

new responsibilities, requiring new alignments and changed methods. Abreast of this, has come an evolution in commercial life, to meet what we suppose to be the conditions, and to retain for us the advantages, that we now consider are ours. The question you ask, "What are the Young Man's Chances," in view of these facts, is one of present interest.

My answer must be given from an humble vantage ground, and my reply has reference to the average young man, not the child of auspicious fortunes, nor the youth of many disadvantages. The issue, it seems to me, depends upon whether or not changed conditions in a large measure restrict opportunity. My belief is that the opportunities for entering railway service, under favorable circumstances, are not so frequent as in former years.

This is because of the system and organization that have been constantly going on, giving to railway employment a semi-professional tone, and requiring, so far as may be, trained minds, and also because of the introduction, wherever it has been practicable, of civil service rules. The result has, naturally and not artificially, brought to the front a class of men, to whom, all other influences being equal, preferment will be given in engaging their services at the start, and in promoting their advancement after being employed.

In support of this view, the free encouragement of certain institutions, where the theory of railroad work is being taught, or at least some branches of the work, would seem to confirm the statement. Having once entered railway employ, however, the chances for success are as favorable as ever, though perhaps along different lines. The primary qualifications: loyalty, fidelity, industry, and proper ambition, are as truly requisites as ever, yet other things must supplement these more than heretofore.

The restrictions of wasteful competition and the introduction of "The Community of Interests Policy" probably mean the retirement of the tonnage man and the advancement of the man who works for legitimate revenue. In this new line of work will be found the student of railroad ethics, who will be the sagacious diplomat of railway life. Geography and climate, as specifically pertaining to his road, foreign competition, and foreign market prices, as well as the local environment of his company, must be the considerations for him, officially, so that he may conserve investors' interests in satisfactory earnings by having fully active, the various industries and avocations that produce them.

"Smart railroading" is being discarded. Cunning, crafty methods are being supplanted by a broader general policy on commercial lines, and each year sees

the idea more nearly in control, consequently my opinion is, that the young men now in railroad life, have better chances for achieving great eminence and well merited reputations along more modern lines than ever before. On the other hand, I feel equally confident of the added difficulty of securing a favorable start in the railway world.

The business evolution in mercantile and commercial life, may substitute for partnerships and individual ownership, corporate control, thereby eliminating



W. B. BARR.

the chances, largely, for purely personal success. Railway men being employees of corporations, and looking for advancement under the rules that govern their respective companies, the change that has invaded other lines of occupation will not affect their interests in a similar way, for the reason that the reward of their efforts has not, except in rare cases, assumed the form of ownership or control of the properties, whose interests they served.

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**GEORGE W. SCHWARTZ, M. D., D. D. S.**  
Dentist.

What are the young man's chances in dentistry? We may not all agree as to the definition of a successful dentist. In my judgment, he is one capable of doing his work well; counted among the best citizens of his community; a man who collects his bills, pays his debts, and saves part of his income each year.

The object of this article will be to give the readers of THE CONSERVATIVE some understanding as to the constancy of purpose and continuity of effort required to become a successful dentist. No doubt the same is true of any other profession.

To begin with, the young man must be a vigorous specimen of manhood,

having a well-balanced mind, possessing some mental development, as a consequence of the three R's. He enters a dental college to spend three years in the study of dentistry, before he can obtain his diploma. State laws are now so rigid it is almost impossible to practice without first obtaining a dental degree. When he is through college, and by the time he has his office furnished and fitted with instruments, in a moderate way, he has invested nearly three thousand dollars. He is now ready to put up his sign with Dr. before or D. D. S., after his name, and begin what the profession knows as the "starvation period," which may last from a few months to a few years, owing to his ability to make acquaintances and inspire confidence.

For a young dentist to make his own way, unaided, is harder, and tests his metal more, than to start with and be recommended by his preceptor, or become associated with an established dentist, who has made a success in dentistry. To be a success in the dental profession is a battle with brains from the start.

Primarily, he must have mechanical ability. He will find his daily duties such as the filling of teeth, making of crowns and bridges, the adjustment of artificial teeth, fitting regulating appliances to the natural teeth, etc., to be the scientific application of mechanical principles. The science of the treatment of teeth by the application of medicine is the least mechanical and most scientific branch of dentistry, required of the general practicing dentist, but a branch well represented as regards the number of patients.

For any dentist to be successful, whether young or old, he must have a sympathetic nature and an artistic temperament; by cultivating these characteristics, his power to please is increased; much of his success will be due to this potent charm. To the young man endowed with the qualifications as stated above, the chances are better than ever.

People are better educated on the care of their teeth than they have been since dentistry was first practiced; consequently there is a greater demand for the service of dentists; then, again, dentistry has made much progress, in that teeth are better cared for by the dentist of later years, than they were fifteen or twenty years ago; this increases the young man's chances.

To the young man who has the fibre in him, willing to submit to the drudgery all successful men have had to submit to, in the early years of their practice, success will come. But to the idler, the adventurer or the craven-hearted, who are willing to change at the first misfortune, I say, dentistry is not for them, and quote from John Trotwood Moore, and I hardly think he is a pessimist:

"There's little in life but labor;  
And tomorrow may find that a dream;  
Success is the bride of endeavor,  
And luck but a meteor's gleam."

Chicago, July 25, 1901.