down the alcohol to 18 per cent. "by volume." It is still used to acquire "innocent jags," but under no delusion as to its being a medicine.

substituted for its acetanilid, acetphenetidin, which is very much the same thing and is fraught with the same dangers, but doesn't "sound as bad" to the public ear. Laxative Bromo-Quinin has discarded its acetanilid and now uses phenacetin, a somewhat less powerful coal-tar derivative. It still preserves the lying legend: "Will cure a cold in one day," which it will



probably be obliged to edit off from its label when the authorities get around to it. That hoary and dangerous fake, Antikamnia, after fighting the Pure Food regulations to the utmost of its power on the ground that acetanilid was harmless and beneficial, now proclaims its own hypocrisy in asseverating its enforced virtue on its label. "The Antikamnia tablets in this original package CONTAIN NO ACETANILID," etc. Acetphenetidin is the substitute behind which the Antikamnia fakers take shelter. Kohler's Headache Powders announce  $5\frac{3}{4}$  grains of acetphenetidin to each powder, "combined with other ingredients, making it the safe, beneficial remedy that it is." Safe! Beneficial! It is to laugh!—or would be if the following typical result of such vicious misrepresentation did not render the humor of it too grim for laughter:

"WE [THE CORONER'S JURY] FIND THAT THE SAID JAMES TOBIAS CAME TO HIS DEATH ON THE SECOND DAY OF SEPTEMBER, 1906, AT 1187 LEXINGTON AVENUE [N. Y. CITY] BY KOHLER'S HEADACHE POWDERS."

### The Headache Powders Try Dodging

Royal Headache Tablets, Garfield Headache Powders, Harper's Brain Food, Orangeine, and a number of others still stick to acetanilid. The Royal Tablets confess, upon the label, to codein, which means that the woman who takes them is not only playing fast and loose with her heart, but is also risking slavery to an opiate habit. Orangeine, by the way, has the cool assurance to use a quotation from Dr. Wiley, the government chemist, apparently endorsing the use of acetanilid, whereas there is no more vigorous opponent of acetanilid headache powders (and Orangeine specifically among the number) than Dr. Wiley. Pas-Avena, a "semi-ethical" preparation, exhibits a curious lack of team work between its outer label on the carton and its inner label on the bottle, and incidentally fails to comply with the law. According to the carton label it contains acetanilid. Nothing is said about acetanilid on the inner label, but there is a specification of a mysterious substance called "Somnalgeseine." As the United States Pharmacopeia knows not "Somnalgeseine," neither the National Dispensatory nor any other standard authority, the Pas-Avena Chemical Company will have to improve on that label.

One of the most active opponents of the Pure Food bill in Washington was State Senator Beardsley of Indiana, vice-president of the Miles Medical Company and chairman of the press committee of the Proprietary Association of America. Mr. Beardsley's underground work in Washington was undertaken by United States Senator Hemenway of Indiana, but after the association had sent out telegrams far and wide to this general effect: "Cheer up; Hemenway is looking out for us in the Senate," the Senator became afflicted with an ailment which no patent medicine will cure—cold feet—and Beardsley was left to fight alone and fail. Why he fought is apparent, now that "Dr. Miles Anti-Pain Pills," which he manufactures, are plainly headed: "Each Pain Pill Contains 2 Grains Acetanilid."

With touching generosity, the Mr. Beardsley's firm offers on its carton a reward of \$5,000 to any person who can find "one atom of opium, chloral, morphin, cocain, ether, or chloroform" in any of their nostrums, the alleged basis of reward being that "certain unscrupulous persons are making false statements about these remedies." What's the use! Why go out of the way to make a false statement, when the true statement, squeezed out of the Miles' Anti-Pain Pill itself, is so self-damnatory? Using a pill made of acetanilid as a nerve-dulling expedient; stopping pain by putting a brake on the heart action; that's the Beardsley-Miles method. No wonder the lobbying gentleman from Indiana didn't want the label to tell—on him.

### Good Old "Patent" Booze

The "jag medicines" are doing their best to shave the law as close as possible. None of them uses alcohol for the effect. Bless your heart, no!



