

**IRON COUNTY RECORD**

UTAH STATE PRESS ASSOCIATION

Oldest Surviving Paper of Southern Utah—Best Advertising Medium.

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FRIDAY, JUNE 8, 1917.

A SQUARE DEAL TO ALL.

THE RECORD is a firm believer in the square deal for everybody, even to the "greedy, avaricious and soulless corporations," that we so often hear people rail about. Just now the railroads of the country are receiving a hearing before the Inter-state Commerce Commission on their petition for a 15 per cent. raise in freight rates, and the request is meeting with bitter opposition on the part of some politicians, public officials and newspapers.

Let us stop for a minute and forget that the railroads are "soulless corporations" and look only at the justice of the question. Few if any of the railroads prior to the war, with the country in a state of almost universal prosperity, were making more than a very reasonable interest on the money invested; few, indeed, under the conditions confronting them, cared to invest in extensions or important improvements. We were about at a point where if we obtained any more railroads, it was up to the government to build and own them. Private capital did not care to take the risk. The government advertised for sale a large and valuable tract of timber in the Kaibab forest, but it required the building of a railroad to get it to market, and while there was a strong demand for the lumber, there were no takers because capital was afraid of the railroad side of the proposition.

Since that time the war has sent the price of practically everything we buy skyward, with the exception of a very few commodities, including railroad transportation and freight, which, notwithstanding the increased cost of labor, fuel, steel rails and all other building materials and supplies remain the same as before the war. Why? When practically everybody else has been raising the price of their commodities, why have not the railroads followed suit and done the same? It is because the railroads are under the supervision of the Inter-state Commerce Commission and dare not change a single tariff without obtaining their permission to do so. They are now requesting the privilege of making a 15 per cent increase in their rates.

Last year when President Wilson and congress intervened in the dispute between the railroads and their employees over hours of service and compensation for over time, giving the employees all their own way in the matter, and increasing the annual cost of operating freight trains by the railroads by several millions of dollars annually, it was with the assurance that a request for an increase in freight rates would be considered favorably.

That matter is now up for consideration, and it is up to the government and the people to make their promise good to the railroads, and grant them a reasonable increase in rates, which the 15 per cent. asked would certainly be.

We realize that this will have a tendency to slightly increase the cost of living, which the good Lord knows is high enough already, but we do not believe in "making flesh of one and fish of another," and the man who invests his money in railroads is just as much entitled to a reasonable return as the man who invests it in sugar stocks or anything else. Besides, should it be shown that any of the railroads are realizing more than an eight per cent interest on the capital invested, they will be obliged to divide the surplus earnings evenly with the government.

Some people seem to think it is their bounden duty to fight the railroads and all other corporations representing large capital, just on general principles. We do not feel that way about it. If the demands or requests of the railroad are just and reasonable they are as much entitled to consideration and favorable action as any body else. We fail to see how the railroads can keep up and make any money at the old rates, when everyone else is demanding and receiving higher prices.

WE are proud of our Iron County volunteers. We have seen them in uniforms, and have compared them with untrained recruits from other sections of the country, and in stature, bearing and deportment they have no peers. We believe that they are all courageous and will give a good account of themselves if ever they are called upon to enter an engagement. And we are just as proud of the boys who proffered their services, but were deemed to be physically unable to undertake the arduous duties of a soldier. They are just as much heroes and perhaps have just as courageous hearts as their more fortunate companions.

**THE HOME TOWN**

By NELS DARLING

I KNOW of a farmer living near a town in Illinois who refused four hundred dollars an acre for his land. His is a good farm and yet there is just as good and productive land in the Nile River. Farms in that locality are practically off the market. Why? Because of their proximity to a real, wide-awake thriving town. That town has excellent schools, modern churches, stores that are up-to-date and that are giving service.

The people appreciate these stores—they patronize them. They are run by men who know how to buy right, sell right and advertise. They meet competition through correct methods. If some customers wish cheap goods that are not quite up to the standard, at low prices, these merchants furnish them just that kind of merchandise. If they haven't the article in stock they send and get it. They tell the truth about their merchandise. When they advertise a twenty per cent reduction sale, they put it on. Everybody is treated with courtesy and all are made to feel that their trade is appreciated. These stores are giving service. That word service is a summary of the standard for measuring the value of a man in a community.

The person who appreciates service will not buy groceries of a mail order house and expect the local grocer to make a quick delivery on telephone order of something overlooked in giving the regular order for the day's dinner. The fair person will not ask the merchant to charge item after item, until quite a bill has been run up, if the ready money is being sent out of town to the mail order house.

When you compare prices, do not overlook the cost and value of service.

