

# The American Spirit in Dentistry

The Spirit of Modern Business

Chapter IV.

What qualities enable American business men to succeed?

They have clear sight and cool calculation. They have courage and the spirit of adventure. They are prepared to try all sorts of experiments. They take chances.

They have the gift of leadership. They know how to organize. They bring together many people for a common aim and object.

They know how to get into close touch with their fellow men.

Their outlook is wide. They think of the requirements of men and women of all classes. They aspire to reach out with their goods and services to all mankind.

This is the spirit in which modern business is conducted. In old days business men were timid and shortsighted. They were petty shopkeepers.

I saw long ago that dentistry as a business was still a petty business.

It seemed to me that we ought to organize it after the fashion of modern business.

Let us learn practical wisdom from our business men, and idealism from the common people.

My motto is: Sound Business and Ideal Service. Under the "E. R. Parker System"—for first-class work in dentistry, most moderate prices are charged.



**Painless Parker Dentist**

State and Commercial Streets.



E. R. PARKER  
(Painless Parker)

## HEADRICK SEES PARISIAN LIFE

Former Member of Company M Tells of Beauties of French Capital

The attempt on the life of Premier Clemenceau, the excitement of Paris, the beauty and the romantic history which shrouds Versailles, the Rue de Rivoli and other famous spots of the French capital, are told in a letter received by Mrs. Jennie Woolery, 344 South Twenty-fifth street, from her son, Earl Headrick. Mr. Headrick is with company C, 107 Field Signal battalion and is stationed at Rengsdorf, Germany, in the army of occupation. He enlisted in Company M, when it was called out in March, 1917 but was later transferred out of the organization.

Following are excerpts from the letter:

"I just came back from Paris a few days ago where I had a wonderful time. I really enjoyed life for four days and was sorry when I had to leave. We went to Paris from Nancy the next morning after I wrote you and had a first class compartment all the way. Arrived in Paris about 5:30 p. m. and after having our passes stamped we made our way to the nearest restaurant and had a wonderful big supper. After that we saw the sights and went to an English musical comedy at the Folies Bergere called "Zig-Zag." It was a dandy show and I enjoyed it as much as any I ever saw in America.

"The next morning we got up early and started out to see the sights. We went out to the famous Louvre art museum and saw some wonderful art by old masters of five and six centuries ago.

"We all went round Versailles and saw the old castles and the palace. That was the best part of the entire trip. Next day we went out and saw Eiffel tower and Notre Dame church. Had dinner at the Palais des Glaces and it was certainly some meal. After dinner we had a promenade on the Rue de Rivoli, a very wonderful street and also walked along the Champs des Elysees.

"We went to a big dance given by the Red Cross in the evening; it was a wonderful affair. In a gorgeous big hall that had mirrors and lights all over the walls and ceiling. The

## Hood's Sarsaparilla

The Spring Medicine Purifies the Blood, Creates Appetite and Makes the Weak Strong

music was grand. We danced until 10:30 and then went to another theatre.

"Next day an attempt was made to assassinate Premier Clemenceau by a fool anarchist by the name of Cottin. I later saw the car with the bullet holes in it and the place where the shooting had been done. Paris was wild over it and there were threats of breaking the pail to get Cottin and put him in the guillotine (the execution machine).

"Did a little shopping and bought something to eat on the trip back. Had supper at the soldiers and sailors club, took a last look at the bright lights, got in a shiny subway and went to the station. Had a lot more trouble getting our tickets but finally got on the train which was very crowded. Stood up as far as Chateau Thierry, then got seats and finished the trip in comfort. Went through Toul, Nancy, and then across Lorraine to Metz. Followed the beautiful Moselle river through pretty villages and mountain gorges all the way to Coblenz.

"Arrived in Coblenz before dark so went to a Y. M. C. A. show and saw "Baby Mine" before starting out here to Rengsdorf."

### FOR BRONCHITIS

A Coal Miner Thinks There is No Remedy Like Vinol.

Bellefonte, Ill.—"I am a coal miner. I doctor for months for a chronic case of bronchitis with a terrible cough, sore chest, throat and lungs, so I could not work. I could get no relief until I tried Vinol. It stopped my cough and built up my strength and I feel better in every way."—Andrew J. Gray.

It is the healing, tissue building properties of fresh cod livers aided by the strengthening blood building elements of tonic iron contained in Vinol which makes it so successful in overcoming chronic coughs, colds, and bronchitis. Emil A. Schaefer and druggists everywhere.

