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Dr. Manly Hardy's Bitters: Three Generations of Patent Medicine Makers

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Courtesy of Samuel E. Fuller, Jr.



Bottles in which Dr. Manly Hardy's patent medicines were sold. Front row, left to right: two bottles of Hardy's Cholera Preventative sold by Wm. G. Hardy; middle, M. & W. G. Hardy Hot Drops; and two bottles on left, Hardy's Liniment (sold by E. A. Buck). Second row, left to right: two 7 3/8 in. Dr. Manly Hardy's Bitters (Bangor); and on the right, two 6 1/4 in. Dr. Manly Hardy's Bitters (Bangor). The four bottles in the third row are all 7 3/8 in. Dr. Manly Hardy's Bitters (Bangor). The three bottles in last row are 7 3/8 in. are Dr. Manly Hardy's Bitters (two Bangor, one Boston). All bottles have pontils with the exception of the two Hardy's Liniments and the Boston Hardy's Bitters. Sam Fuller and Bill Krohn collections.

Dr. Manly Hardy (1778-1849): Three Generations of Maine Patent Medicine Makers

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Dr. Manly Hardy's Genuine Jaundice Bitters bottles are prized by bottle collectors throughout the U.S.A. If one searches the bottle collecting literature, or the web, accurate information about the variants of Hardy bitters bottles can be found (e.g., Ring and Ham 1998). However, the information about the people responsible for inventing, making, and distributing these medicines is often speculative (e.g., the web site "Bottle Pickers"). It is the author's hope that this document helps to correct this situation by providing facts about the Hardy family members associated with Hardy's bitters and other patent medicines.

The Hardys that settled the lower section of Maine's Penobscot River Valley emigrated from southern New Hampshire during the early 1800s. The Hardys that moved to Maine may have been related to Dr. Samuel Hardy (1804-1879), founder of a patent medicine company in Cornish Flat, New Hampshire. (Although the author was not able to define the exact relationship). Dr. Samuel Hardy started his patented medicine business in 1836 (Childs 1911: 88), decades after Dr. Manly Hardy had first made jaundice bitters (see below). For more information about Dr. Samuel Hardy, and his long-lived company, see Child (1911: 88-89), Ring and Ham (1998: 263 & 265), the web (i.e., "Dr. Samuel Hardy, History of New Hampshire Bitters"), and Illustrations [1] and [2].

With the above as an introduction, now let's dig into the basic facts, and sources, about the key characters associated with Dr. Manly Hardy's Genuine Jaundice Bitters:

¹ – I became interested in the Hardys while researching my 2005 book: *Manly Hardy (1832-1910): The Life and Writing of a Maine Fur-buyer, Hunter, and Naturalist*.

Dr. Manly Hardy (1778-1849) [Illustrations 3-10, 14, 18, & 19]

Dr. Hardy was born around 1778 in New Sweden, New Hampshire. He studied under two doctors in Rowley, Massachusetts to earn his medical certification, Drs. Amos Spofford and Moses D. Spofford (Anonymous. 1890; another source gives different doctors, but because I believe this citation to have come primarily from E. A. Buck, Dr. Manly Hardy's grandson, I cite it here). When 27 years old (i.e., 1805), Dr. Hardy moved to Bucksport, Maine (Anonymous. 1886; Anonymous. 1889), and served as Bucksport's town clerk for 8 years (Anonymous 1886). In addition to being a doctor and town clerk, he was an accomplished musician, sportsman, Justice of The Peace (JOTP), and a maker/seller of jaundice bitters. Dr. Manly Hardy moved to Bangor in 1843 when he was 65 years old. (Anonymous 1886). He lived on Washington Street and had an office on Exchange Street. (*Bangor Directory*). Dr. Hardy's residency in Bangor lasted only 6 years as he died in 1849 at age 71. (Dr. Manly Hardy's year of death has also been given as 1850; again, I deferred to his grandson).

A newspaper article printed in March 1889 noted that the formula for Dr. Hardy's Bitters was "composed only of roots, barks, and herbs. After his death it was preserved to his children and now for over seventy-five years has been a favorite family medicine." While this quote indicates that Dr. Hardy's Bitters started in 1814 [i.e., $1889 - 75 = 1814$], four Hardy's Bitters advertisements in Bangor newspapers published between 1848 and 1853 suggest that the initial year of production was 1800 (range: 1797-1803). Thus, it appears that Dr. Manly Hardy first made his jaundice bitters while in his mid-twenties, shortly before he moved north to Maine.

Johnathan T. Hardy (1803-1864) [Illustrations 11 & 12]

Johnathan Titcomb Hardy was Dr. Manly Hardy's nephew. He also moved from southern New Hampshire to Maine, and in 1833 lived in Castine, Maine. Two years later, Johnathan and his young family moved to Brewer, where they spent the rest of his life (Krohn 2005). Jonathan was a fur trader and dealer in canoes, canoe paddles, snowshoes, and the like. As a young man, Jonathan

collected thistle seeds for his uncle, Dr. Manly Hardy, to use in his bitters. By so doing, the young Jonathan earned the nickname of “Thistle Ranger.” Jonathan married Emmeline Freeman Wheeler of Hampden; their only child was Manly Hardy (Krohn 2005).

Manly Hardy (1832-1910) [Illustration 13]

Manly Hardy was named for his great-uncle, Dr. Manly Hardy. Manly took over his father’s fur trade business and became quite well off, investing in stocks and bonds. According to Manly’s daughter, Fannie Hardy Eckstorm (FHE) – a Maine historian:

Doctor Hardy was the best, perhaps the only physician in that vicinity [Bucksport] and was well known. As a side issue he originated a household remedy for cure of jaundice. A letter of his dated August 31, 1835 to J. T.H. [Johnathan T. Hardy, his nephew] in Brewer, says he is sending a box containing 8 dozen of his Betters, with Show Bills, retailing at \$2 a dozen, or 25 cts a single paper, and “not under.”

Many years after his death some druggist got his prescription and advertised widely “Dr. Manly Hardy, a genuine jaundice bitters,” to the annoyance of my father who often received orders for them. It was a family joke. (FHE Papers, Special Collections, University of Maine).