They wouldn't think of doing such a thing. Swamp Root uses it to prevent fermentation, and Hall's Catarrh Cure to preserve itself from freezing, and so on down the line. Hall's Catarrh Cure, by the way, thus sentimentalizes upon the label: "This valuable remedy has been thoroughly tried, and proved itself a cure for catarrh." I should like to take President Frank Cheney of the Patent Medicine Trust, who makes Hall's Catarrh Cure, gently by the hand, and direct his attention to the clause in the Pure Food bill relating to misleading statements. For Mr. Cheney is one of those gentlemen who, utterly failing to consider truthfulness and honesty as a business proposition, may, hopefully, be brought to recognize it as a legal necessity.

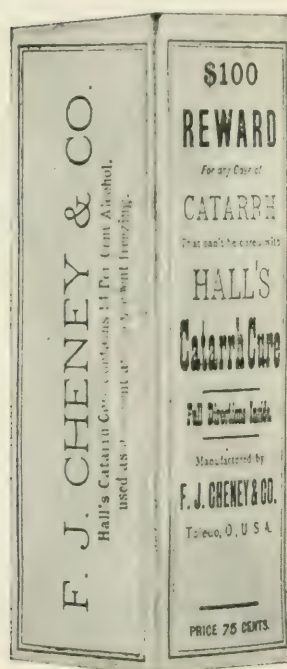
Peruna has been having a hard, sad time. It makes one feel quite sorry for poor old Dr. Hartman, who, after a long, toilsome, and worse than useless life, is obliged to retire with only about twelve million dollars of

bunco-profits, leaving his medical "booze" at the mercy of a lot of flinty-souled government hirelings. Only a year ago he had to get out a new label, to this effect: "For a number of years requests have come to me from a multitude of grateful friends, urging that Peruna be given a slight laxative quality." The "grateful friends" were the internal revenue authorities, who sternly bade old Dr. Hartman either put some real medicine into his drink or open a bar. So he loaded it up with cathartic, and while getting out his new label, issued a more private statement to the drug trade announcing that they needn't fear the excise authorities, as he had changed his formula. On top of that comes the Pure Food law. Now Peruna perforce prints its real contents of alcohol, and joy is fled from the souls of those who can no longer get a purely medical jag in their accustomed innocence of mind. How much effect the drug section of the Pure Food law will have depends largely on the public. "Let the label tell" is a fine motto. But the label will not tell you unless you look for it. Look carefully, for the important part of the telling is often obscured by the manner of printing. If the words "Warranted Harmless" appear anywhere, look twice over for the Ethiopian in the wood-pile. Buy no patent medicine not guaranteed on the label under the "Food and Drugs Act."

Then if you intoxicate yourself with raw alcohol in the form of "female remedies" or "catarrh cures," or play fast and loose with your heart by dosing yourself with headache powders, or drug yourself or your family with morphin or cannabis indica, or

chloral, you do so with your eyes open, and the responsibility is upon yourself.

"He that hath eyes to see, let him see;" that is the foundation of the Pure Food law as applied to patent medicines. The law was passed to give the public a chance to know, but not to save fools from their folly.



Alcohol, 14 per cent., in a "catarrh medicine," used " . . . to prevent freezing."



[REPRINTED FROM *Collier's*, Oct. 12, 1907.]

## THE CASE OF MARY ADAMS

The following letter has come to *Collier's* from a resident of Winsted, Connecticut:

SEPTEMBER 25, 1907.

"Editor, Fake Department.

"Dear Sir:—Enclosed please find a copy of a local paper, with clippings marked. The lady died from the trouble which the ad. claims she was cured of, and the funeral notice is on the opposite side of the sheet from where they call your attention to her good health. Hope you can use this to show up the fakes who prey on the sick."

**A HAPPY COMBINATION.**

Dr. Richards' Dyspepsia Tablets Cure the Young and Rejuvenate the Old.

Mrs. Mary C. Adams of 34 Adam street, Winsted, Conn., wants all stomach sufferers in Winsted to know that she owes her present good health to a course of treatment with Dr. Richards' Dyspepsia Tablets which cure dyspepsia.

Her own words:  
 "Dr. Richards' Dyspepsia Tablets are certainly a boon to old people who suffer from indigestion and kindred complaints. I had become disgusted

stomach. All I can say in conclusion is that I am now enjoying better health than I have for years. And as I have been cured by Dr. Richards' Dyspepsia Tablets I hope this letter will be published and will be the cause of getting other stomach sufferers to try your grand remedy."

everyone so far as

**MRS. MARY ADAMS  
JOINS SILENT MAJORITY.**

Succumbed to Dropsy Wednesday Night—Had Resided Here 42 Years.

