ONE FOR A MAN, TWO FOR A HORSE

RARE MODELS, ESSAYS, PROOFS, STAMPS, AND
ADVERTISING PARAPHERNALIA OF AMERICAN 19TH CENTURY
PATENT MEDICINES

HISTORICAL BACKGROUND: THE TERM "PATENT MEDICINE" CAN BE TRACED BACK TO THE YEAR 1624, WHEN THE BRITISH PARLIAMENT ADOPTED THE STATUTE OF MONOPOLIES. REGULATING THE INDISCRIMINATE USE OF POWER BY THE MONARCHS, THIS LIMITED THE PERIOD OF PATENT PRIVILEGE TO 14 YEARS. THE EARLY PACKAGED HOME REMEDIES WHOSE INGREDIENTS WERE SECRET AND WHOSE ORIGINATORS WANTED THEM TO REMAIN SECRET OBTAINED PATENTS, THUS THE TERM "PATENT MEDICINES"

WITH A REMEDY FOR EVERY ILL OF THE EARLY AMERICANS, THE PATENT MEDICINE INDUSTRY DEVELOPED INTO A LUCRATIVE AREA OF COMMERCE. BY 1850 A CATALOGUE LISTED FOUR HUNDRED DIFFERENT PATENT MEDICINES FOR SALE IN THE UNITED STATES.

FACED WITH THE FINANCIAL DEMANDS OF THE CIVIL WAR, CONGRESS PASSED THE REVENUE ACT OF 1862. NOT ONLY DID THIS LEGISLATION CREATE THE FIRST FEDERAL INCOME TAX AND THE BUREAU OF INTERNAL REVENUE, IT AUTHORIZED THE USE OF ADHESIVE TAX STAMPS ON CERTAIN PROPRIETARY ARTICLES. INITIALLY THESE ARTICLES WERE MEDICINES, MATCHES, PERFUMERY, COSMETICS AND PLAYING CARDS. ITEMS WERE TAXED AT A RATE OF ONE CENT FOR EACH TWENTY-FIVE CENTS OF PRICE UP TO ONE DOLLAR AND TWO CENTS FOR EACH ADDITIONAL FIFTY CENTS OR FRACTION THEREOF.

VERY EARLY IN THE PROCESS OF STAMP PRODUCTION, ENTREPRENEURS IN THE PATENT MEDICINE INDUSTRY WITH A SENSE OF ADVERTISING OBTAINED APPROVAL TO HAVE STAMPS PRINTED OF THEIR OWN DESIGN. THEY ALSO FELT THIS LENT A SENSE OF GOVERNMENT APPROVAL TO THEIR PRODUCT. THE STAMPS WERE PRODUCED BY FOUR DIFFERENT PRINTERS: BUTLER AND CARPENTER, AMERICAN BANK NOTE COMPANY, NATIONAL BANK NOTE COMPANY, AND BUREAU OF ENGRAVING AND PRINTING. A TOTAL OF SIX DIFFERENT TYPES OF PAPER WERE USED: OLD PAPER (BRITTLE PAPER OF VARYING THICKNESS), SILK PAPER, PINK PAPER, EXPERIMENTAL SILK PAPER, WATERMARKED USIR PAPER AND FOR ONE STAMP A PAPER WATERMARKED WITH A PATTERN OF DIAMONDS.

BY THE TIME THE TAX WAS REPEALED IN 1883 OVER 200 MILLION DOLLARS HAD BEEN RAISED. STAMPS WERE MEANT TO BE DESTROYED WHEN THE PRODUCT WAS OPENED. THUS SURVIVING



TRIAL COLOR PROOFS AND STAMPS OF DALLEY'S GALVANIC HORSE SALVE ON OLD, SILK AND WATERMARKED PAPER.



This well-known Horse Medicine, the inventor of which is identical with that of Dalley's Magical Pain Extractor, is without doubt the best remedy for the diseases for which it is intended, of any hitherto introduced to the American public, and so pronounced by many of our most distinguished horsemen.