Rufus K. Hardy (1808 - ?) [Illustrations 6 & 7]

Rufus K. Hardy was the second child of Dr. Manly Hardy. Dr. Hardy and his wife, Mary Sherburn Hardy (1778-1853), had 6 children – four boys and two girls (Anonymous. 1889-1890). From 1839 through 1848, Rufus was in the lumber business in Bangor and Castine, handling over \$ 500,000 in business during some years (Poor 1858; also see the *Bangor Directory*, 1843 & 1846). In 1848, Rufus K. and his brother, William G. (see below), owned R. K. & W. G. Druggists on Exchange Street in Bangor. In 1851, R. K. & W. G. Hardy druggists and patent medicine makers moved to 3 Harlow Street. By 1855, William was running his own apothecary and Rufus was an accountant and book keeper, a position he held

until at least 1859-60 (*Bangor Directories*, 1848-1860). At some time after 1860, Rufus moved to Burlington, Illinois where he died at his son's home (Anonymous 1890).

William G. Hardy (1812-1872) [Illustrations 7, 14, & 15]

William G. Hardy was the third child of Dr. Manly Hardy. William was a Bangor druggist for many years, being listed in the 1851 *Bangor Directory* as having an apothecary on 3 East Market Street in Bangor. According to an advertisement in *The Daily Mercury* of 17 September 1853, Wm. G. Hardy was the proprietor for Dr. Manly Hardy's bitters. His store, according to a series of advertisements in Bangor newspapers, was at No. 3 Harlow's Block from at least 1852 to 1854. At some time after 1855, William moved to Boston where he died in 1872 (Anonymous. 1890). According to the *Boston Business Directories* for the period 1855-1873, William owned and operated an apothecary for the entire time he resided in Boston. Assuming Hardy moved to Boston in 1855-56, and was the source of Dr. Manly Hardy bitters (likely because he had an apothecary, the Boston version Dr. Manly Hardy's Bitters was likely produced for 16 years, 1856-1872.

While running his drug store in Bangor at No. 3 Harlow's Block, William sold more than medicines. Consider an advertisement that he ran in the *Bangor Daily Whig & Courier* on 9 February 1853:

WOLVES AND FOXES

REJOICE again that I have just received a new stock of the rare old Poison, which so beautifully and instantaneously hand over to the shades. Be sure there is none half so certain and so speedy in it's effects.

Wm. G. Hardy was apparently selling strychnine, a poison that Jonathan T. Hardy sold to woodsman in the 1840-50s to kill foxes and wolves (Krohn, 2005, see endnotes 42 & 43, p. 226).

Edward A. Buck (1843-1908) [Illustrations 16, 17, 18, & 19]

Edward A. Buck of Bangor, Maine was best known in his day as an avid Atlantic

Salmon angler and a maker of fine leather moccasins. He also was the grandson of Dr. Manly Hardy, being the second child of Dr. Manly Hardy's daughter, Sarah. As adults, Buck and his wife owned Dr. Manly Hardy's court records. (In the 1880s, JOTP judged minor criminal cases as well as performed marriages) (Anonymous 1890).

E. A. Buck & Co, Edward's boot/moccasin manufacturing company, was started in 1871. In the 1880s, the company was located at various addresses on Bangor's Exchange Street. In the company's heyday, it made moccasins under Federal contract; these moccasins were for Native Americans living on reservations in the West. (Anonymous. 1908). In the mid-1890s, this company had a gross annual income of \$40,000 (Buck 1895). At this time, Buck's company was one of four boot and shoe manufacturers in Bangor. The reason for so many boot/moccasin makers in Bangor, a relatively small city, was simple – tannin. Tannin, which is a liquid that comes from hemlock trees, was the key to tanning raw hide. Maine's forests had an abundant supply of hemlock trees from which the bark could be stripped and the tannin extracted. During this period, there were more than two dozen tanneries scattered across Maine processing the hides of cows, deer, elk, moose, and even buffalo (brought into Maine via railroads).

Edward A. Buck, as the official agent for Dr. Hardy's products, made and sold Hardy's Liniment and Hardy's Cholera Preventive in addition to Hardy's Jaundice Bitters. The earliest Bangor newspapers located that show E. A. Buck as the official agent of Hardy medicines dates to 1884. Note that this is around the time William G. Hardy moved to Boston (i.e., 1855-56). The oldest E. A. Buck document I have seen that mentions Dr. Manly Hardy's medicines is dated 1887 (Illustration 18]; the most recent Dr. Manly Hardy's advertising piece known to the author is from 1892 (Illustration 8].

In 1904, E. A. Buck & Co. was having trouble paying their bills. In December 1907, Edward A. Buck and his company were put into receivership. Isaiah K. Stetson, whose office was located at 180 Exchange Street in Bangor, had the tasks of liquating assets and settling all outstanding bills. The selling of assets was done by the spring of 1908 and most creditors settled for 25 cents on the dollar. (Stetson Family Papers, Special Collections, Fogler Library, University of Maine). Going through bankruptcy was stressful on Buck, and his health started to fail in 1907.

In the early morning hours of a cold, February night in 1908, Edward E. Buck died in his home at 299 State Street, Bangor (Anonymous 1908).

E. A. Buck & Co. was reformed after Edward's death. (probably by his son, Joseph). How long this boot and shoe company remained in business is uncertain. However, advertisements placed in a number of sporting periodicals published in 1917 (i.e., *Forest and Stream*, *Hunter-Trapper-Trader*, and *Outing*) show that E. A. Buck & Co. operated for at least 9 more years – yielding a minimum total operating life of 46 years.

The Hardys, and E. A. Buck after William Hardy's death, manufactured a wide range of products in the circa 117 years they were in business. According to extensive research into early Bangor newspaper advertisements, Samuel E. Fuller found mention of the following products: Jaundice Bitters, Cholera Preventative, Liniments, Hot Drops, German Pain Killer, Ox and Horse Liniment, Great American Remedy (for coughs, colds, and consumption), Medicated Hair Oil, Vegetable Cathartic Pills, All-Healing Salve, and Improved Anodyne Liniment and Liquid Opedeldoc.

