

Government Reading Room

H. D. Folsom  
Lumber Merchant

# The Alberta Star

H. D. Folsom  
Lumber Merchant

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No. 6

**If It's Good!  
It's at Allen's**

The neatest and prettiest line of Ladies' Furnishings  
The largest line of New Furniture  
The strongest line of Hardware  
The best and cheapest line of Boots and Shoes  
The newest and nobbiest line of Gehl's Clothing  
The cleanest and freshest line of Groceries

**In Southern Alberta**

Our Motto:—Fair Treatment

**Come In and Be Convinced**

**J. S. ALLEN & CO., Ltd.**

## The Beef Commission

One of the most interesting sessions of the Beef Commission was brought to a close last Saturday afternoon. The Commission came in on Friday and the opening meeting commenced promptly at 2 p. m. in the Town Council Chambers. The Commissioners are Messrs Middleton, Campbell and Craig with the first named acting as Chairman and the last named as Secretary. Mr. Nolan, Advocate, did not accompany the Commission to Cardston. He left them at Lethbridge in order to return to Macleod where he figures in the Blairmore townsite trial. Mr. K. Collins of Edmonton acted as Stenographer.

The following well known ranchers were placed on the witness stand. Messrs J. W. Wolf, Clarence Eldredge, John F. Parrish, John West, William Wood, Frank Leavitt, R. S. Smith, C. T. Marsden, Ed. Ivins, Wm. Duce, D. H. Caldwell, R. W. Reeder and Eph. Harker. The gist of the evidence adduced was that Brand and Veterinary Inspectors were too scarce in many places, and unaccommodating in others. It was also shown pretty conclusively that there was a strong combine among buyers and very little or no actual competition. Railway service, both locally and on the C. P. was pretty well discussed and in not a few instances, severely ecored. The Commission stated that the A. R. and Company would be summoned to appear to answer to charges. This would be at Calgary. Ray Knight was also summoned to appear at Calgary. It was the universal opinion of the witnesses that Cold Storage would be the best form of shipping for export. To accomplish this the Government would be required to establish abattoirs at various points throughout the Province. The great need for Pork Packing Establishments was also shown and it was the unanimous opinion that these should be handled along the same line as the Government Creameries.

It shall be our aim to treat this subject more fully in a subsequent issue. There is not the least doubt but what the findings of the Commission will result in much good for the ranchers, cattle raisers and local shippers. The butchers were closely questioned about the prices paid, probably profits, etc. The life and interest of the meetings was kept at a high pitch during the entire sittings.

## Of Interest to Stallion Owners

While on patrol duty recently Constable Ashe found that Mr. Tonberg, of Seven Persons, was standing a stallion for gain in his stables without having a certificate of enrollment issued by the Department of Agriculture, posted on the outside and inside of his stable door, as required by the Ordinance. Mr. Tonberg pleaded guilty to the charge when brought before Insp. Parker, of Medicine Hat, on May 25th, and was fined \$2.00 (Two Dollars) and costs.

As the object of the Horse Breeders' Ordinance is to improve the horse industry of the Province steps will be taken to see that its provisions are carried out. Stallion owners having failed to comply with the requirements of the Ordinance by not having their horses enrolled, or neglected to post copies of the certificate of enrollment on the stable door, would do well to take warning from the above.

## Every Grocer Should Advertise

In large towns it's getting to be quite the rule for grocers to use considerable spaces on certain days in order to advertise a lot of bargains, together with other goods not at special prices. The idea, says the American Grocer, is that those who come for the bargains will also buy the other goods upon which the profit is not cut, the average purchase levelling the matter of profit nicely. Not all of the grocers who advertise thus have come to see the advantage of advertising every day. It is quite possible to make every day a busy day with grocers, whether, permitting, or, at least, to make what were the dull days less dull.

The big fellows know the value of the printed announcement pretty well. For the most part, that's why they're big. But there are a lot of grocers with stores of the ordinary size who sit by and allow the big fellows to pull their trade away gradually, without having gumption enough to see how it is being done and doing something to counteract it. They see the big fellows get bigger, and too often attribute the growth to questionable methods; to trickery; to baitings and other features of more or less doubtful calibre. Too often, much of the growth is attained by "fooling all the people some of the time, and some of the people all of the time." There's no doubt of that. Anybody who has dealings with a certain class of big grocers knows this to be a fact. But even the worst big store has many good points, and these are often sufficient to offset bad ones and since price is their biggest argument in most businesses, and a certain line of big stores use low price as their biggest argument, it's not hard to see why so many cheap big stores succeed.

**PUT ON THINKING CAP.**  
But whatever the reason for a competitor's growth it behooves the non-advertiser to put on his thinking cap and get to thinking hard. Just how he can expect to pull trade without advertising, while his rivals are using big spaces, is more than I can tell. Too many small fellows will hang on and hang on until there's nothing left to hang onto, and then there's failure and frequently soliciting of jobs in the very stores which drew the trade away from them.