It is now more than **Thirty Years** since the preparation was first brought into notice, and although no great efforts have been made by extensive advertising to extend its sale, it has thoroughly established its reputation as the best Horse Remedy known. We have heard, as an objection to its convenient application in winter, that the cold causes it to become harder than in summer, thus preventing its being readily rubbed in without being warmed at a fire. We would say that we have now removed this objection by making the ointment much softer, and in future no such difficulty will be experienced in any weather.

We are aware of the many horse medicines that are now in the market, and know that horsemen are pestered continually by the makers of such, or their agents, and that many of these so-called remedies proving worthless are calculated to injure the reputation of those which are good. We, however, are content to let our preparation

Rest on its Merits Alone,

confident that one trial will fully convince any horseman that it will do all we claim for it, he wever

HENRY DALLEY

IN 1839, IN NEW YORK CITY, HENRY DALLEY BEGAN MARKETING A MEDICINAL HE CALLED "DALLEY'S MAGICAL PAIN EXTRACTOR". THIS ENDEAVOR WAS NOT VERY SUCCESSFUL AND DALLEY, DISHEARTENED, DIED IN 1852. HIS SON ASSUMED CONTROL OF THE FIRM IN 1865 FROM CORNELIUS CLICKENER, A DRUGGIST WHO HAD TAKEN OVER AFTER THE ELDER DALLEY DIED.

IN 1866 HENRY DALLEY JR. INTRODUCED THE "GALVANIC HORSE SALVE" WHICH WAS ALSO MARKETED FOR USE ON COWS, SHEEP, PIGS, AND DOGS. THESE PRODUCTS CONTINUED TO BE SOLD UNTIL THE END OF THE 19TH CENTURY.







WATERMARKED PAPER DIE 1





OLD PAPER

SILK PAPER

DR. DONALD KENNEDY

DR. KENNEDY, A BOSTON PHYSICIAN WITH A MEDICAL PRACTICE ESTABLISHED IN THE 1850'S, FIRST MARKETED A DANDRUFF CLEANSER FOLLOWED BY DR. KENNEDY'S MEDICAL DISCOVERY WHICH WAS SAID TO BE ABLE TO GROW HAIR ON A BALD HEAD. LATER, KENNEDY INTRODUCED RHEUMATIC AND NEURALGIA LINIMENT AND SCROFULA OINTMENT FOLLOWED BY PRAIRIE WEED IN 1878.