Acknowledgments. – My sincere thanks to Sam Fuller for sharing his research into the patent medicines made by Dr. Manly Hardy, his sons, and grandson. Sam also provided a useful review of an earlier draft of this manuscript; any remaining errors are the author's. Jeff Knapp deserves recognition for providing the Dr. Manly Hardy advertising sticker. I would appreciate hearing from anyone who has documentation that would correct, clarify, or expand on the preceding information. Some of the sources covered by this report differ in dates and other details, and thus the author does not consider this research the final word. Please feel free to contact me at: wkrohn@maine.edu

References

Anonymous. 1886. A history of Bucksport, Maine. *Bangor Historical Magazine*, Bangor, Maine, Vol. 1, No. 7, p. 105. (January).

Anonymous. 1889. To All And For All, *Up-River News* (Bangor, Maine), 6 March, p. 5. (includes a portrait woodcut of Dr. Manly Hardy). (This article gives 1850 as Dr. Hardy's year of death, as does Anonymous [1886]. However, I chose instead to use 1849 as Hardy's year of death based on Anonymous [1889-1890]; see below).

Anonymous. 1890. Doctor Manly Hardy, of Bucksport. *The Bangor Historical Magazine*, Bangor, Maine, Vol. 5. Pp. 178-179. (July 1889-June 1890). (E. A. Buck, a subscriber and contributor to the *Bangor Historical Magazine*, was probably the primary information source for this article. The magazine's editor, Joseph W. Porter, was the author, although he did not attribute himself as such).

Anonymous. 1908. Deaths in Bangor – Demise of E. A. Buck, moccasin manufacturer. *Bangor Daily Commerce* (Bangor, Maine), February 24, p. 5.

Buck, E. A. 1895. Letter to the U.S. Congress dealing with tariffs on imported leather. Can be found on the web in U.S. Congressional Series, Set on Tariff Hearings.

Child, W. H. 1911 [reprinted 1975]. *History of the Town of Cornish, New Hampshire with Genealogical Record, 1763-1910*. The Rumford Press, Concord, New Hampshire. (includes a portrait woodcut of Dr. Samuel Hardy).

Krohn, W. B. 2005. *Manly Hardy (1832-1910): The Life and Writing of a Maine Fur- buyer, Hunter, and Naturalist*. Maine Folklife Center, Northeast Folklore vol. 38, University of Maine, Orono. 343 pp.

Poor, A. 1858. The Historical and Genealogical Researches and Recorder of Passing Events of Merrimack Valley, 1 (2): 125-127 (January). (This publication contains errors so double check all information before citing with independent sources).

Ring, C., and W. C. Ham. 1998. *Bitters Bottles*. Privately published (2nd ed.), 617 pp. (H 34 through H 36, page 264, documents the four varieties of Dr. Manly Hardy's Jaundice Bitters Bottles).

Summary for The Production of Dr. Manly Hardy's Bitters by Individual Family Members – Subject to Revision¹

Bangor Version

Dr. Manly Hardy & William G. Hardy	~1843-1849
Dr. Manly Hardy ² & Rufus K. Hardy	~1843-1847
Rufus K. Hardy	1847-1851
Rufus K. Hardy & William G. Hardy	1849-1854

Boston Version

Wm. G. Hardy ³	~1856-1872
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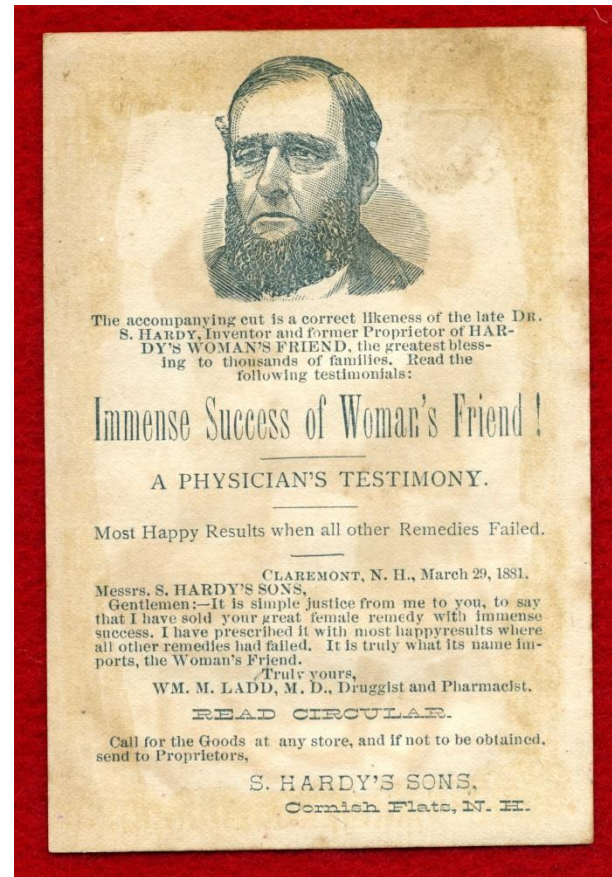
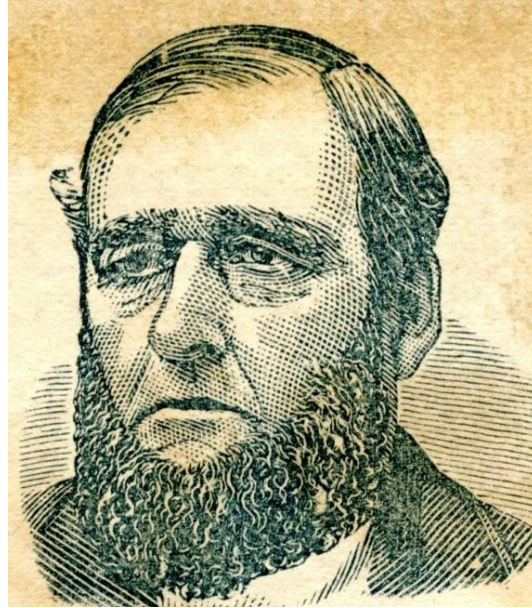
Post-Hardys (Bangor, Maine)

Harmon J. Stevens & Edward A. Buck	1880-1896
Edward A. Buck	1884-1908

¹ – Based mostly on advertisements found in Bangor, Maine newspapers by Samuel E. Fuller , Jr., supplemented with newspaper advertisements and letterheads located by the author.

² – According to advertisements published in Bangor (Maine) newspaper advertisements, Dr. Manly Hardy started making jaundice bitters around 1800 (range: 1797-1803).