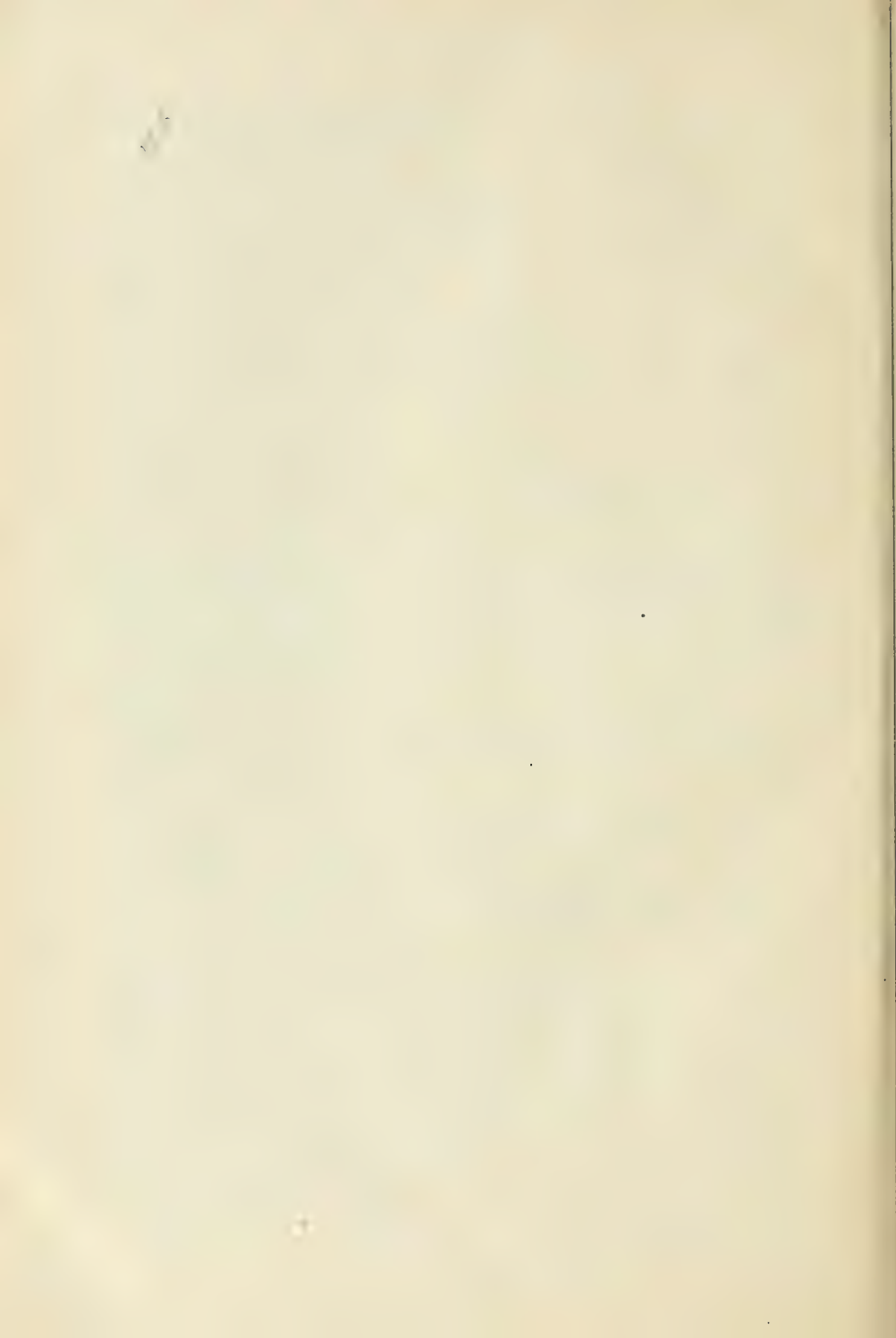
Mrs. Mary Adams passed away at her home on Adams street Wednesday evening at 6:30, aged 75. She had been seriously ill with dropsy for two months and the end was expected.