APPROVED DIE PROOF IN TRIAL COLOR FROM THE ARCHIVES OF BUTLER AND CARPENTER UNIQUE



TRIAL COLOR PROOF



DIE PROOF



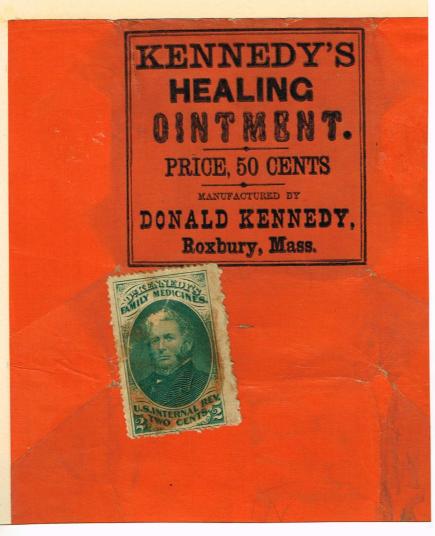
DIE PROOF



PINK PAPER



SILK PAPER



ORIGINAL WRAPPER FOR KENNEDY'S HEALING OINTMENT WITH TWO CENT REVENUE STAMP AFFIXED

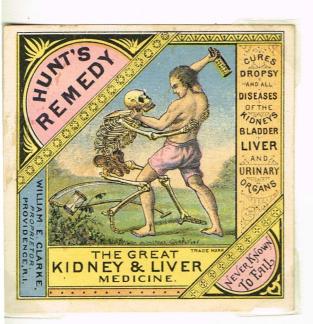
TOP OF TIN IN WHICH SALVE WAS PACKAGED



WILLIAM E. CLARKE

CLARKE, OF PROVIDENCE, RHODE ISLAND ACQUIRED THE RIGHTS TO HUNT'S REMEDY FROM THE WIDOW OF MR. HUNT. SHE HAD MANUFACTURED THE MEDICINE AFTER DR. DAVID HOSACK OF NEW YORK HAD SUCCESSFULLY USED IT TO CURE HER HUSBAND OF BRIGHT'S DISEASE AND DROPSY.

CLARKE TRADEMARKED THE LABEL AND ADVERTISED THE MEDICATION ENERGETICALLY. HE ALSO ADDED HUNT'S HEALTH PILLS AND HUNT'S LIVER CURE TO THE LINE.





TRIAL COLOR PROOF



PLATE PROOF



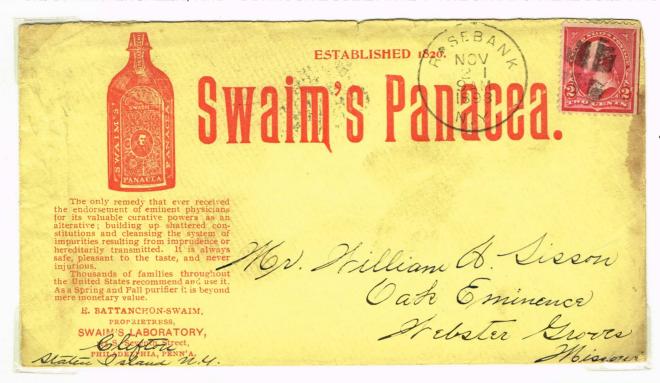
WATERMARKED PAPER 1879-1880



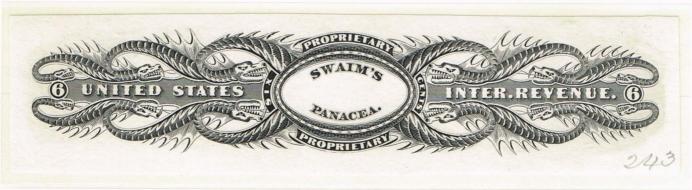
WATERMARKED PAPER

WILLIAM & JAMES SWAIM

WILLIAM SWAIM HAD BEEN EARNING HIS LIVING AS A BOOKBINDER IN NEW YORK CITY WHEN HE BECAME ILL. AFTER CONSULTING A PHYSICIAN AND BEING PRESCRIBED A MEDICATION THAT RESTORED HIS HEALTH, HE OBTAINED THE FORMULA FOR THE REMEDY AND MOVED TO PHILADELPHIA TO BECOME A MEDICINE MANUFACTURER. HE NAMED HIS PRODUCT SWAIM'S PANACEA AND CHOSE AS IT'S SYMBOL HERCULES SLAYING THE MANY-HEADED HYDRA. THE PANACEA CONTAINED SARSAPARILLA, OIL OF WINTERGREEN, AND "CORROSIVE SUBLIMATE". THE STAMPS WERE USED FROM 1863-1883.