³ – I was unable to find direct evidence that Wm. G. Hardy made and sold his father's jaundice bitters while living in Boston. However, the mold used to make the bottle for the Boston version of Dr. Manly Hardy's bitters, and the earlier Bangor bottles, appears to have been made from the same mold (except for some wording differences, and a pontil on the Bangor bottle). More importantly, however, the *Boston Business Directories* for the period show that William's business while residing in Boston was operating an apothecary.



[1] Front (left) and back (right) of a Dr. Samuel Hardy trade card. Dr. Samuel Hardy (1804-1879) was born in the State of New York and lived most of his life in New Hampshire. Dr. Manly Hardy (1778-1849) was born in southern New Hampshire, and started making jaundice bitters decades before Dr. Samuel Hardy. (Bill Krohn Collection).

Bow Lake May 1st 1873

Mr D. S. Woodman

Dr of P. C. Hardy

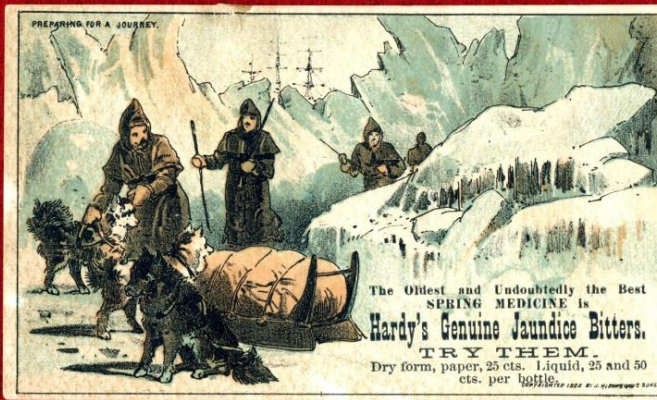
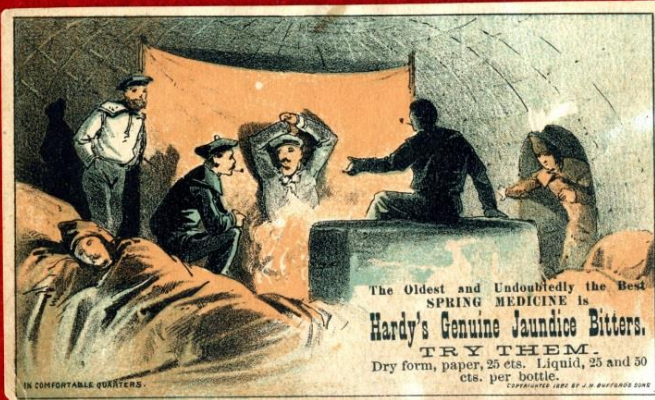
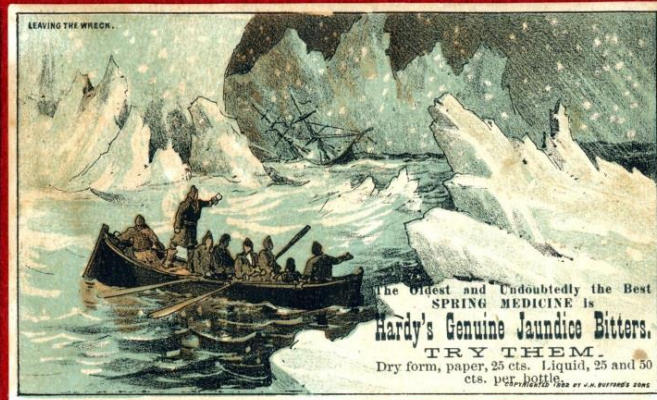
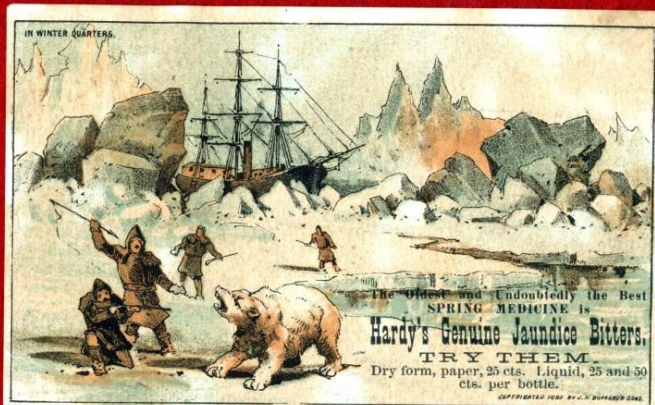
1/4 Do Hardy's Bitters	4-	5 00
1/2 " " Anodyne	"	2 00
4 " Blueing	50	2 00
1 Box Ink		1 00
1 Do Court Plasters		50
5/12 " Corn Plasters	175	72
1 " Castor Oil		1 00
1/2 " Tincture Arnica	175	87
1/2 " Jamaica Ginger	250	1 25
1/2 " Perfume Chroma	450	2 25
1 " Pencils		50
1 " Whiffles		40
1 Gross Steel Pens		75
		18 24

David P. C. Hardy

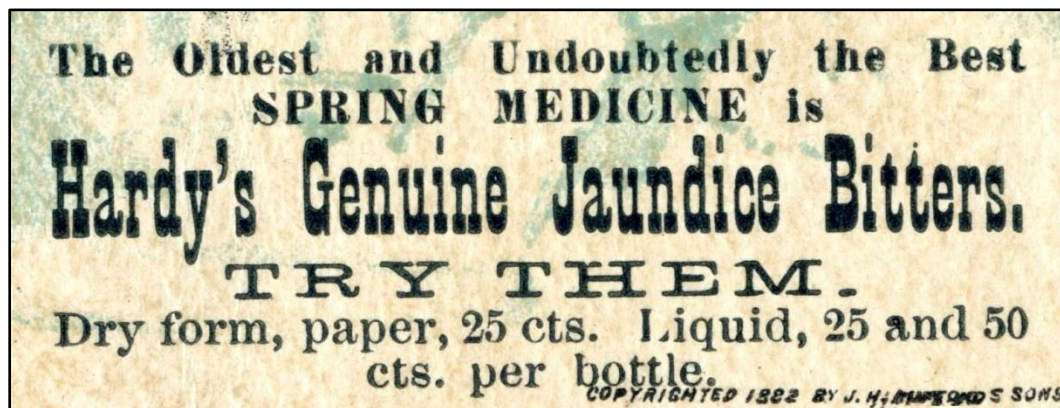
[2] An 1873 invoice from P. C. Hardy that included Dr. [Samuel] Hardy Bitters addressed to D. D. Woodman in Bow Lake, New Hampshire. In 1869, 10 years before Samuel Hardy dies, his two sons – Philemon and Charles – took over the business. In 1902, the company was known as Phil. C. Hardy & Co. (Bill Krohn Collection).



