

The Harlowton News

A. H. EISELEIN, Editor and Publisher.

TERMS OF SUBSCRIPTION.
One Year.....\$2.50
Subscription Payable in Advance.

ADVERTISING RATES FURNISHED ON APPLICATION

Entered as second-class matter August 24, 1906, at the post-office at Harlowton, Montana, under the act of congress of March 3d, 1879.

Subscribers who fail to receive their papers, will please notify this office.
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NOTICE

Copy for change of advertising must be in this office by Tuesday evening to receive the proper attention

Cutting the Diamond.

IN the training of the child, the teacher is as the cutter of the diamond. She must cut away the rough edges of the character, eliminate the primeval savagery, and bring into brilliant radiance the jewel that underlies the coarse exterior.

The greatest handiwork of God's creation is a noble man, and the seeds of future greatness lie in the untutored heart of the child. Brought into contact with all sorts and conditions of children, hedged around with narrow and proscribed rules, the teacher is confronted with obstacles calculated to try the sweetest temper and stoutest heart. Should she give way to the natural trials of her position and enforce discipline with unusual rigor, a small cyclone in the shape of an outraged parent descends upon her with imprecations and threats ranging from removal to personal violence. And the teacher is expected to conciliate the belligerent parent and preserve discipline at the same time.

It is a peculiar fact that every mother imagines that her child is the incarnation of all that is good and noble, while other children are very ordinary human beings. And it is often the painful duty of the teacher to rudely awaken her from the pleasing delusion.

The destiny of the nation lies in the hands of the children, and what that future shall be depends upon the training that the youths and maidens are receiving. It is impossible to rear an enduring structure on faulty foundations. It is likewise impossible to perfect womanhood or manhood upon an imperfect character. First impressions are the most lasting, and the first training of the child is the one most likely to influence its future life. To obtain the best results it is necessary that a perfect and friendly understanding prevail between parent and teacher. Neither can obtain the desired results without the other's earnest co-operation.

Take an interest in what the teacher is doing for your children.

Do not imagine that her duties end with the imparting of book knowledge. She is training them to the best of her ability for the battle of the future. She is erasing their undesirable points, she is bringing their good points to the front. She is cutting the diamond. Be an aid and not a hindrance to her. If she finds it necessary to correct them, do not brand her as the cruellest of cruel women. She has reason for what she has done. But back her up in every way possible. Remember, children are children—not angels in disguise. While she is cutting the diamond you should be sufficiently interested to polish the stone.—Minneapolis Journal.

Be a Booster.

I like to see a man proud of the place in which he lives. I like to see a man who lives in it so that his place will be proud of him. These simple words full of meaning came from Abraham Lincoln, the great man whose one hundredth birthday the whole nation will celebrate on February 12th. They were true then, and are true now. No matter where you live you will find advantages and disadvantages. Don't allow the latter to obscure your vision of the former. If you can't boast don't knock.

The man with the eternal hammer is an abomination unto all men. Beware of him who has evil things to say of his fellow men. Ninety-nine cases out of a hundred the knocker is jealous, and the person knocked is only benefited thereby. Stand with anybody that stands right, stand with him while he is right, and part with him when he goes wrong. It is natural for the successful man to have enemies. The jolly good fellow who has no enemies seldom cuts a figure in this world. Blessed be the booster for he shall have few enemies. Blessed is he who promotes the interests of his town for he shall be happy in his home. Blessed is he who sees the good in his fellow men for he shall inherit the admiration of all.

The men who do things and always have a good word for the home town are not as numerous as they should be.

THAT AGREEABLE NATURE



The White Slave Trade.

ENCOURAGING blows have recently been struck at the iniquitous white slave trade in Chicago and other cities. It is impossible to conceive of any infamy greater than that of corrupting the virtue of young girls and dragging them down to lasting ruin. Yet it is a trade out of which infamous men and women have grown rich. The heavy fine and prison sentences imposed on some of the worst traffickers in human souls is likely to have a deterrent influence upon others like-minded.