1898 COVER
ADVERTISING
THE PANACEA



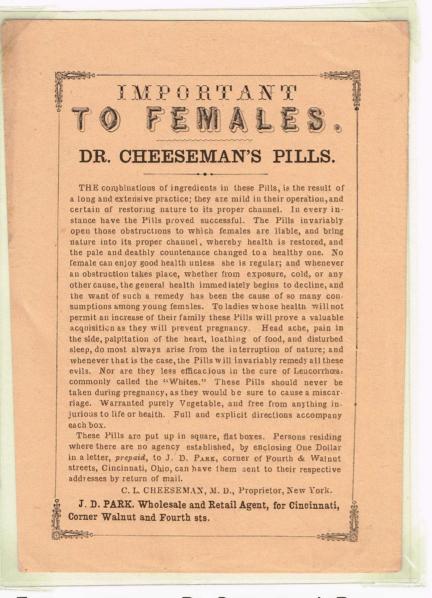
TRIAL COLOR PROOF



SIX CENT JAMES SWAIM ON OLD PAPER
ONE OF NINE REPORTED SURVIVING EXAMPLES

HUTCHINGS & HILLYER

JACOB HUTCHINGS AND EDWIN HILLYER WERE PARTNERS IN A FIRM DISTRIBUTING PATENT MEDICINES IN NEW YORK CITY. THEIR CHIEF PRODUCT WAS DR. CHEESEMAN'S FEMALE REGULATING PILLS. THE REGULATING PILLS WERE ADVERTISED TO CONTAIN THE RAREST OF SEEDS, FLOWERS, LEAVES, HERBS, AND ROOTS.





TRIAL COLOR PROOF



PINK PAPER



WATERMARKED PAPER

FLYER ADVERTISING DR. CHEESEMAN'S PILLS



OLIVER CROOK & CO.

OLIVER CROOK WAS A PRACTICING PHYSICIAN IN DAYTON, OHIO WHEN HE FORMED HIS COMPANY.
IN 1875 THE COMPANY WAS SOLD TO S. N. SMITH & CO. OF DAYTON. IN 15 YEARS THE SMITH FIRM SOLD OVER ONE MILLION BOTTLES OF WINE OF TAR WHICH WAS STILL ON SALE IN 1909.



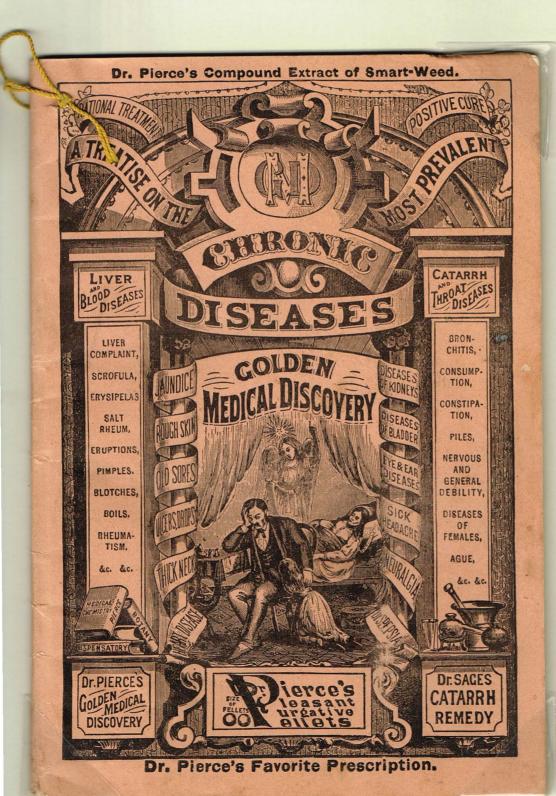
MODEL FOR STAMP CONSISTING OF SEPIA PHOTOGRAPH OF ENGRAVED DESIGN APPROVED JANUARY 2, 1869 BY ACTING COMMISSIONER OF INTERNAL REVENUE UNIQUE



