

thinking thereby to gain an advantage over their *confreres* and superiors. We sometimes find them exhibiting a miniature set of teeth for a charm, or a set of forceps on their shirt-front, or a gold-filled tooth for a setting on a ring, or at the entrance to their rooms the cranial remains of someone who has passed to the majority, containing a set of artificial teeth, or a card in the papers almost as large as the man's mind, under which may often be seen the good news to those who may be unfortunate enough to read it, somewhat after this manner: To all parties calling at my office, from ——— railway station, and having \$—— of work done, I will pay return fare, or \$10 sets of teeth for \$5, etc., etc.

A moderate card in our daily or weekly papers will be seen, and if we are worthy of the confidence and patronage of the public we will have our fair share of work.

Attention or inattention to little things makes the difference between success and failure. We cannot afford to overlook our duties to our patients. It is necessary that we make a study of our personal presence and surroundings on those who come within our reach, doing all in our power to make things pleasant for those who wait on us, such as a strict observance of cleanliness, which is akin to godliness, as to our clothing, hands and our instruments, etc.

A dingy, dirty office, the effluvia of unclean spittoons, or an untidy appearance, is certainly very offensive; but if there is anything more offensive to a patient than another it is unclean hands and a foul breath, which is often the result of the use of claret, tobacco, etc., neither of which should be used by the ideal dentist. It is necessary, too, that we provide an attractive reception room, comfortable and airy, allowing nothing there which would remind one of being in a dental room.

The operating-room and laboratory should be well appointed, too, and provided with everything necessary for the best work, having a place for everything and everything in its place, thus holding ourselves at all times prepared to give our patients the kind of treatment they need. In order to do this we must read and keep posted in all the latest discoveries, and, so far as possible, furnish ourselves with the latest and best improvements.

A high sense of right should guarantee faithfulness in the performance of all operations. We should encourage dental education in the community, disseminating correct views of the power of dental science and art. We should talk familiarly with our patients, giving a civil and intelligent answer to their questions (even though they may sometimes be ridiculous), instructing them in general principles, and bringing them to realize the need of a skilful dentist possessing a knowledge of science and art. Only quacks refuse to answer a fair question with a view to giving instruction, and thus try to play on the ignorance of their patients. Nor is our duty done