[3] Portrait of Dr. Manly Hardy (1778-1849) of Maine. This woodcut was published in the *Up-River News* during 1889, four decades after Dr. Hardy's death. After Dr. Manly Hardy died, two of his sons (William Gray [1812-1872] and Rufus King [1808-?]) continued to make and sell Dr. Manly Hardy's Genuine Jaundice Bitters. After William's death, Dr. Manly Hardy's grandson – Edward A. Buck (1843-1908) – made Hardy patent medicines until his death. (Courtesy Special Collections, Fogler Library, University of Maine, Orono).



[4] A set of trade cards advertising Dr. Hardy's Jaundice Bitters. These cards were found in a house attic in Brewer, Maine, and were copyrighted in 1882. In addition to Hardy bitters being sold in a dry form, it was also sold in small and large bottles. (Bill Krohn Collection).





[5] The above label (partial) was used to package Dr. Manly Hardy's dry bitters. According to the four trade cards on the previous page, in the 1880s Hardy's dry bitters sold for 25 cents, as did the small bottle of the liquid form. (Courtesy of Special Collections, Fogler Library, University of Maine, Orono).

**Dr. Manly Hardy's
JAUNDICE BITTERS.**

SPRING has again opened upon us, and with it a busy season, which requires our fullest energies, both of body and mind, to meet. How unfortunate for us poor mortals, that it is a season, too, which ushers upon us disease and death, while the busy scenes of life fill all minds, and while nature is putting on her loveliest attire. In the front of the front rank of all spring diseases, stands that yellow-eyed, yellow-faced, unblenching demon, JAUNDICE. What countless victims has he slain, and how eager for more victims.— We meet him in our streets at almost every step, and his cold and enervating touch is felt more or less heavily by us all. Where, then shall we look for the friend which shall guard us from this dreadful scourge?

**At Hardy's Drug Store,
Exchange-Street,—Bangor,**

may you find that friend, and at a cost which shall impoverish no man. Yes, for a mere trifle you shall there find a certain and speedy cure for JAUNDICE and all BILIOUS troubles, in Dr. MANLY HARDY'S

JAUNDICE BITTERS.

which, for forty-five years, have been quietly but surely working out for themselves a reputation far above all others; standing now upon an eminence too lofty to be scathed by the voice of envy or detraction. Indeed they never fail to cure; and the subscriber here pledges himself to refund all money paid him for Bitters, if they do not effect a cure, when taken according to his directions. Do not forget that a hundred different kinds of Jaundice Bitters are before the public, the virtues of which the subscriber will not speak, even that which he does know of, and will therefore only say he *does know* that almost every person, at this season, needs to take HARDY'S BITTERS, and taking them, needs no others. They may be found not only at the subscribers, but at most Drug Stores in Maine.

R. K. HARDY, Druggist, Exchange-st.
Bangor, April 24, 1848.

[6] An advertisement for Dr. Manly Hardy's Jaundice Bitters published in the *Bangor Daily Mercury* on 17 June 1848. Rufus K. Hardy, who operated a drug store on Exchange Street in Bangor, was one of Dr. Manly Hardy's son. (Courtesy of the Bangor Public Library).

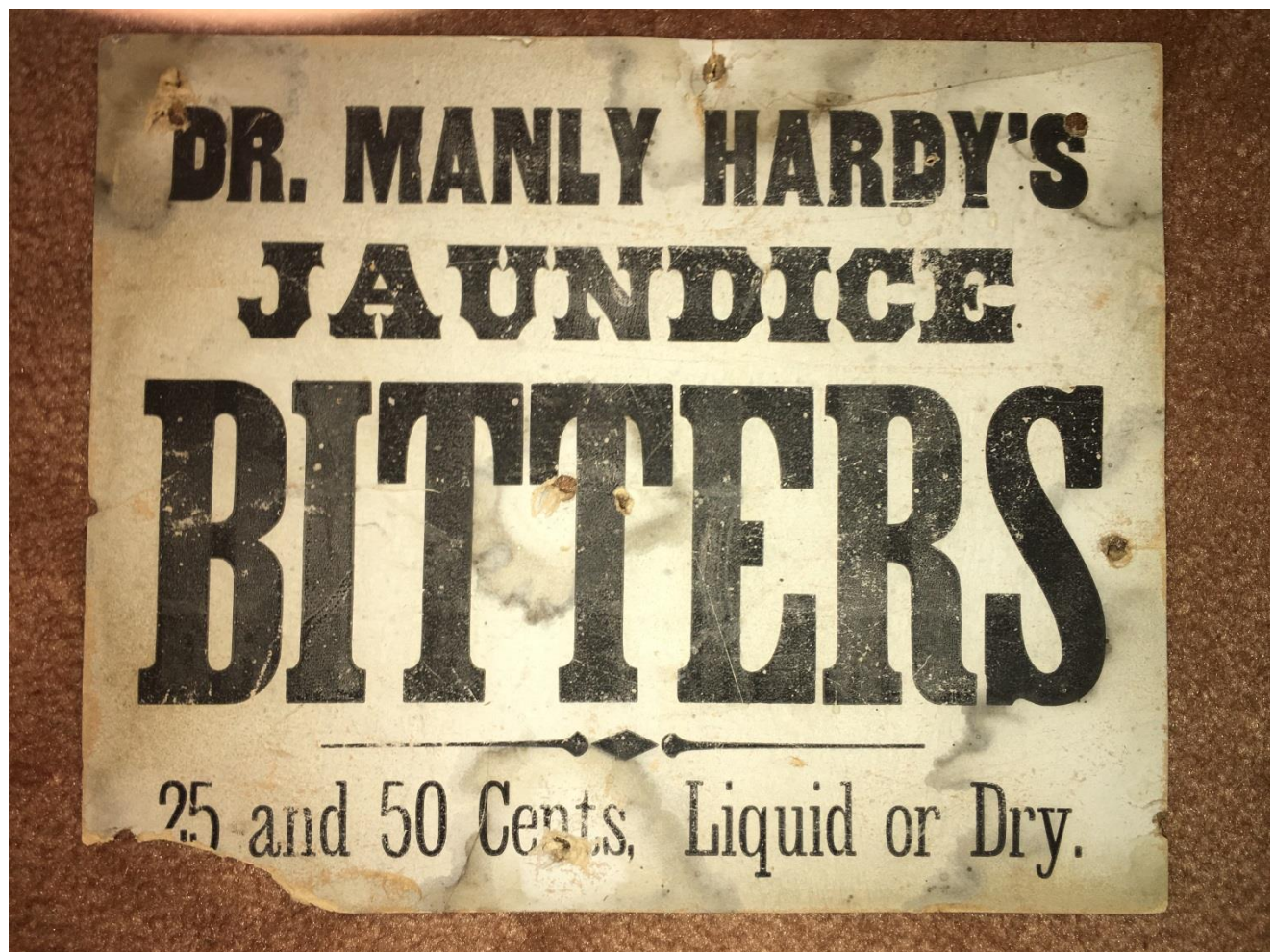
For sea-faring men and travelers, they are an invaluable companion and should never be forgotten as such. There are hundreds of different kinds of Jaundice Bitters which have proved of no value whatever, therefore remember that none are genuine except such as have upon the labels the written signature of "M. & W. G. HARDY, R. K. & W. G. HARDY or R. K. HARDY."