SILK PAPER

WORLD DISPENSARY MEDICAL ASSOCIATION

RAY VAUGHN PIERCE GRADUATED FROM THE ECLECTIC MEDICAL COLLEGE OF CINCINNATI IN 1862. NOT LONG AFTER GRADUATION HE DEVELOPED AN EMMENAGOGUE WHICH HE NAMED "DR. PIERCE'S FAVORITE PRESCRIPTION". THE CONCOCTION CONTAINED SAVIN, CINCHONA, AGARIC, CINNAMON, ACACIA, DIGITALIS, OPIUM, ANISE AND WATER. ABOUT 1870 HE INTRODUCED HIS "GOLDEN MEDICAL DISCOVERY" AND ALSO ACQUIRED THE RIGHTS TO "DR. SAGE'S CATARRH REMEDY". TWO OTHER POPULAR MEDICINALS WERE HIS "PLEASANT PURGATIVE PELLETS" AND "COMPOUND EXTRACT OF SMART WEED". PIERCE GAINED ENOUGH FAME AND FORTUNE TO BE ELECTED TO CONGRESS IN 1879 AND WHEN HE DID HE INCORPORATED THE WORLD DISPENSARY MEDICAL ASSOCIATION TO CONTINUE THE MANUFACTURE AND SALE OF HIS PRODUCTS.





WATERMARKED PAPER



WATERMARKED PAPER

1894 TREATISE ON CHRONIC DISEASES

JOHN F. HENRY

IN THE 1850'S, J. M. HENRY & SONS PURCHASED THE FORMULAS OF SEVERAL REMEDIES DEVEL-OPED BY REV. N. A. DOWNS OF WATERBURY, VERMONT. IN 1862 THE FIRM BECAME JOHN F. HEN-RY AND IN 1865 HENRY PARTNERED WITH DEMAS BARNES. THE COMPANY MANUFACTURED MANY ITEMS BUT THEIR MAIN PRODUCT WAS "HENRY'S CARBOLIC SALVE". THE PRICES WAS 25 CENTS PER TIN. THUS REQUIRING A ONE CENT TAX STAMP.



PINK PAPER



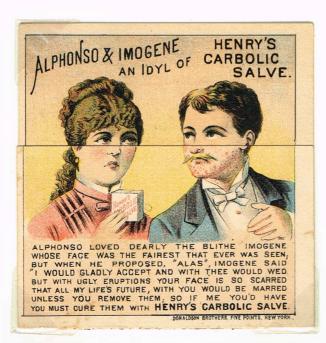




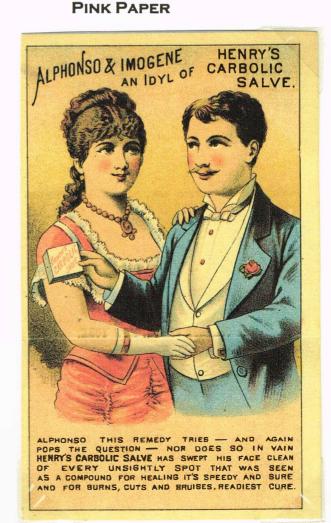


SILK PAPER

OLD PAPER 34 REPORTED COPIES



FOLDING TRADE CARD ILLUSTRATING CASES BEFORE AND AFTER USING HENRY'S CARBOLIC SALVE

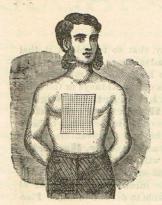


L. R. HERRICK & CO.

HERRICK'S STAMPS WERE THE FIRST PRODUCED. THE ONE CENT RED STAMP WAS PRINTED IN NOVEMBER, 1862. THE MAIN PRODUCTS OF THE FIRM WERE 'SUGAR COATED PILLS" AND VARIOUS PLASTERS. THE KID STRENGTHENING PLASTER CONTAINED GALBANUM, SUB CARBONATE OF IRON. TURPENTINE, PITCH, AND PLASTER OF LEAD.

WARRANTED IN ALL CLIMATES.

Dr HERRICK'S PERFORATED STRENGTHENING



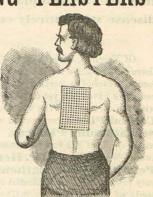
These Plasters can be worn, removed. and re-applied as often as required; when removed, wash off all impurities from the with Plaster cold water.

Spread upon White Muslin.

