

Letter and enclosure from F. D. Pierce to Alexander Graham Bell, December 13, 1876

AND INVALIDS HOTEL CONSULTATION ROOMS, AT WORLD'S DISPENSARY COR
SENECA ST. & TERRACE. WORLD'S DISPENSARY. BUFFALO, N.Y. INVALIDS
HOTEL, to be opened about June 11th.. 1877. See other Side of this Sheet. DEC. 13,
1876. PROF. A. GRAHAM BELL, BOSTON, MASS. DEAR SIR:

SINCE WRITING MY NOTE THIS MORNING, ANOTHER THOUGHT HAS
OCCURRED TO ME. COULD YOUR TELEPHONE BE MADE AVAILABLE FOR DEAL
COMMUNICATING BETWEEN GUESTS' ROOMS AND THE OFFICE, IN A HOTEL? WE
HAVE BEEN THINKING OF HAVING CREIGHTON'S PATENT ORAL ANNUNCIATOR,
WHICH, AS WE UNDERSTAND IT, IS A SYSTEM OF SPEAKING TU?ES, PLACED
IN THE INVALIDS' HOTEL, AND WE WISH TO KNOW IF THE TELEPHONE COULD
NOT BE MADE TO SERVE THE SAME PURPOSE, AND AT LESS EXPENSE. AN
IMMEDIATE REPLY WILL GREATLY OBLIGE.

YOURS TRULY, F. D. PIERCE, M. D.

*in considering cases and their proper treatment, believing that the patients will thereby
derive the greater benefit. I presume the object of every person consulting me, the
recovery of lost health, and after a very careful consideration of all the symptoms, I will
give my honest opinion, in a few words, as to what I can do, and the cost treatment, if the
case be remediable.*

Important to my Patients.

It is important that my patients should possess a of the People's medical adviser, as
the chapters ?oted to Hygiene contain very valuable information food, sleep, bathing,

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exercise, and many other subjects that concern the invalid. It is impossible for me to instruct my patients so fully on these matters in any other way as through my extensive writings on these subjects embodied in the Adviser, and as it costs but \$50, I expect that all persons who take my treatment provide themselves with the work, and that they will carefully read it, that they may be able, by correct living, to aid in effecting a cure. The articles on the Hygienic Treatment of the Sick, Water as a Remedial Agent, Hygiene of the Reproductive Organs, Clothing, Ventilation, and other topics relating to health culture, are alone worth ten times the price of the work to any invalid who will read them and practice the lessons which they teach.

Any person suffering from chronic disease, and desiring to consult me, will find in the *concluding article* my recently published work — “THE PEOPLE'S COMMON SENSE, MEDICAL ADVISER,”—complete instructions how to proceed. A full list of questions to answered, is contained therein.

NEARLY 100,000 COPIES SOLD.

The People's Common Sense Medical Adviser” appears in a revised form, having attained a sale of nearly 10000 copies within a few months of its first issue. This fact alone is a sufficient indication of its great popularity. The people find in it the information that need, and, moreover, they find it in a language is plain, concise, and the meaning is not obscured the employment of scientific terms and phrases, not only *Medicine Simplified*, as the author claim the title page, but physiology and hygiene simplified. present edition is much superior to the former, , the work having been carefully revised and considerably enlarged, containing over 900 pages, and being illustrated by 282 wood-engravings and colored plate-? tells you how to cure Catarrh, “Liver Complaint,” Dyspepsia, or Indigestion, Sick, Bilious, or other Headaches, Scrofula, Bronchial, Throat, and Lung Diseases, Diseases, peculiar to women, and most other chronic as well as acute disorders. It contains important information for the young and old, male and female, single and married, nowhere else to be found.

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MEN AND WOMEN, MARRIED AND SINGLE, tempted to ask their family physician thousands of questions on delicate topics, but are deterred from so by their modesty. This work answers just such questions so fully and plainly as to leave no one in . It is sold by agents, or sent by mail (post-paid) receipt of \$1.50. Address the Author. R.V. Pierce, ., World's Dispensary, Buffalo, N. Y.

treating Patients at a Distance.

One may suppose that I cannot obtain a sufficiently true idea of the condition of a sick person by correspondence to treat the case successfully. But a large experience in this practice proves the contrary, for some of the most remarkable cures that I have effected have been conducted through the medium of correspondence. In most long continued cases the patient has thought of his symptoms hundreds of times. The location of pain, the time at which he was most subject to it, whether acute or mild, constant or occasional, and under circumstances he was subject to it, have been fully noted. He has observed whether he had a rush of blood to the head, was feverish or chilly, whether bed with cold hands and feet, whether full of blood pale and bloodless, and he states these matters with accuracy and common-sense when writing me; for he very good, if not a professional, knowledge of the true subject and the importance of the symptoms. So regard to digestion, he states whether food distresses whether troubled with acidity or wind in the stomach, what kind of food agrees with him. Whether tongue is coated and bilious, or clean and healthy, gives other particulars too lengthy for me to reiterate, whereby I am enabled to get a perfect understanding of his case. If his history be not complete enough to enable me to get a perfect and unmistakable understanding of his case, I ask him for answers to important questions, a list of which, made out in plain language, I send him. The people are far more intelligent in these matters than physicians generally are willing to admit. I wish to call attention to another very important argument in favor of consultation by letter. Patient is often confused while being personally examined by a physician. The sufferer frequently gives incorrect or wrong answers, or finds after the physician has left that he has failed to give one-half of the important symptoms.

