A lifelong resident of Indiana County, Pennsylvania, Howard E. Ruffner (1866–1916) forsook western Pennsylvania just long enough to earn his D.D.S. degree in 1890 from the Philadelphia Dental College. Aware of the hazards posed by hypoxic administration of nitrous oxide, Dr. Ruffner switched his S. S. White brand of anesthesia machines in each “dental parlor” for ones manufactured by Teter of Cleveland. Blanketing Pennsylvania with colorful 2-cent postage postcards (above), Dr. Ruffner advertised that his dental patients were “taking nitrous oxide and oxygen.” The aggressive marketing of his dental skills and of his safer anesthetics paid off handsomely for the dentist, grossing him over $120,000 monthly in today’s dollars. Sadly, Dr. Ruffner died at 50 years of age, leaving his widow Jennie to sell off all of his dental office furnishings and Teter anesthesia machines. (Copyright © the American Society of Anesthesiologists, Inc. This image also appears in the Anesthesiology Reflections online collection available at www.anesthesiology.org.)

George S. Bause, M.D., M.P.H., Honorary Curator, ASA’s Wood Library-Museum of Anesthesiology, Park Ridge, Illinois, and Clinical Associate Professor, Case Western Reserve University, Cleveland, Ohio. UJYC@aol.com.