P. S.—Stop scratching, our Saxol salve stops itching. We guarantee it.

## BOY SCOUTS TO SECURE MONEY

Saturday, April 5, Is Set as Date for Sale of Tags Throughout City

Under the direction of the finance committee of the local council, Boy Scouts of America, a number of the memberships of the Salem troops will canvass the city within the coming week in the interests of raising the budget of \$3000 to finance the movement in this city for the coming year.

The Scouts will make a tag sale drive on Saturday, April 5, selling each tag at not less than \$1, in an attempt to raise at least half of the budget, following that with a house to house canvass during the following week until the amount is raised. This money will go toward the establishing of a local headquarters in this city and the total amount will be spent in the city for the benefit of Salem boys. Among the items which this budget covers is the establishing of a summer camp at Waldo lake for the boys of this city and the outfitting of a rifle and drum corps. A headquarters will be established and a Scout executive employed to give his time to the administration of the work.

The Boy Scouts were only outdistanced by the Red Cross in making a larger service to their country for the winning of the war than did any other organization on this side of France, and it is easily understood that a movement that gives so freely and generously of its time and energy should be supported when the call comes to aid the youth of the nation.

The finance committee of the council, consisting of M. L. Meyers, Hal D. Patton, and Dr. H. H. Olinger, has undertaken the raising of one-half the budget, while the boys will raise the other half. It is believed that everyone in the city will be willing to help this movement; while many will be glad to give \$50, all are being asked to give at least \$1.

Wife (during the spat)—I wasn't anxious to marry you. I refused you six times.

Hub—Yes, and then my luck gave out.—Boston Transcript.



**GALE & CO.**

**BEST QUALITY SILK POPLIN**

36 inches wide, now \$1.00 per yard.

Colors: Navy, White, Black, Old Rose, Taupe, Pearl Grey, Copenhagen, Plum, Pigeon, Tan, etc. \$100 per yard.

"OUR PRICES ALWAYS THE LOWEST"

**GALE & CO.**

Phone 1072

Commercial and Court Streets, formerly Chicago Store

### ROLL OF HONOR

In response to The Statesman's published appeal to parents of soldiers and sailors who lost their lives in the service to notify the paper of such casualties the honor roll is gradually growing. An accurate list of these names and information concerning them will be invaluable and information concerning gold service stars in both Marion and Polk counties should be sent in as soon as possible.

The following are the names of those from Polk and Marion counties who have made the supreme sacrifice: It includes killed in action, as well as those died of wounds, accident or disease while in the service.

Army—Vern E. Ballinger, William M. Catton, Edward Gittens, Wayne C. Jackson, Benjamin McClelland, Alfred Derzaleau, Ray Mark, Paul Rich, Leslie Toozs, Chester M. Wilcox, Curtis W. Willson, Chester A. Simmon, Aubrey Jones, Smith Ballard, Wilhelm E. Ahlgren, Milton A. Kooreman, Thomas D. Cooper, Milton Foreman, Benjamin F. Hill, John C. Braden, Stanley F. Thompson, Monte Christopherson, Orley P. Chase, James Gardner, Charles M. Woolke, Elton C. Blake, Otis Hayes, Newman D. Dennis, Roy Johnson, C. L. Ballard, Garrie R. Dwire, Robert V. O'Neill, Charles Russ, Thomas Townsend, Burt B. Whitehead, Ernest J. Schneider, Elmer Bressler, Everett S. Norton, Eugene Dale Johnson, Leon L. Clark, Martin Harless, John H. Otte, Geo. S. Reardon, Dr. W. C. Kantner, Lieutenants Dr. Cropp (S. A. T. C.), Harlan Hoffmann (S. A. T. C.), Fred Ehlen, Oscar Zimmerman, Glen Little, William M. Read, Olin Jones, Basil Kirsch, Marines—Charles Auer, Emery Bartlett, Ernest Eckerlein, Navy—Kenneth C. Crossan, Joseph Martin, Clarence S. Minker, John H. Neiger, Ernest Bennett, Nurses—Ora E. Cavit.

(The above gold star honor roll for Marion and Polk counties now

**CASTORIA**  
For Infants and Children  
In Use For Over 30 Years

Always bears the Signature of *Chas. H. Hitchcock*

OVER THIRTY-SIX MILLIONS.

The total of appropriations voted by the recent session of the Washington legislature is \$36,031,349. This was the 16th biennial session of that state's body of law makers.

THE YEAR'S ABSOLUTE SENSATION

**TARZAN OF THE APES**

Ye LIBERTY

NOW 2:15-7:15  
4:15-9:15

ORCHESTRA MUSIC

**New**

SHOW TODAY

EDITH ROBERTS

and BILLY MASON

in "A TASTE OF LIFE"

Comedy—Weekly

ALL NEW

**BLIGH THEATRE**

President Wilson to Get This Hun Helmet, Brought to Aid the Victory Loan



This is one of the thousands of German helmets, gathered up by our doughboys during the last days of the war, which are to aid the Victory Loan campaign. Every purchaser of a \$10,000 bond will receive one. This photograph shows Miss Blanche Lynch, a treasury department employe, wearing a helmet which has been reserved for President Wilson.