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This is not so in consulting a physician by letter. The patient, or an intelligent friend, carefully writes out the exact sufferings and symptoms, with no embarrassment to interfere. He looks it over after having written it, and sees if any has been omitted or incorrectly stated. In this manner I am frequently able to get a much better understanding of a case than if the patient were here in person. I subjected him to any amount of questioning cross-examination." In expressing the symptoms freely, the patient is true to nature, and entirely confidential. The suffering, timid lady and the nervous man speak just as they feel, and one great reason we have succeeded so well in intricate and delicate cases, when perhaps the family physician has utterly failed, is because the confusion and timidity of the patient prevented that *natural* statement to the foreign physician which was afterwards given to me by Many such letters are perfect photographs, as they are, of disease.

Bank tellers and cashiers, who daily handle large quantities of currency, become very expert at detecting counterfeit money, rejecting it from among the genuine chronic diseases, particularly those of the liver, blood, kidneys, bladder, prostate gland, and nervous system, is furnished by a careful microscopical examination and chemical analysis of the patient's urine. This important fact is not overlooked at the World's Dispensary, where a skillful chemist is employed to make a specialty of such examinations and report the result to the attending physician. Medical authors, professors, and physicians of all schools, admit, and even insist upon, the importance of such examinations, as furnishing the most valuable and positive evidence in diagnosing these classes of disease. Yet most practitioners sadly neglect to avail themselves of this invaluable aid. Many are indifferent to it, while others, possessing a false modesty, fear that should they practice or attach importance to such examinations, they would popularly be ranked with "Uriscopion" or "water doctors," a class of fanatical enthusiasts who claim to diagnose all forms of disease correctly by such examinations, thereby making themselves ridiculous. Invalids residing at a distance and suffering from chronic disease of the blood, kidneys, bladder, prostate gland, and nervous system, or any of those diseases peculiar to females, can readily avail themselves of the advantages consequent to such an examination by sending small vials of their urine by

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mail. This can be easily done if the vials are carefully packed in saw-dust or paper, and inclosed in a light wooden case, that may be made by boring out a small pine or other light wood stick. All charges for transportation must be prepaid. A full history of the case must accompany each package, or it will receive no attention. This saves valuable time by directing the chemical and microscopical examination into conditions indicated, and more positively determines the disease. Address all letters to R. V. Pierce, M. D., World's Dispensary, Buffalo, N. Y.

Safe and Harmless Medicines.

My remedies are all safe, efficient, and never reduce the patient. They impart vigor to the body and mind and correct each organic function.

Caution!

It may happen that the patient is taken with some acute disease shortly after commencing the use of my treatment, but which is the result of exposure or some other accident, yet many are apt to attribute it at once to my medicines. This is wrong, as they cannot produce disease under any circumstances, or cause debility. In using my medicines it may happen, yet very rarely, that the person for a few days will feel a little worse than usual. This is only because the organs so long inactive have been aroused. Let those who commence the use of my medicines *have a mind of their own*, and do so with a *determination to persevere* (not expect immediate relief in diseases of long standing) and give my medicines *a fair trial*, not allowing their minds to be influenced by events likely to occur under any circumstances, or prejudiced by those who know nothing of me or my medicines.

No Medicines Sent C. O. D.

We ask money in advance because that is the only way which would be safe for us. Applications from strangers come from all parts of the country, and is it to be supposed

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that we could trust indiscriminately? It would not be a correct business transaction for a merchant to send a barrel of sugar or a roll of cloth to a stranger hundreds of miles away to be paid for when used. Our knowledge and medicines are our stock in trade, to be paid for. Some write that they will refer us to their neighbors as to their integrity. We cannot spare the time, or employ extra help, for the purpose of making such inquiries or keeping such accounts, for the sake of trusting any one. Should we give credit there would necessarily be losses, and to compensate us for those losses and the extra help to be employed, our fees would have to be much larger, thereby bringing the burden upon the rest; instead of which our fees are light, and easily within the reach of all, that the greater number may be benefited.

All who confide their cases to us have the assurance that they will be dealt with upon rigid principles of honor. We most thoroughly consider every individual case, as it is presented to us, with all its varying symptoms, and adapt medicines specifically and especially for a speedy and certain cure. In sending money, ALWAYS REGISTER YOUR LETTERS, or inclose Post Office Order, then there will be no loss, no delay, and you will know that it has been received. Write your address plainly, giving Post Office, County, and State, also your nearest Express Office. Address, R. V. Pierce, M. D., World's Dispensary, Buffalo, N. Y.

