By the late 1890s, the Hisey Family of Toledo, Ohio, had popularized the use of Alvatunder, their proprietary local anesthetic mixture. According to the manual titled The Newer Remedies, Alvatunder was compounded from "1 gm. of cocaine hydrochloride, 3 drops of liquefied phenol, 3 drops decolorized tincture of iodine, 10 grammes glycerin and water sufficient to make 100 gms." Eventually mass-producing their bottles of Alvatunder from St. Louis (above), the Hiseys advertised in a manner that convinced New York dentist S. J. Bartlett to exaggerate that Alvatunder had "no poisonous effects of cocaine, no sloughing of gums, no swelling of jaw, no danger from injection . . . any amount can be used."

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