Prepared and sold by R. K. HARDY, at his Drug Store, Exchange street, Bangor, Me. Sold also by all the Druggists in the State of Maine.

[7] The bottom portion of an advertisement entitled "Dr. Manly Hardy's Jaundice Bitters." This advertisement was published in the *Bangor Daily Mercury* on 19 March 1849, approximately eight months before Dr. Hardy's death. Note that at this time Dr. Manly Hardy and his two sons, Rufus K. and William G., were all selling the Hardy's Bitters. (Courtesy of the Bangor Public Library).



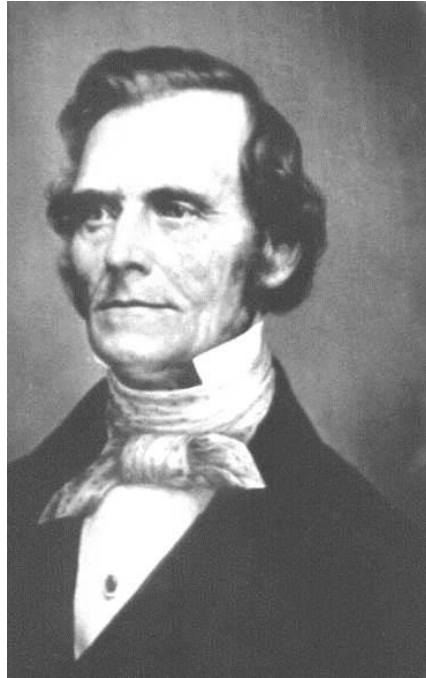
[8] A sticker (1 5/8 in. in diameter) found pasted in the guest register for the Exchange Hotel in Farmington, Maine. This advertising piece was on the page that covered the hotel's guests for period of April 20-27, 1892. The Sticker was most likely made by H. J. Stevens and E. A. Buck. (Bill Krohn Collection).



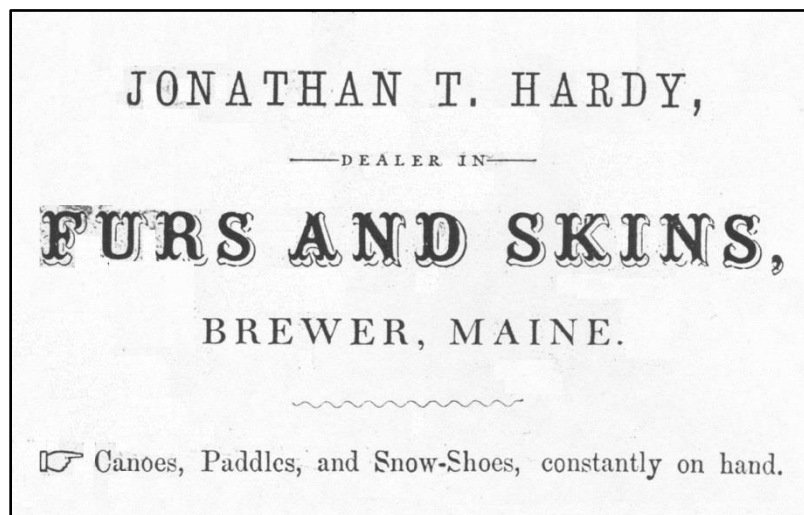
[9] A very rare Dr. Manly Hardy's Jaundice Bitters broadside. This cardboard sign measures 11 X 8 7/8 inches. This broadside obviously saw considerable service in the Maine outdoors. (Bill Krohn Collection).



[10] An early, ringed-collar, Dr. Manly Hardy Jaundice Bitters bottle from Bangor, Maine (top; has pontil) and a latter bottle from Boston, Massachusetts (no pontil, bottom). Both bottles measure 7 3/8 inches from top to bottom. The earlier bottle can be found with various collars in a tall (7 3/8 in.) and a short (6 1/4 in) form; the short bottle is very rare. (Bill Krohn Collection).



[11] Photograph of a portrait painting of Johnathan Titcomb Hardy (1803-1864), Dr. Manly Hardy's nephew. As a teenager, Johnathan harvested thistle seeds for his uncle's jaundice bitters, earning him the nickname of "Thistle Ranger." (Courtesy of Colby College).



[12] Jonathan T. Hardy's business card. In addition to trading in raw furs, he sold a variety of items made by Native Americans. Like his uncle Dr. Manly Hardy, Johnathan moved to Maine from New Hampshire in the early 1800s. (Courtesy of Special Collections, University of Maine, Orono).

PRICE LIST
OF
MANLY HARDY,
DEALER IN AND SHIPPER OF
RAW FURS AND SKINS.