WORLD'S DISPENSARY ESTABLISHED FOR THE CURE OF ALL CHRONIC DISEASES PARTICULARLY THOSE OF A DELICATE OBSCURE, COMPLICATED, OR OBSTINATE CHARACTER, ALSO, FOR THE SKILLFUL PERFORMANCE OF SURGICAL OPERATIONS, and as a depot for Dr. Pierce's Family Medicines, is the largest establishment of its kind in the world. It is organized with a full Staff of Physicians and Surgeons, each devoting his whole time and attention to some particular branch of practice, by which the greater skill is attained. The treatment of all forms of

SURGICAL DISEASES AND DEFORMITIES who is frequently called upon to perform the various operations incident to an extensive practice in the field of operative surgery. Hence, very many physicians send such cases as they do not wish to undertake to

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me, and in the aggregate it amounts to a very large surgical practice. In the surgical department of this institution, as in the medical, I do not arrogate to myself all credit for the success which has attended our practice, for I have the assistance and counsel of several skilled surgeons, among whom are graduates of the medical department of several of the most famous European universities, men who have had large experience in both military and civil practice.

Amputations and excisions of diseased joints and bones are performed whenever required; but by new and improved modes of treatment we are frequently enabled to cure our patients without recourse to those capital operations in cases where many surgeons would resort to them. Such patients as suffer from diseases requiring for their successful treatment our personal attention will be provided, on the most favorable terms, with comfortable apartments and board while remaining here under our treatment.

Those from a distance, desiring to consult us personally, should, on arriving in the city, come directly to the Dispensary, where they will receive every attention.

INVALIDS' HOTEL.

The elegant building illustrated on the other side of this sheet is being rapidly completed, and will be ready for the reception of invalids early in June, 1877. Such is the success attending our original system of determining the nature of chronic diseases without seeing the patient, that it is only in very rare and complicated cases, or those of a surgical character, that we require a personal examination of those consulting us. But as our practice annually embraces the treatment of thousands of cases of surgical diseases and deformities, as well as of large numbers of the most complicated and inveterate forms of chronic affections, which have resisted the treatment of other physicians and surgeons, we have, therefore, at all times, a large number of patients coming from a distance and desiring to remain in the city while under our treatment. To provide a suitable home for these patients, I am erecting the Invalids' Hotel, or Hospital Department of the World's

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Dispensary. It will combine the comforts of the first modern hotels, with the advantages of the best sanitary institutions in the United States. With the many remedial facilities which the Hotel will afford, we can insure relief in many cases which we now refuse to treat, or fail to cure, because the patient cannot be placed under the proper influences.

SURGICAL CASES.

The Hotel will supply a want which we have long felt in our surgical practice. This department of our practice is already very large, and as a result of our success it is rapidly increasing. Among the operations which we are called upon most frequently to perform, are those for Cross-eyes, Everted and Inverted Lids, Cataract (a disease of the crystalline lens, ultimately causing blindness). Obstruction of the Tear Duct, Nasal Polypus, Harelip, Tumors, Fistula in Ano, Piles, Hydrocele (dropsy of the scrotum), Varicocele, Ovarian and Uterine Tumors, etc., etc.

THE CORRECTION OF DEFORMITIES is another important branch of our practice. Wry Neck, Spinal Curvature, Stiffened Joints, Bow-legs, Knock-knee, and Club-feet, are among the common deformities which come under our treatment. We employ the latest and most approved mechanical appliances, and these, aided by our peculiar methods of general treatment, have accomplished the most satisfactory results. The invalids' Hotel will be more complete in its appointments than any similar institution in the United States. The site is located in one of the most healthful and desirable portions of our city, and commands a fine view of Lake Erie and Niagara River and all the surrounding country, besides being situated in the midst of our system of parks, thus affording the patients abundant opportunities for recreation. The Hotel will be furnished with a New York Safety Passenger Elevator, to convey the patients to and from the different floors, will be provided with all kinds of approved baths, and will also have connected with it a well-appointed gymnasium, to afford proper means of exercise. The founder intends to make the Invalids' Hotel a genuine *home for the sick*, and will therefore surround his patients with all that can invigorate the body and cheer the mind. Until the Invalids' Hotel is completed, our patients

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who come here to receive our personal attention, will be as comfortably provided for as is possible, in hotels, boarding-houses, and private families.

Address, R. V. Pierce, M. D., World's Dispensary, Buffalo, N. Y.

PROFITABLE EMPLOYMENT. AGENTS WANTED TO SELL The People's Common Sense Medical Adviser IT IS THE CHEAPEST BOOK EVER PUBLISHED.

Thousands buy it AT SIGHT who could not be induced to purchase the high-priced books treating of Domestic Medicine. Unlike other books sold through agents. THIS WORK IS THOROUGHLY ADVERTISED THROUGHOUT NORTH AMERICA. This fact, together with the large size, elegant appearance, and many new features of the book, causes it to sell more rapidly than any other work ever published in this country. Those of my agents who have had experience in selling books, say that in all their previous they never met with such success or made