All persons suffering from weak lungs, or who, when attacked by colds, find them settle in the region of the lungs, will obtain almost magical forated Plasters over the part affected. able climate no prudent person

will save thousands of live Many persons are backs. They other causes, spot, and busines

affec'



INSTRUCTIONS ON HOW TO APPLY THE PLASTER



SILK PAPER

PINK PAPER



PACKAGE LABEL WITH ONE CENT TAX STAMP AFFIXED 1875

WARM THE PLASTER ON APPLYING IT.—If it should not adhere to the skin as readily as it ought, a sponge of piece of muslin wet with Alcohol, Spirits of Camphor, Turpentine, or Camphone, and applied to the surface, will renew its adhesive qualities.

CALTÉNTESE EL ENPLASTE AL APLICARLO.—Si no se pegare á la piel tan pronto como deberia, mózese una esponja ó un pedazo de muselina con alcohol, espáritu de alcanfor, turpentina ó corúna y aplicándola á la superficie se renovarán las cualidadés adhesives del emolaste.

chaupper L'emplaste.

Chaupper L'emplatre avant de L'appriquer.—S'il n'adhère pas & la peau assez promptement, une éponge ou un linge imbibé d'Alcohol camphré, térèbentine ou camphène, appliqué à la surface, renovellera ses functions adhésives.

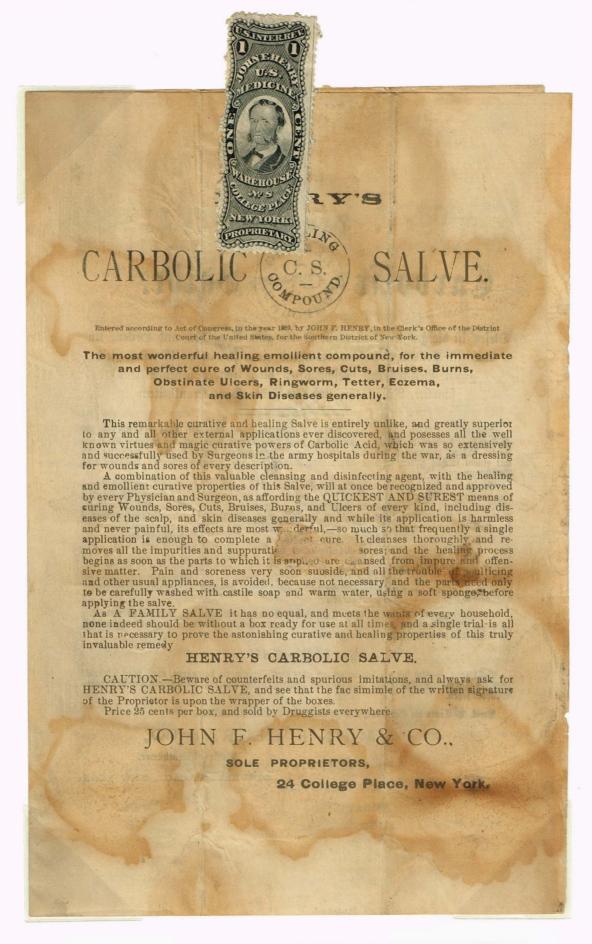
"Barme bas Pflater vor dem Auflegen." — Wenn es nicht se an der Haut ansieden solte, wie es sein muß, dann beseumt beseumt bes viele eine Sind Muslim mit Aitohol, Campher-Spiritus, Lerpentin oder Camphin, und bestreiche damit die Außenseite, dann wird sich dasselbe wieder antieben lassen. hesivas del emplaste.

MANUFACTURED AT HERRICK'S Family Medicine Depot, 67 MURRAY ST., New-York,



DOMINION BRANCH DEPOT, PERRY DAVIS & SON 380 St. Paul Street MONTREAL CANADA

a. C. the Pla



ORIGINAL WRAPPER WITH ONE CENT TAX STAMP AFFIXED

CARBOLIC ACID, OR PHENOL, WAS ONE OF THE EARLIEST ANTISEPTICS AND WAS USED EXTENSIVELY DURING THE CIVIL WAR. IT IS STILL IN USE TODAY.

