CiTIT TOMIL

## owned by Henry W. Savage. |weather, at the wrong time, to ing in the five weeks of his ab- Astoria Report Shows Tennis Standardization  The varlons nations may, how. substantialy tre sn ever, modify this rule for purely aver, modify this domiestic matcenes.  | Better Then a Mustard Plaster |
| :---: | :---: |
| For Coughs and Colds, Head |
| ache, Neuralgia, Rheumatism | ache, Neuralgia, Rheumatism and All Aches and Paina and All Aches and Pains ALL DRUGGISTS ALL DRUGGISTS 35 c and 65 c , jars and tubbe Hooppital size, $\$ 3.00$ <br> <br> HE WAS RIGHT! <br> <br> HE WAS RIGHT! <br> <br> Steady Growth for 16 Years Indicates Public Approval <br> <br> Steady Growth for 16 Years Indicates Public Approval Second Los Angeles Office Is Opened to Second Los Angeles Office Is Opened to Care for Large Practice

 Care for Large Practice}

Largest Dental Organization in the World

25 Offices on the Pacific Coast

2 Offices in
Los Angeles
Over 1,000,000
Patients cared for

90,000 Treated in
Los Angeles Alone

450 Dentists, Nurses and Employees working under cooperative, profit sharing plan

Work done by speci alization, assuring better dentistry

Organization, big purchasing power, system, permits most reasonable prices

Work performed on sensitive teeth without pain

Guarantee on all Guarantee on all
work, good in any office

Sixteen years ago Dr. Parker opened his first office in Los Angeles He had a new idea in dentistry-an idea that the public could be served better, faster, easier and at less cost by what has since come to be known as group dentistry (a number of specialists practicing together under one head) than under the old method of one man, in one of fice, handling all the various branches of dentistry alone.

He was a keen student and thinker as well as a good dentist and business man... Statistics showed that 80 per cent of the people never went near a dentist-people whose health and very life were threatened by neglect of their teeth.

There seemed to be three outstanding reasons for this condition-fear of pain-cost of dentistry and ignorance. Dr. Parker believed there was a remedy for all three, and there was, as he has since demonstrated... Dentistry could be performed painlessly and he perfected a local anaesthetic that permits working on the most sensitive tnoth without pain by simply blocking the nerve at the base of that tooth. By a system of organization, grouping a number of specialists together under one roof with but one overhead expense, buying supplies in large quantities and handling more patients, the cost of good dentistry was reduced very materially. By public lectures and distribution of booklets on the care of teeth, by paid newspaper space and other means of advertising it was possible to inform the public of the necessity for the proper care of their teeth.

There were many doubting Thomases in those days-folk who said the idea was not practical-that dentistry was a profession and to mix business with it would spoil the whole scheme of things... They even went so far as to say advertising dentistry was a crime-in fact there are still a number of the old school who have not learned that advertising is the most powerful force for the development of the good in all things. No service or product will stand the searchlight of publicity it hasn't solid worth behind it.

Like any new idea, it took a long time to make other dentists believe in the E. R. Parker System. They disliked the idea of joining forces with some one else. It took a lot of work and patience to convince them that by associating with a successful organization they could do more for their profession, the public and themselves than they could alone.

The old idea was for a dentist to try to spread himself thin over all the branches of dentistry. Naturally he did some things better than others and just as naturally the things he didn't do well were slighted. They did not understand the logic of specialization as practiced in the E. R. Parker System. .Here each man was given that part of dentistry to do which he was best adapted and naturally he became highly skilled and efficient in that work. Here dentists through association had the advantage of study and comparison of work.


Dr. Painless Parker

To overcome the prejudice of dentists to organize and practice together and to attract the most skillful dentists to his organization, Dr. Parker put the business on a cooperative basis. He made partners of all his associates, and while he still maintained control of the E. R. Parker system, each dentist was permitted to buy an interest. This step had a great effect on the morale of the System. Every member is constantly striving to better his work increasing his own efficiency and that of his associates. The E. R. Parker System is his business and he guards its good name as he does his own.
That Dr. Parker's idea was soun by the record of the growth of the E. R. Parker System both here and in other large cities. (See list below). In sixteen years $\mathbf{9 0 , 0 0 0}$ patients have had their dental wants cared for in Los Angeles alone and today a second office is being opened up to help care for this practice. This new office is located at 104 W. Seventh Street, corner Main Street, and has been pronounced the most completely equipped dental office of its kind in the world.

The offices of the E. R. Parker System are different than the average dentist's office... Here you will find no elaborate furnishings-no costly rugs or pictures-but, and it's a great big but, too-you will find every modern and scientific appliance, including the $\mathbf{X}$-ray. There is nothing here for show; the offices are plain and simple, but they are comfortable and scrupulously clean. There are trained attendants who will take care of your every want down to minding the baby when necessary. There's a cheerful, clean, glad to see you, willing to help, come drain atmosphere that you'll like.

You are cordially invited to call at either of our Los Angeles offices for examination of your teeth and advice. There is no charge or obligation for this service.

-

## PAINLESS PARKER DENTIST

E. R. PARKER SYSTEM

Bulk White Figs, 2 libs.
Del Monte oval large Sa
Del Monte oval large Sardines
Bulk Seedless Sult. Raisins,
Mixixed Nuts, lb.
2 standard Tomatoes
Morgan (those good
2 large Peerless Bread
Morgan (those good tom
2 large Peerless Bread
31/2 lbs. Blue Rose $/$ Rice
sooner you get acquainted with our store, the sooner we both profit
C \& C STORE
254 N. COMMERCIAL
Phone 560 for delivery