Mr. Farmer, if you are a regular patron of these great catalog houses, do not complain when you fail to find in your local stores, some particular article you want. Do not ask for local credit when your crops are short, and give the home dealer the short end of your money when crops are long.

YOUNG men, you who do not seem to have found your place in the world, but are "waiting for something to turn up," do not hang too long on the paternal stem. There is a world of work to be done, and there is a place waiting for every one who fits himself to do his part. Get busy and learn something. If you cannot all be doctors or lawyers or other professional men, you can at least learn a good trade, or become a thorough-going farmer and stock-man. The world is crying out for competent and responsible workers in almost every line, and the man who has the sand and determination to succeed and rise to the plane of the good ones, always has a place waiting for him, and often at prices that will compare quite favorably with the remuneration received by professional men. Now is your opportunity—do not neglect or fritter it away in idleness or odd jobbing.

**TALKS WITH THE BUSINESS MAN**

By NELS DARLING

WHO pays for advertising? Does advertising increase or decrease the cost of goods to the consumer? Effective advertising may reduce the consumer's cost and frequently does.

Take that much-advertised \$3.00 shoe. We are all familiar with the likeness of the manufacturer, because advertising has made the man known the country over. The enormous output, the large number of shoes sold, enables him to sell each pair on a very small margin. Advertising built up and keeps up the demand. Without newspaper and magazine advertising, the cost of introducing this shoe would have been large in proportion to the number of shoes sold. Advertising put the shoe on the market and will keep it there.

Take the famous cracker, or so-called biscuit. There was a time when the grocer scooped all crackers out of a barrel or box, weighed them and placed them in a paper sack. Today you purchase a clean, crisp, wholesome soda cracker at less cost, and it comes in an air-tight, sealed package. The manufacturer knew what advertising would do and made the price accordingly. There was an immediate and nation-wide demand. Advertising made and is sustaining this demand.

Advertise wisely and so, effectively. Increase your sales without materially increasing your expenses. Reduce the price on any article you can. Advertise and make your increased business pay for it.

JUNE appears to be much in favor this year in Cedar City and locality among mating lovers, as the proverbial matrimonial period. An unusual number of June weddings are being solemnized this year. It seems that the matrimonial bug gets next to the young people about this time of year, and the result is that "everybody's doing it." We wish to commend the young people on the step they are taking, although the exact time of its occurrence is not of so much moment as the fact that they are getting into double harness, the better to "do their bit" in the performance of the world's work and duties, and for the continuation of the species on the earth. Remember the course taken by the German empire at the beginning of the war, with a view of sustaining their population and carrying out their big program for the Germanization of the world. To a certain extent we must be prepared to cut diamond with diamond. Let the June brides continue to bloom!

ZION Canyon National Park will open to the tourist traveler June 15th. Local people should give their encouragement to the enterprise by visiting the canyon and Wylie camps themselves.

**Temperance Notes**

(Conducted by the National Woman's Christian Temperance Union.)

**ALCOHOL AND THE SOLDIER.**

Does the use of alcohol prevent a man from being a good soldier? Sir Thomas Anderson Stuart, dean of the medical faculty in Sydney, Australia, thinks that this question is a most pertinent one, and that it is the angle from which nations today should discuss the drink problem. He says that alcohol does prevent a man from being a good soldier and that military men and scientists have proved it. We quote:

"Alcohol is subversive of discipline, and robs a man of his prudence, judgment, conscientiousness and higher morality. The development of the human brain took countless years, but alcohol works a change quickly, and brings a man to the level of a beast in a few minutes. Alcohol has also had a great influence on the sexual passion, and the diseases which result are the shame and bane of the military authorities.

"I have seen 499 men in one day in one place. They all came from one military camp, and alcohol was the indirect cause of all their misery. When one man asks another, 'What is your poison?' he does not know how correctly in a scientific sense he is speaking."

**OUTLOOK FOR DISTILLERS.**

Mida's Criterion, leading spokesman of the whisky and wine trade, very sensibly tells the distillers that a prohibition future does not look so dark after all—and incidentally deals a blow to the compensation plan. We are glad to pass on this optimistic view, because once assured the distillers that they will lose no money through prohibition and we shall hear no more from them about "personal liberty." Says Mida's:

"In the next five years there will be an average of not under 5,000,000 motor cars in the United States. With eight miles to the gallon for fuel and 32 miles average per day would equal four gallons of fuel per day per car, or 20,000,000 gallons per day total, with a total of 7,000,000,000 gallons per year. Add to this 500,000 motor trucks averaging 10 gallons per day, we would have 1,750,000,000 gallons more, or a total of 8,750,000,000 gallons of fuel for the year. This would certainly tax the capacity of every distillery in the land, and, besides, denatured alcohol for fuel does not require a \$1.10 per gallon tax from the government."

