

Correspondence

FROM A DRUMMER.

To the Editor of DOMINION DENTAL JOURNAL :

SIR,—My business as a traveller takes me over the entire Dominion, more especially in Ontario and Quebec, and though it might be to my interest if every hundredth man was a purchaser of dental goods, I feel it due to give you my experience. There can be too many dentists, as too much of any good thing.

All over the country I hear of and see the congested condition of every profession, and what is worse, I have observed during the past few years a poorer class entering the professions. I mean a class of men who look upon medicine, law and dentistry as short-cuts to money-making, and I have learned that with scarce an exception these acknowledged that they were deceived as to the prospects of a good living, and feel that they made a mistake. But once a man has spent the time and money to get his license, he is bound to get the cost of it back just as soon as possible. He looks around, and he sees that the quacks and the cheap advertisers are by no means the worst in underhand methods of getting business. My own experience is that the very worst are the hypocrites, who are sly enough to hold their tongues, and be very modest and humble-looking, and who do and get done for them meaner things among the churches, societies, etc., than the sensational advertiser can be accused of. When I was down in Ottawa, I had proof given me there of the mean way in which a non-resident lady endeavored to bring to the notice of the Governor-General and his wife the existence of one of her proteges as a dentist, and it was a repetition of what she had done with their predecessors. I think the open, sensational advertiser far more honorable than these sneaks.

I have been on the road half my life-time, and I see these changes with regret. There was little or none of this thing in the past. In fact, my opinion is that your profession has become unprofessional, and I attribute it just as much, if not more, to the "sly-boots" on the one hand, who use all sorts of social dodges to boom themselves, and to many who keep away from the meetings, more than to the quack. These things undoubtedly occur because dentistry is overcrowded. I know it is just the same in other professions. That does not alter the facts, and no