CURTIS & BROWN

AFTER THEIR PARTNERSHIP IN 1865, JEREMIAH CURTIS OF NEW YORK AND JOHN I. BROWN OF BOSTON MADE AND SOLD BROWN'S VERMIFUGE COMFITS. FOR THE FIRST SIX YEARS OF THEIR ASSOCIATION THESE SUGAR COATED WORM PILLS WERE THE ONLY JOINTLY PRODUCED PREPARATION. IN 1871 THEY INTRODUCED HOUSEHOLD PANACEA AND FAMILY LINIMENT FOR 50 CENTS A BOTTLE.



MODEL OF STAMP CONSISTING OF PENCIL SKETCH OF PROPOSED DESIGN. APPROVED JUNE 13, 1865 By JOSEPH LEWIS.

UNIQUE





TRIAL COLOR PROOFS



DIE PROOF





OLD PAPER



SILK PAPER



PINK PAPER

TRADE CARD FOR VERMIFUGE COMFITS

MERCHANT'S GARGLING OIL

THE GARGLING OIL WAS INITIALLY PRODUCED IN 1833 AND BECAME FAMOUS FOR IT'S ABILITY TO HEAL SORES ON HORSES AND MULES THAT PULLED BOATS THROUGH THE ERIE CANAL. WORD OF MOUTH APPROVAL LED TO IT BEING USED AS A LINIMENT FOR "MAN OR BEAST" AND THE PRIVATE DIE STAMP SHOWED A HORSE RECEIVING AN APPLICATION OF THE OIL. THE CONTENTS INCLUDED CRUDE PETROLATUM, AMMONIA WATER, BENZENE, TINCTURE OF IODINE, SOAP, AND WATER.



TRIAL COLOR PROOF



DIE PROOF



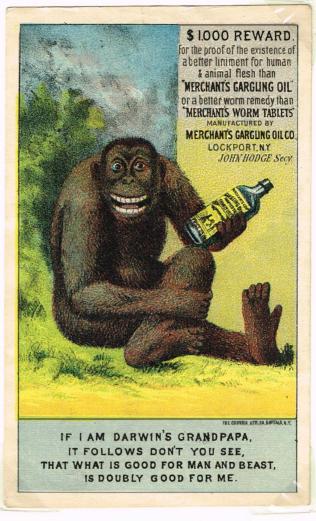
SILK PAPER



PINK PAPER
20 COPIES REPORTED



WATERMARKED PAPER



"CELEBRATED
GARGLING OIL
FOR HORSES
AND HUMAN
FLESH"



J. LIPPMAN & BROTHERS

JACOB, LEWIS, AND LAWRENCE LIPPMAN OPERATED ONE OF THE FEW PROPRIETARY MEDICINE FIRMS BELOW THE MASON-DIXON LINE AND THE ONLY ONE IN THE STATE OF GEORGIA. THEIR SOLE PRODUCT WAS LIPPMAN'S GERMAN BITTERS WHICH RETAILED FOR ONE DOLLAR A BOTTLE. HEAD-QUARTERED IN SAVANNAH, THEY MAINTAINED A BRANCH OFFICE IN NEW YORK CITY. STAMP USAGE OVER A FOUR YEAR PERIOD WOULD INDICATE ANNUAL SALES OF ABOUT 20,000 BOTTLES. THE STAMPS WERE USED BETWEEN 1870 AND 1874.



DIE ESSAY IN YELLOW-GREEN TWO EXAMPLES REPORTED



TRIAL COLOR PROOF



OLD PAPER 22 COPIES REPORTED



SILK PAPER
16 COPIES REPORTED

LEE & OSGOOD

DR. LEE OSGOOD, DEVELOPER OF DR. OSGOOD'S INDIAN CHOLAGOGUE AND CHARLES LEE, PRODUCER OF LEE'S PILLS JOINED TO MARKET THEIR PRODUCTS. LEE DIED IN 1870 AND THE FIRM UNDER THE NAME CHARLES OSGOOD AND COMPANY SURVIVED UNTIL THE TURN OF THE CENTURY.

