

STARTS TODAY!



New Show TODAY!

NOTE—This is not a war picture but taken from Douglas Fairbanks' big stage success



WALLACE REID

SUPPORTED BY

LILA LEE

IN

HAWTHORNE OF THE U.S.A.

JUST SUPPOSE you suddenly found yourself rolling in wealth! It's ten to one you wouldn't do what Hawthorne did—and come out alive.

Briggs' Comedy
Before the Circus
A Big Feature Every Week

Holmes Travelogue
Music by
Sexton Orchestra

GEM THEATER

MUSICAL COMEDY AND MOTION PICTURES

All New Show Today!!! THE RAINBOW GIRLS



WITH **IKE and MIKE**
PRESENT

THE BELLE OF THE BATHERS

A Tidal Wave of Music, Merriment and Pretty Girls at the Sea Side

Metro Pictures present EDITH STORY
"As The Sun Went Down"
A 5 Act Screen Romance of a Western Dance Hall Girl's Redemption.

Two Reels of Fun—A Special Big "V" Comedy
"ROOFS AND RIOTS"

CREDIT MEN HOSTS TO SALESMEN AT BANQUET IN HOTEL RAINBOW

Business and Pleasure Mingled at Complementary Dinner; Speakers and Singers Divide Time and Occasion Is an Enjoyable One.

From the "mixed olives" of the menu to the singing of the last line of the national hymn, "America," there was a spirit of good fellowship and harmony evident at the complimentary dinner given by the members of the Northern Montana Association of Credit Men to their salesmen Tuesday evening in the palm room of Hotel Rainbow. Good fellowship was the purpose of the dinner and judged by the expressions heard after the meeting had ended, those present, dealers as well as salesmen, believed that there had been a full realization of the purpose and that there had been a 100 per cent return on the investment. First, there was a large attendance, something more than 110, and in the second place, there was a swing to the program that caught and held the interest of all concerned.

Starts at 6:15.
The company sat down at 6:15 and the service of the dinner was at once begun. The menu had been completed by 8 and then the speaking started. During the service of the menu there were vocal selections and orchestra music, both contributing large factors to the enjoyment of the guests. The vocalists were all local people. R. P. Beckards, W. S. Sanford and Walter U. Halverson each favored with a couple of selections, the accompaniments being played by Miss Mae Virginia Shafer. The orchestra music was by Straiton's musicians, and that, too, proved a popular hit, especially when the orchestra struck up some of the old, familiar airs that had the lit and the swing that made the diners want to beat time to it.
U. J. Finn, president of the association, was the master of ceremonies and introduced the speakers. There were six named on the program, but one of them, Harry Yaeger, had to send a telegram expressing regrets when he was unable to get here, being caught at Conrad on business. The others were Scott Leavitt, F. F. Clark of Lewistown, P. A. Heimlich, J. N. Thelen, E. W. Townsend and, while his name did not appear on the printed program, William M. Fergus, manager of the Ryan Mercantile company and chairman of the credit committee of the association, was the other.

Leavitt First Speaker.
Mr. Finn, in opening the program, made a brief address, telling the purpose of the dinner and the spirit it was intended to foster and build among the salesmen and membership. He pointed out something of what the organization has been trying to do and what it has accomplished.

Then he introduced the first speaker, Mr. Leavitt. Mr. Leavitt's subject was "Credit Between Dealers and the People." He pointed out that credit came from the Latin term *Credo*, which means to believe and was, in fact, a fundamental in civilization itself. He spoke of some of the fundamentals that are needed to establish a basis of credit and urged the business men to carry on a campaign of education to help advise the people as to facts concerning prices and business. Mr. Clark of Lewistown, was the second speaker. Mr. Clark is credit man for the Montana Flour Mills company and his subject was "Relation of Salesmen to Credit Department." Mr. Clark said that every salesman, if he properly looked after the interests of his firm had three offices to perform. He has to be a salesman, a credit man, and a collector. He said that when the sales-

Cold Wave Comes; Temperature Drops Through Montana

Helena, Dec. 30.—Central and eastern Montana are in the path of a cold wave that is rapidly sweeping down from Canada, according to a special warning issued by the weather bureau.

The prediction for the central portion is that the temperature will drop 40 degrees or more in the next 30 hours making zero or lower. The eastern part of the state will be visited with generally fair weather, with zero temperatures. A low pressure area over Alberta is said to be the fountain head of the storm. There has been heavy snow in Helena.

man sells the wares to the retailer, he must use good judgment in selling seasonable articles and then to suggest such methods to him as may seem advisable to make his goods move.