**BEER AND WINE.**

Alcoholized blood starves and taints the brain cells and allied nervous system. Psychic brain cells bathed in toxined blood do not give safety and logical surety to the movements of the mind. Alcoholics should be classed with the other poisons and their use as beverages discarded. Medical men have had testimony from laboratory, hospital, and fatal family pathologic lineage and sequence testimony against alcohol as an unsafe drink, forceful for harm beyond former estimate. Even in their mildest forms of dilution, as in wines, beers, and ales, alcoholics are not fit for the family table, the social club, or the public bar.—Dr. Charles F. Hughes, Editor of the Alienist and Neurologist.

**"PERSONAL LIBERTY."**

When Billy Sunday was conducting meetings in Milwaukee, he, according to custom, sent invitations to the large department stores and other industrial concerns to be present on special evenings. Inasmuch as Mr. Sunday always has something forceful to say concerning the liquor traffic, the brewers expressed their disapproval of the whole proceeding by asking Milwaukee business houses to forbid their employees attending the meetings. A manager of one of the department stores thought this too good to keep to himself. He had copies of the letter printed and on the reverse side an urgent invitation to the meetings, with comment on the brewers' particular brand of "personal liberty."

**STRANGE UPRISING.**

"A preacher said to me: 'Isn't it strange—this mighty uprising against the liquor evil?' I replied: 'The only strange thing about it is that any decent man, in view of what he has seen, should have hesitated to destroy it.' I resent the fact that my father and grandfather did not have sense and conscience enough to do it before I was born, so that I could have gone about my father's business."

**ANTICIPATING DRY DISTRICT.**

The National Capital brewery of Washington, in anticipation of a dry district, is preparing to convert its beer factory into an ice cream establishment.

**BETTER JOBS FOR SALOONMEN.**

More workmen lose their jobs because saloons are open than would be the case were the saloons to be closed. When liquor puts a man out of a job it unfits him for another job. When no license puts a bartender out of a job it makes him a wealth-producing workman. It is better that the bartender should lose his job and get a better one than that dozens of the poor unfortunate patrons of the saloon should lose their jobs and be unfitted to fill any job if they were able to secure one.

**ANNOUNCEMENT**

MR. TOLLESTRUP Announces a Summer Course in Instrumental Music.

All his pupils are invited to continue their lessons and practice during the summer; and new pupils may enroll now. Terms reasonable, as usual. Special rates to two or more children from the same family. Juvenile Band and Orchestra now forming.

**IN OUR NEW MARKET**

In the Telephone Building, you can get anything you want in the MEAT line or Green Groceries. Everything fresh and sanitary.

**Urie Meat Market**

George K. Urie, Prop.

**ED. WINK**

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Solid Gold Wedding Rings of all sizes; Diamond Rings, Watches, and Jewelry of all descriptions, at low prices Watch Repairing a specialty.

CEDAR CITY - - - - - UTAH

**THE NEED OF CAPITAL**

BEFORE the European war started this country borrowed heavily from Europe to secure means for commercial and industrial expansion.

Now the United States must supply capital, not only for its own needs, but for other nations also.

Savings are capital. Thrift is the cause of capital. Insure your own future by aiding in the production of capital.

**Iron Commercial & Savings Bank**

Better let your boys and girls join Tollestrup's Juvenile band and orchestra.

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CEDAR CITY - UTAH

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bring it to the Electric Light plant and get it repaired right  
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Clerk of the District Court at Parowan, Utah, and get the benefit of his four years experience. Write him for information.

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Watches for sale at prices from 75c up; no best makes.  
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CEDAR CITY, UTAH

State of Ohio, City of Toledo, Lucas County.  
Frank J. Cheney makes oath that he is senior partner of the firm of F. J. Cheney & Co., doing business in the City of Toledo, County and State aforesaid, and that said firm will pay the sum of ONE HUNDRED DOLLARS for each and every case of Catarrh that cannot be cured by the use of HALL'S CATARRH CURE.  
FRANK J. CHENEY.  
Sworn to before me and subscribed in my presence, this 6th day of December, A. D. 1886.  
A. W. GLEASON,  
Notary Public.  
Hall's Catarrh Cure is taken internally and acts directly upon the blood and mucous surfaces of the system. Send for testimonials, free.  
F. J. CHENEY & CO., Toledo, O.  
Sold by all Druggists.  
Take Hall's Family Pills for constipation.

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DENTIST

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I want all my old friends to know that I am permanently located in Lund, and will be pleased to have you make my place your headquarters when in Town.  
Harry Michels building.