

Correspondence.

A BUSINESS EDUCATION.

To the Editor of DOMINION DENTAL JOURNAL:

SIR,—I was much interested in Dr. Gardner's article on a business education for dentists, and though I am perhaps personally interested as a Yankee dental drummer, I hope I may be permitted to give a bit of advice to our good friends in Canada, not meaning, however, to imply that it is not applicable as well to our friends in the United States. My experience, extending now over twenty years of the Canadian trade, has convinced me that so far as practical and scientific training and life are concerned, Canadian dentists, as a rule, hold their own end up with quite equal credit with our American dentists. I have seen all classes of operative and prosthetic work performed in Canada equal in every particular to that made in the States; but I have been amazed at the lowness of the fees for such work in comparison, and at the extension of credit given to the patients. I remember when the Canadian dentists got double the average fees, when the cost of living and practice was almost one-half what it is to day. The progressive dentist who keeps up with the times, has now to spend three and four times more money for dental goods than he had reason to lay out twenty years ago. The manufacturers not only have increased their temptations, but we have added much to facilitate work, and even the old school have got to school again, unlearn much they thought unfallible, and fall into line with the march of manufacturing—or fall out. This has probably compelled many who have feeble business ideas to go more into debt, and while the manufacturers are, I think, a pretty obliging lot, and do not, like one of your Canadian firms, add six per cent. interest to all accounts three months old, they expect to get their money. With one or two exceptions—one a notorious trickster who makes a business of swindling when he occasionally makes a business of dentistry—I have found the Canadian dentists scrupulously honest. But many of them are awful bad financiers. In fact, many of them do not seem to know the first principles of successful business management. They not only do not attend properly to their books and accounts, but they overlook the fact that by this neglect they injure their credit, and expose themselves to vexation and worry that might easily be avoided. I need not amplify to show the evils that accrue from this neglect or ignorance, but my