Salesman is Leader.
He said, also, that the salesman must educate their buyers to be good collectors for unless Jones can collect the money for what he sells to the consumer, he can hardly pay the jobber and unless he pays the jobber the salesman will soon find there is nothing for him to do. He pictured the traveling man as a builder of trade and a leader in new ideas in business, the man who is carrying the new things in business out into the channels of use by the people, and he said that to be a good salesman one had to be keen intellectually and honest in his methods. Mr. Heimlich talked about the "Human Touch in Business," declaring that it was the side that carried the heart, the imagination and the intelligence into the business. He said it was the application of the golden rule to the affairs of trade and the one which made the man conduct his business as he would have the other fellow conduct it if he were the buyer and not the seller.

Yaeger's Message Read.
When Toastmaster Finn came to the point on the program where Harry Yaeger was to be called he read a telegram from Mr. Yaeger in which the latter stated that while he could not be present in person, his best wishes were with the people who were in attendance and he spoke encouragingly of the field of opportunity for the association to carry on its work.

Mr. Fergus discussed the activities of the association, declaring that it was the aim and the wish of the membership to help the fellow that was in trouble and to keep him from getting wrecked on the rocks of misfortune, mismanagement or any other disaster which the association could help him to avoid. He said that to make the association most effective the dealers must have the unreserved co-operation of their salesmen and he was certain, he declared, that he was sure this already existed.

The Attorneys Viewpoint.
Mr. Thelen, of the law firm of Freeman & Thelen was the next speaker and he discussed some of the legal aspects that confronted the attorneys in handling cases in behalf of the association. His subject was "Who are You Selling." He mentioned several names he said were not on the list and said some of them

LET'S GO—IT'S CONTINUOUS

HOME OF 100 PER CENT PICTURES

STARTS TODAY! Regular Prices

Mary Pickford, herself, says that "Daddy Long Legs" is her greatest picture—and she couldn't afford to say so unless she felt certain the public would agree with her.



Mary Pickford in "DADDY LONG LEGS"

The most wonderful motion picture comedy presentation ever brought to Great Falls—a picture for the entire family. Continuous Showing 1 to 11:30. —Please Come Early!—



LARGE CROWD GUARANTEED
TEMPLE AUDITORIUM

PRIZE MASK BALL—Monday Night, January 5, 1920.
THE NEW ODEON BALL ROOM
Management: KNIGHTS OF PLEASURE CLUB.

were serving terms for doing dishonest business.
E. W. Townsend spoke for the traveling salesmen and he kept the party in a roar of laughter during his address. He made some timely hits that got to the funnybone of everybody in his audience.
The plans for the dinner were made by a committee composed of W. T. Scott, Frank C. Fogarty, U. J. Finn and W. L. Ignatius.

Electricians Prepare for Their Annual Ball

Electricians of Great Falls will entertain this (Wednesday) evening at their annual ball, this being the first of four evenings when the electricians will be the host to the dancers in the Odeon ball room. The dances given yearly by the electricians have been one of the big features of the program of public dances because of the elaborate character of the decorations, which always take the character of electrical effects. The committee says the program for this season will be no less interesting than in former years, and they believe they have succeeded in putting on some features that will be unique and novel and different from anything that has been seen in the city. The electricians not only hold records for elaborate decorations, but on some former occasions they have broken all records for attendance.



LAST TIMES TODAY!

One of, if not the best, picture of its kind ever shown in the city

"Should a Woman Tell" ALICE LAKE

With an All-Star Cast from the Original Story by Finis Fox
A Tense Photodrama of New England Fishing Folk

Here You Are— TONIGHT

AT 11:00 P. M. SHARP —New Year's Eve

The Midnight Frolic

Specialty Arranged Program
The Cowboy Humorist A Pre-Showing



WILL ROGERS

Almost a Husband

He and the charming Peggy Wood—the homeliest man and the prettiest girl in town. If this is not a Comedy I never saw one. LEROY V. JOHNSON, Mgr.

OTHER ATTRACTIONS
The Jasbo Trio — Vod-a-Vil — Special Music

Auto horns and all kinds of noise makers. Spend the New Year with us. Secure your tickets in advance—today. Price, 30c. They're going like hotcakes. We promise you a good time.

ELKS' DANCE New Years Eve December 31st

ELKS' HOME
TWO ORCHESTRAS TWO DANCE HALLS
A GOOD TIME ASSURED
LOTS OF RACKET

Dancing From 9 to 7 Tickets \$1.00

Note: All Elks are privileged to write out note inviting your friends. Be sure and sign your name. Invitations will not be mailed Elks, You don't need one.

ANSWER THE CALL—COME
Elks Entertainment Committee

BIG NEW YEAR'S NOVELTY DANCE

THE Temple AUDITORIUM January 1st, 1919

Under the Management of E. Howard Quiggin
Elaborate Decorations Novelty Favors for Every One Will be Given Away

STRAITON'S ORCHESTRA OF SEVEN "MUSIC SUPREME"

IT'S THE BIG DANCE—DON'T MISS IT!