Now there is no reason why a small grocery in a good location should not continue to pay just as much as it every did. If there ever was any need for it in that location, nine times out of ten that need will remain. If the grocer finds that his trade is falling as a result of somebody's advertising, let him advertise, too. Let him give as good service, as fine goods, quote the same prices be as accommodating, or more so. There is an intimate relation between the small grocer and his customers which there can never be between the owners and customers of a great store, which counts very largely in favor of the former, if his service is only half right. But too often the little fellow will growl at the big fellow's doings, be discourteous to any of his customers who he finds going down town to his big rival, and almost refuse to sell goods to others who deal down town most of the time, but who care to deal with him a little.

(Continued on Page 8)

Here is a suggestion for the name of the new town to be platted on the Cocurane Ranch—"Edwood"

**C. E. SNOW & CO.**  
BANKERS

Successors to  
**C. E. Snow, Banker**  
Established 1895

**Interest at the rate of 5 per cent. per annum paid quarterly on Savings Accounts**

**BANKERS—Bank of Montreal**

**C. E. SNOW & CO.**  
BANKERS

**THE CAHOON HOTEL**

First Class in every respect  
Steam Heat in every room  
Hot and cold water baths  
Excellent dining room service

**CARDSTON - ALBERTA**

**To The Public**

We take this method of announcing and advising those with whom we have had and may have business dealing with, that on and after June 1st 1907 we will sell goods for cash only, or its equivalent in produce.

We will not under any circumstances charge any goods after June 1st 1907.

Implement of all kinds, Wagons, Carriages and Cream Separators may be bought on time, in such cases we require notes to cover balance of such purchases; we will sell you goods now nearer the cost than ever before.

We thank our many customers for their liberal patronage in the past and hope to continue to do business with you, and will give you value received on all sales. We carry a good line of all kinds of Lumber, Shingles, Lath, Mouldings, Blocks and Turnings, Sash and Doors, Glass, Paints and Oils, Builders Hardware, Barb Wire and Fencing Posts, Implements of all kinds. The Reliable Massey Harris line, Wagon covers and the Great West Thresher.

Yours for square Dealings

**Alberta Lumber & Hardware Company.**

*Happy Homes and the Meat that makes them*

**PEOPLE'S MEAT MARKET**

**THE NEW BUTCHER SHOP**

A trial order will convince you of our ability to satisfy.

FRESH SAUSAGE daily and the very best of STEAKS, CHOPS, ROASTS, etc. at

**LIVE AND LET LIVE PRICES**

ONE DOOR SOUTH OF CAHOON HOTEL.

- HOME MISSIONARIES.**
- SUNDAY, JUNE 23rd 1907.
- TAYLORVILLE—J. M. Bilingley, Frank Earl.
- KIMBALL—Edwin Goble, H. M. Bohre Sr.
- ETNA—Jos. M. Wight, Wm. Toleman.
- WOOLFORD—A. R. Archibald, Martin Woolf.
- SPRING COULEE—Chas. Quinton, Eugene D. Robinson.
- CARDSTON—H. M. Bohre Jr, H. L. Thompson.
- LEAVITT—William Blackmore, Chas. Broadbent.
- BEAZER—F. N. Morris, Edwin Leavitt.
- MT. VIEW—John H. Archibald, Jos. Steed.
- CALDWELL—J. M. Broadhead, M. L. Lowry.

## Mail Order House Rules

1. You can sell your farm products for cash wherever you can, but not to us; we do not buy from you.
2. You shall believe our statements and buy all you need from us because we want to be good to you, although we are not acquainted with you.
3. You shall send the money in advance to give us a chance to get the goods from the factory with your money; meanwhile you will have to wait patiently for a few weeks because this is our business method.
4. You shall apply to your nearest city to aid you in building good roads so you can conveniently get the goods from us, for we do not build county roads.
5. You shall buy your church bells and interior church fixtures from us and forward the money in advance, for that is our business method.
6. You shall collect from the business men in your vicinity as much money as you can for the benefit of your churches. Although we get more money from you than they do, still it is against our rules to donate money for building churches.

7. You shall buy your tools from us and be your own mechanic in order to drive the mechanic from your vicinity for we wish it so.
8. You shall induce your neighbor to buy everything from us; as we have room for your money.
9. You shall often look at the beautiful pictures in our catalogue so that your wishes will increase and you will send in a big order, although you are not in immediate need of the goods; otherwise you might have some left to buy necessary goods of your local dealer.
10. You shall have the mechanics that repair the goods you buy from us book the bill, so you can send the money for his labor to us for new goods otherwise he will not notice our influence.
11. You shall believe us in preference to your local merchants.
12. You shall, in case of accident, sickness or need, apply to local dealers for aid and credit, as we do not know you.

## Word for Wives

Rockwood, Penn., June 6.—A large crowd gathered at Conneville, among whom were a number of railroad men. President Roosevelt addressed the party briefly, putting in a word for good citizenship, and adding: "Above all remember that your first duty in being a good neighbor is to be a good neighbor to those who are nearest to you. Be a good neighbor to your own wife and children. I have mighty little use for the man who is always declaiming in favour of an eight-hour day for himself, who does not think anything at all of having a 16-hour day for his wife. Give fair play all round and remember that the woman needs fair play even more than the man. I believe in an eight-hour day for the man, but I want the man's wife given as good a show as the man."

Invite your friends to come to Cardston for Dominion Day.