# OPENING ANNOUNCEMENT

Old East of us, New to the Valley. A House of Reputation and Stability. In Salem to stay.

## MEN'S SUITS

Made by the American Art Custom Tailors—People who know how to make good clothes. In Grey Mixtures, Browns and Blues. \$17.50 to \$22.50

## SALEM SAMPLE STORE

The C. J. Breier Company

Operates a chain of stores in Oregon, Idaho and Washington. We are going to give you the combined efforts and co-operation of one of the strongest buying powers in the West. Will give you the best merchandise that money can buy at the lowest possible price. Knowing where and how to buy enables us to secure merchandise at rock bottom prices, which enables you to do better here for less.

WE OPEN SATURDAY, APRIL 5—A. M.

We have come to Salem for mutual interest and build up with the community.

## MEN'S HATS

A big showing for dress or every-day wear. In all the wanted colors and shapes. Priced to you at our every-day low prices. \$1.75, \$2.45, \$2.85 to \$3.45

## Shoes Shoes

Shoe manufacturers claim there will not be any reduction in the price of shoes, but the Sample Store stands for lower prices on shoes and will give the public the benefit of its calculation.

### LADIES' DRESS SHOES

Brown Kid or Gun Metal Vamps with cloth top to match. Louis or Military heel, imitation perforated wing tip, lace. You be the judge of its value. Priced at \$4.98

### LADIES' WHITE KID SHOES

Lace, Plains, Painted Toe, Louis Heel, Goodyear Welt, \$5.85

### LADIES' BLACK KID SHOES

Lace, Military Heel, Goodyear Welt, P. J. Horney make. All sizes A to C. \$5.50

### Ladies' White Reignskin Shoes

Louis Covered Heel, lace, plain pointed toe \$3.95

### MEN'S OUTING WORK SHOES

Black with rubber sole. Make an easy every day shoe at a price of, a pair \$1.98

### MEN'S BROWN ENGLISH SHOES

Goodyear Welts, in various grades, \$5.50, \$6.00 and \$6.50

### Men's Tan Army Last Work Shoes

\$4.65 to \$6.00

### MEN'S WORK SHOES

Blucher or outing style. In Black, Browns and Smoke Horse. These are specially priced for our opening \$2.85

### U. S. ARMY REJECTED

Shoes, full stock, double sole and made to wear. Plain or cap toe, \$5.85

### MEN'S BLACK DRESS SHOES

Gun Metal, Lace or Button \$3.45, \$3.85, \$4.85 to \$6.50

### BOYS' DRESS BLUCHER SHOES

Gun Metal \$2.85, \$2.95

### SUIT CASES

Matting, Imitation and Leather, \$2.25, \$3.00 to \$12.50

### TRAVELING BAGS

Traveling Bags—Brown or Black, \$5.00, \$12.50

### INFANT'S SOFT SOLE SHOES

Patent, Kids and Various Two-Tone Styles, 50c

### LADIES' BLK COTTON HOSE

All Sizes, a pair 15c

### MEN'S OUTING SHOES \$1.98

### LADIES' KID JULIETS

Flexible Sole, Rubber Heel \$1.65, \$1.89 to \$2.25

### WOMEN'S COMFORT SHOES

Plain toe, rubber heel, lace, cushion insole, \$1.90 to \$2.60

### MEN'S WORK SHIRTS

Blue, Khaki and Gray 85c

### MEN'S COTTON UNIONS

Eern., Medium Weight \$1.19

### MEN'S ATHLETIC UNIONS

No sleeves, knee length, 75c, 85c, \$1.00

### MEN'S BLACK COTTON

Half Hose, 2 pair for 25c

### Men's Khaki Flannel Shirts \$1.85

Men's White, Red or Blue Handkerchiefs, 3 for 25c

### CHILDREN'S SHOES

Kid or Patent 1 to 5, 95c, \$1.95 Kid or Patent 5 1/2 to 8, \$1.60 to \$2.25

### Boys' Flintstone Blucher Shoes,

1 to 5 1/2 \$2.45

### WOMEN'S OXFORDS & PUMPS

White Buck, low heel \$4.45 Gun Metal, low heel \$4.65 Brown Kid, lace \$4.95 Black kid pump \$4.85

# C. J. BREIER COMPANY

141 North Commercial Street

Salem, Oregon