THE STAMPS WERE USED FROM 1866 UNTIL 1880.



OLD PAPER ON LEE'S WINDHAM BILIOUS PILLS WRAPPER

S. R. VAN DUZER

SELAH VAN DUZER, A NEW YORK DRUGGIST BEGAN MAKING AND SELLING MRS. ALLEN'S HAIR RESTORER IN 1856 AS WELL AS MRS. ALLEN'S ZYLOBALSAMUM. THE FIRM CONTINUED OPERATIONS UNTIL THE 1920'S.

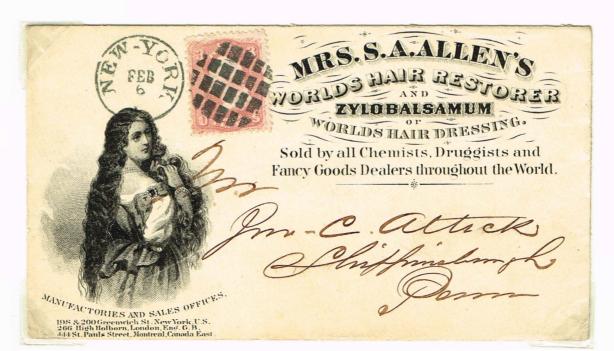


PLATE PROOF



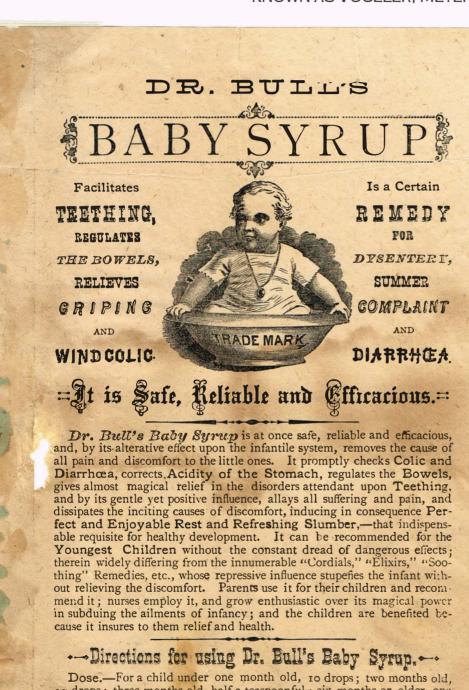
WATERMARKED PAPER

ADVERTISING ZYLOBALSAMUM



A. VOGELER & CO.

AUGUST VOGELER ESTABLISHED A DRUG BUSINESS IN BALTIMORE IN 1845 WITH HIS SON JEROME. HE SOLD A LINE OF FAMILY LINIMENTS INCLUDING DR. AUGUST KOENIG'S HAMBURGER DROPS, KOENIG'S BREAST TEA AND KOENIG'S PLASTER. ADOLPH C. MEYER WAS A TRAVELING SALESMAN FOR VOGELER AND INITIALLY WANTED TO GO INTO BUSINESS FOR HIMSELF. LACKING THE NECESSARY CAPITAL, HE FORMED A PARTNERSHIP WITH VOGELER AND SUBSEQUENTLY THE FIRM WAS KNOWN AS VOGELER, MEYER & CO.



Dose.—For a child under one month old, 10 drops; two months old, 20 drops; three months old, half a teaspoonful; six months or older, one teaspoonful three times a day. If the child is suffering with Diarrhoea, the above dose ought to be given every two hours until relieved.

Price, 25 Cents a Bottle.-For Sale by all Druggists.

A'il Genuine that has the signatures of

Noyelor Mynally & Alhon W. Bull.

Manufactured only by the Sole Proprietors,

WOGELER, MEYER & CO., Baltimore, Md. U.S.A.



WATERMARKED PAPER



SILK PAPER



PINK PAPER



WATERMARKED PAPER