DEAR SIR:—

BREWSTER, MR., NOV. 11, 1889.

Below please find prices I now pay for prime Maine and Canada Furs. I shall rise or fall from these prices as the season advances if the market changes.

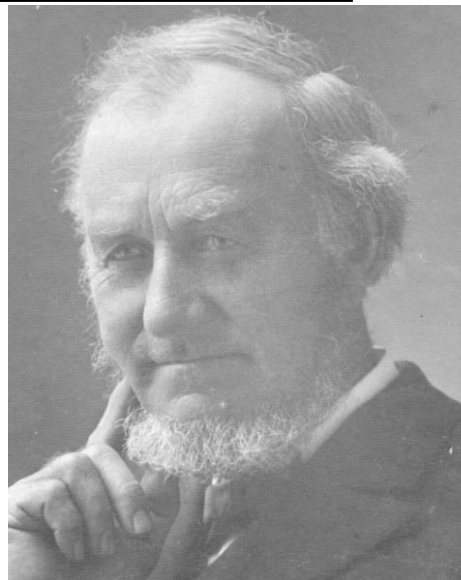
OTTER, extra large.....	\$11.00 to \$12.00	SKUNK, cased, black.....	\$.50 to \$ 1.20
“ large, dark.....	8.00 to 10.00	“ “ half stripe.....	.50 to .70
“ small to medium.....	5.00 to 7.00	“ “ narrow stripe.....	.25 to .35
“ curly.....	3.00 to 5.00	“ “ wide stripe.....	.10 to .15
RED FOX, Nova Scotia and Canada East	1.75 to 2.00	FISHER, fine, extra dark.....	8.00 to 10.00
“ Maine and N. B., best, large.	1.50 to 1.75	“ medium color.....	6.00 to 8.00
“ small and pale.....	1.00 to 1.25	“ pale.....	4.00 to 5.00
CROSS FOX.....	3.00 to 5.00	BEAR, best Winter.....	20.00 to 25.00
SILVER GRAY FOX.....	20.00 to 60.00	“ medium size.....	10.00 to 15.00
MUSKRAT, late Oct. and Nov.....	.16 to .18	“ small size.....	3.00 to 8.00
“ late Sept. early Oct.....	.14	“ Fall, as for size and quality...	2.00 to 12.00
“ early caught.....	.12	BEAVER, prime Winter and Spring, p'ce	2.00 to 8.00
“ small Kitts .02. Large Kitts .04 to .08		“ clean, dry, by pound.....	3.50 to 4.00
LYNX, large.....	4.00 to 5.00	“ Fall, by piece.....	1.00 to 5.00
“ medium.....	2.00 to 2.50	“ “ by pound, clean and dry	1.50 to 2.50
“ kitts.....	1.00 to 1.50	WILD CAT.....	.25 to .50
RACCOON, largest, dark.....	.75 to 1.00	HOUSE CAT, black.....	.15 to .25
“ small to medium.....	.25 to .50	“ “ common.....	.08
MARTEN OR SABLE, large.....	1.20	“ “ kitts.....	.05
“ “ medium.....	.80		

Unprime Skins in the usual proportion.

While prospects for Beaver, Muskrat, Fox, Skunk and Raccoon seem fair, the demand for Otter, Lynx, Bear and Mink is not as good as last spring. The quotations I give on Mink are not as high as those of some commission dealers, but fully as high as I judge can be paid on a fair cull. I consider them an unsafe article unless the home demand improves. Bear fell at recent sale 20 per cent. While really good still bring fair prices, those not really good must be bought carefully, and it is of no use to buy or send very poor skins as they will not pay freight. Please notice in buying Fisher that the largest skins never bring the highest prices; the medium sized, fine, extra dark are the ones most prized. Also only Otter which are really extra large and nice will bring the outside figures. Skins should never be stuffed with straw or with anything else, but stretched on boards. No skins should be sent in until dry.

I see little prospect of a rise in any kind unless there is some home demand for some articles. In that case I shall rise with the market and will notify those who have been dealing with me if any change occurs.

Very truly yours,
MANLY HARDY.



[13] Manly Hardy was the son of Jonathan T. Hardy. Manly Hardy was named for his great-uncle Dr. Manly Hardy, and like his father, was a successful fur trader.(top). The photograph on the lower left was taken in 1889 when Manly was 57 years old; photograph on the lower right is from 1906 when Manly was 74. (Courtesy of Special Collections, Fogler Library, University of Maine, Orono).



[14] This 12-sided bottle is 3-inches tall with a label that reads: "Hot Drops or No. 6./ *Prepared By*/ M. & W. G. HARDY, BANGOR, ME." The bottle dates between 1843 (yr. Dr. Manly Hardy moved to Bangor) and 1849 (yr. Dr. Hardy died). (Bill Krohn Collection).




[15] This 12-sided bottle is 4 ¼ inches tall. The sides read: Wm. G. HARDY'S/ CHOLERA/ PREVENTATIVE/ BANGOR/ MAINE. The bottle dates to circa 1843-1855 (the year the Hardys moved to Bangor, and the year just before William moved to Boston) . (Bill Krohn Collection).

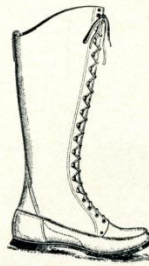
WRITE FOR CATALOGUE.