Mrs. Adams came to Winsted from Hartford 42 years ago and during her residence here had made numerous friends who held her in highest esteem. She was a member of the First Congregational church. She leaves two children, A. W. Adams, the shoe merchant, and Mrs. Bertha L. Adams, who tenderly cared for her mother during her last sickness.

Funeral services will be held in the chapel of the First Congregational Church Saturday afternoon at 2:30 o'clock. Rev. George W. Judson officiating. Burial will be in Forest View cemetery

These two clippings—one a testimonial wherein Mrs. Adams recites her complete restoration to health through the efficacy of a patent medicine, and the other an account of her death—both appeared in the same issue of the Winsted, Connecticut, *Evening Citizen*. They throw some light on the value of patent-medicine testimonials. Every little while we think we've said as much about quacks as we ought, considering the proportions of all the other things in the world. But we receive a good many letters like this, and the patent-medicine fraud is arrant and persistent.







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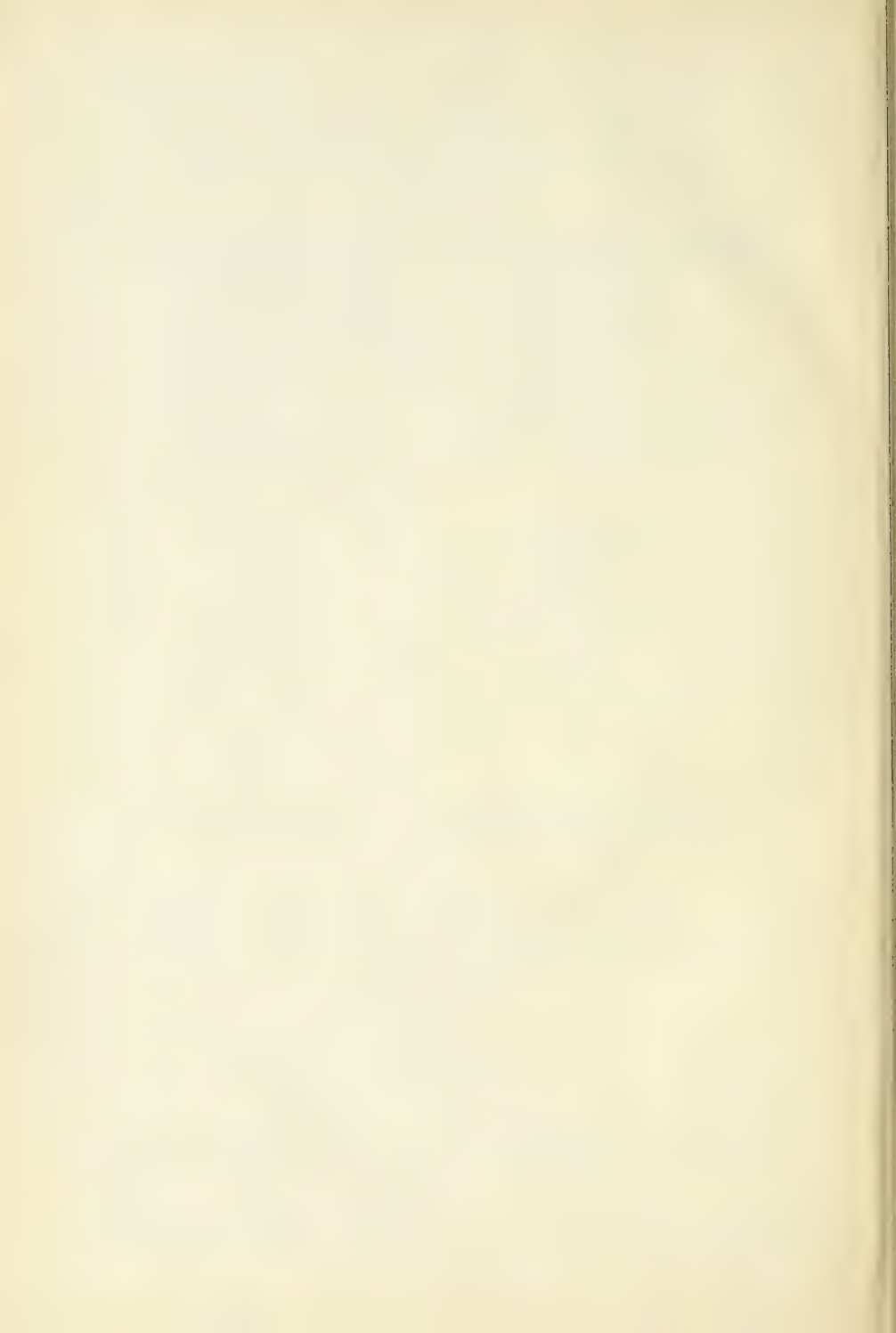
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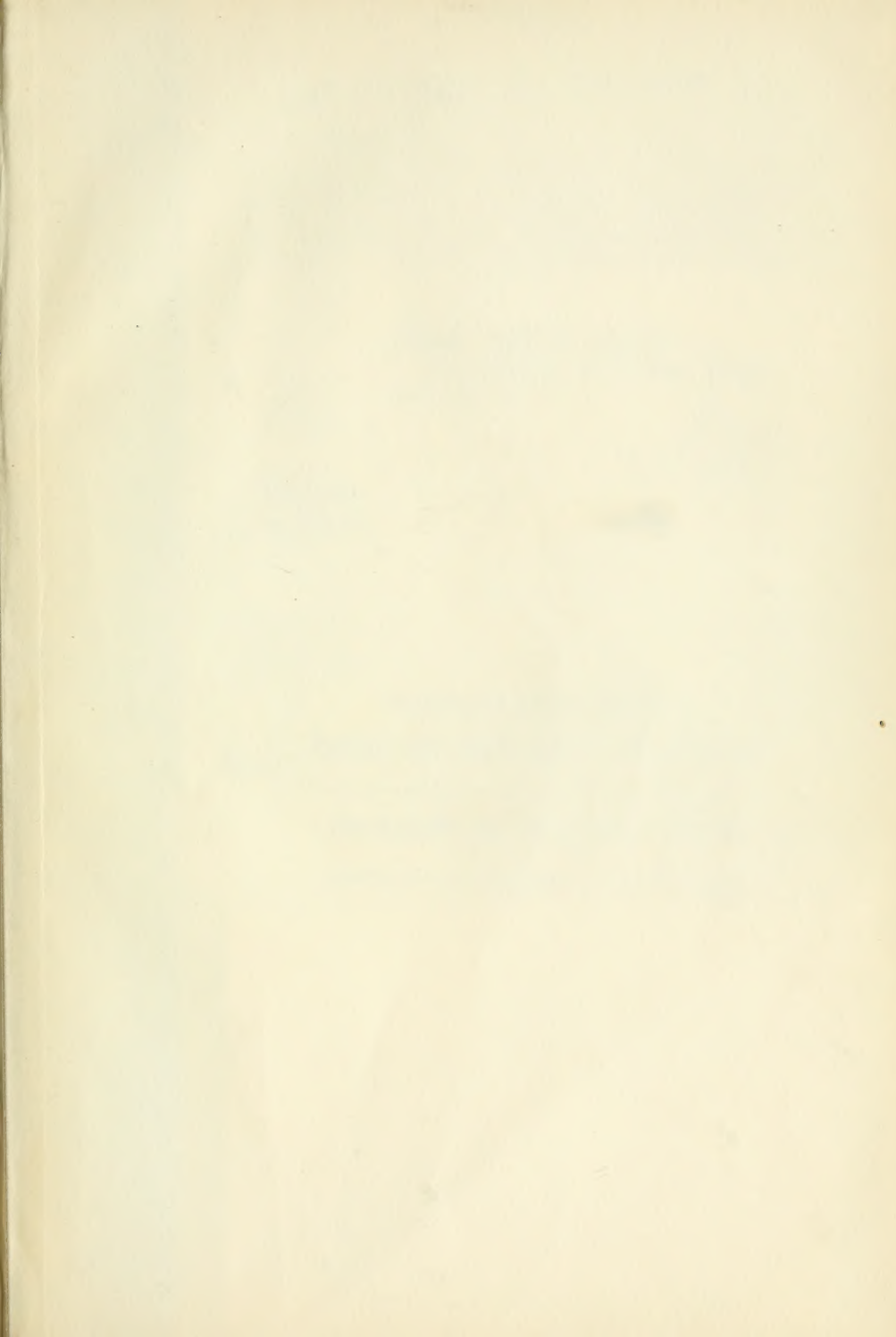














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