**BUCK'S EMBROIDERED OTTER TRIMMED
ELK SLIPPERS**

MEN'S \$2.25 LADIES' \$2.00
MISSES \$1.50
CHILDREN'S \$1.25
INFANTS \$1.00



E. A. BUCK & CO. BANGOR
— MAINE —



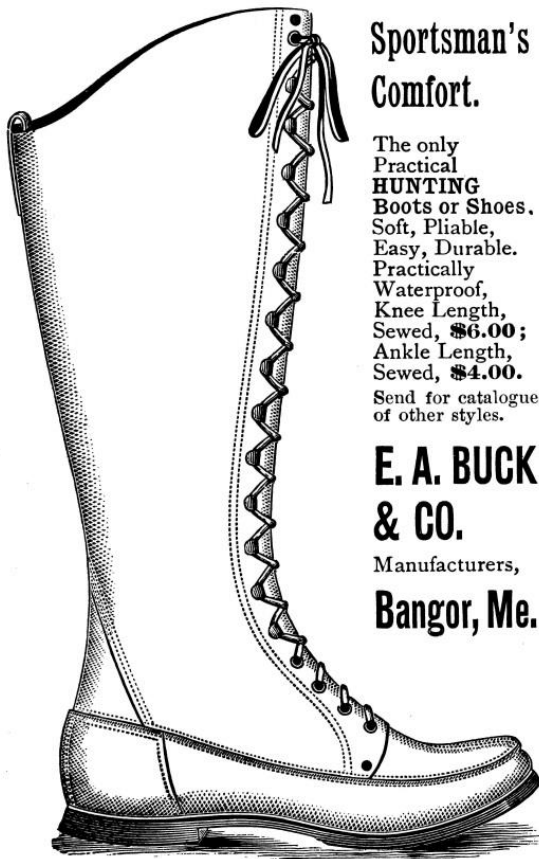
The Best Hunting Boot in the World
is acknowledged to be the CELEBRATED

Sportsman's Boot

— Made by —

E. A. Buck & Co., Bangor, Me.

Made from waterproof Japonica leather—soft, durable and desirable. Send for catalogue of these and many other styles.



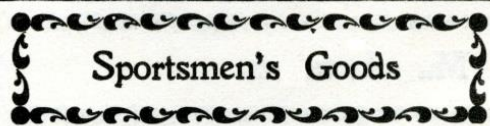
Sportsman's Comfort.

The only
Practical
HUNTING
Boots or Shoes.
Soft, Pliable,
Easy, Durable.
Practically
Waterproof,
Knee Length,
Sewed, **\$6.00**;
Ankle Length,
Sewed, **\$4.00**.

Send for catalogue
of other styles.

**E. A. BUCK
& CO.**

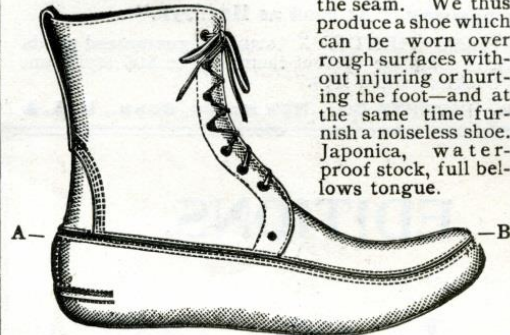
Manufacturers,
Bangor, Me.



Sportsmen's Goods

STILL - HUNTING SHOE.

This shoe has a **double bottom**—two thicknesses, the outer one coming up to A—B—, but not included in the seam. We thus produce a shoe which can be worn over rough surfaces without injuring or hurting the foot—and at the same time furnish a noiseless shoe. Japonica, waterproof stock, full bellows tongue.



Above style, **\$3.50**; Knee Length, **\$5.00**. Send for descriptive catalogue of these and other kinds.

E. A. BUCK & CO., Bangor, Maine.

The following is an extract from a letter, among many, which tells what people think of them:

"DEER LODGE, TAHAWUS, Essex County, N. Y.
"Gentlemen:— * * * The above style of footwear I introduced here in my Sporting Club 'The Tahawus Club,' and it has become very popular. * * * I have worn mine constantly for the past two months and am pleased to say I never owned so perfect a boot for this rough and woody country. For use in the light skirts of this section they are unequalled.

"Yours truly, E. HOLLOWAY COB.
"Sept. 24, 1900."

[16] Edward A. Buck, Dr. Manly Hardy's grandson, was better known for his boots and moccasins than as an agent for Dr. Manly Hardy's bitters and liniments. Buck advertised in a variety of national and statewide outlets, a few of which are shown above. (lower left, 1898 *Guide To North-Eastern Maine*; upper left, 1906 *In The Maine Woods*; lower right, 1903 *Forest and Stream*; and upper right, 1899 *Bangor & Vicinity Illustrated*). (Bill Krohn Collection).



[17] This round bottle is 4 ½ inches tall with sides that read: HARDY'S LINIMENT/ E. A. BUCK PROP./ BANGOR ME. This bottle date to circa 1884-1908, the years Edward E. Buck was making and selling Dr. Hardy's patent medicines. (Bill Krohn Collection).

OFFICE OF
E. A. BUCK,
AGENT FOR
DR. MANLY HARDY'S
GENUINE JAUNDICE BITTERS,
HARDY'S LINIMENT,
CHOLERA PREVENTIVE, ETC.,
NO. 46 EXCHANGE STREET.

Bangor, Nov 19 1887

Mr. N. Shaw,
Dear Sir;

Your favor of
17th with \$20.00 rec'd for which
I am obliged to you.

Business is
slack, collection slow and
I am hard up - still I will
be as easy as possible with
you

Yours Truly
E. A. Buck

OFFICE OF
E. A. BUCK,
AGENT FOR
DR. MANLY HARDY'S
GENUINE JAUNDICE BITTERS,
HARDY'S LINIMENT,
CHOLERA PREVENTIVE, ETC.,
NO. 46 EXCHANGE STREET.

[18] An 1887 letter signed by E. A. Buck showing that after Dr. Manly Hardy's two sons stopped being involved in making and selling patent medicines, Buck became the family's official agent for Dr. Manly Hardy products. (Bill Krohn Collection).

TERMS.....

Bangor, Me., Dec 18 1888

Wm. J. Meyman & Son

Bought of H. J. STEVENS & E. A. BUCK,
Gen'l Agents Dr. Manly Hardy's Genuine Jaundice Bitters

CHOLERA PREVENTIVE, LINIMENT AND BALM GILEAD OIL, ESSENCES, EXTRACTS, PLASTERS, &c.

01	Dr. Hardy's Small Bitters	2.00	
01	" " " "	1.50	3.50

Left at C. Hayward & Co. 11/18/88

OK

[19] An 1888 invoice showing that E. A. Buck and H. J. Stevens were the "General Agents" for Dr. Manly Hardy's Bitters. Harmon J Stevens, according to U. S. Census records, was a "fancy goods dealer" and "drugs salesman." From the mid- to late-1870s, Stevens sold stoves, tin ware, and patent medicines out of a store on Hammond Street in Bangor, Maine. (Bill Krohn Collection).