It is an easy but inexecutable thing to run down the place in which one lives. No talent is required to do it. All that is necessary is to persistently talk about its shortcomings, which usually are few, and ignore its advantages, which usually are many. These "kickers," which are found in almost every place, would do well to cultivate local patriotism, a quality that is often neglected.

The poet says that in the spring-time the thoughts of young men and maidens "lightly turn to love." But the profusion of valentines with their sentimental verse, their cupids, arrows, hearts, doves, loveknots and other emblems, shows that the ardor of youth does not wait for spring.

We find in others that for which we seek. If we look for bad we find it, and if we look for the good we find that also. To seek the first leads to suspicion, distrust and cynicism, to seek the other is far nobler, promotes charity, friendship and goodness.

Congress seems to have the act of doing nothing pretty fully developed. So far this session it has done little but mark time, but it is safe to say the members will have no scruples against drawing their salaries.

MAIL ORDER MENACE

Residents of a Community Should Patronize Local Merchants.

GET MORE FOR THEIR MONEY

Some Suggestions by a Drummer on Combating the Evil That Were Followed by an Eastern Merchant With Good Results.

"I hardly knew the old place at first," remarked the drummer who was in a small eastern town and had dropped in to see Brown, the merchant. "My, but you folks have slicked up the place since I was last here."

"Yes; we have organized an improvement society lately, and we've been busy, I can tell you," replied the merchant. "It takes the women folks to start the ball a-rolling in a thing of that kind, and it has opened our eyes to what can be done when all take an interest in the work. Business, however, isn't booming to any great extent."

"Mail order people cutting into your trade?" asked the drummer.

"That's about the size of it," sighed Brown.

"Well, it's a shame. You merchants pay taxes and contribute to the support of the community and are active in building up the town, but instead of appreciating this fact the residents send a great deal of their money to the big city stores."

"I wouldn't care so much if they saved anything to spend on it or if they got any better goods, but they don't."

"Of course they don't," agreed the drummer. "I sell goods enough to know that. Somehow people in small towns think they can buy best through the mail order houses, and that is where they make a big mistake."

"You can't convince 'em of that," said the merchant.

"Well, it's as Barnum used to say—'The people love to be humbugged.' It

stands to reason that the mail order houses cannot spend the millions they do on advertising and give as much for the money as you fellows at home can, and people in many localities are waking up to that fact. Let me give you a few friendly suggestions while we are on this subject," continued the drummer. "You ought to make a close study of just what people around here want from time to time. Never let them ask twice for an article if you can possibly help it. This doesn't mean that you must carry a million dollar stock. Simply carry what you are pretty sure will be wanted—what the mail order houses are putting out to a certain extent. And let the community know what you have in stock. When they read the out of town catalogues and see something they want they conclude you haven't got it, and away goes coin that should have been spent right here at home. You probably had the same article in stock, and for less money too. If you don't advertise, you might as well close up shop."

"Yes, I advertise occasionally," said Brown.

"Occasionally won't do. It is persistent advertising that wins out for the merchant. You want to spend every dollar you can afford to in advertising in your local paper and keep right at it. The mail order houses lay out thousands of dollars on pamphlets and circulars and catalogues, and you may be sure they are past masters in the art of making them attractive. That's how they get the trade they do. You can do the same thing in your local paper and in other ways on a smaller scale. It doesn't cost a fortune to get out a catalogue. It's of no use to go on advertising the fact that your name is Brown and that you are doing business on a certain street. That doesn't interest the general public. Give 'em prices. Tell 'em what you've got to sell. Make a certain day of the week always bargain day and give people some reason to come to your store. You may lose money on the venture at first, but you keep at it and you'll get big results before long. Let the residents here know that they are not only hurting you, but the town as well, by sending their money out of it.

"I'll consider your suggestions," said the merchant thoughtfully. "Guess I will advertise more and try the catalogues too."

"That's the game. Let people know how you feel about this matter. Put it to them fair and square and have the stock to back you up. The mail order houses are draining the country of money that should be spent at home, and it is about time the residents of small towns realized it. Thousands of dollars are sent away every week for goods that could have been purchased cheaper in the local stores. The first duty of every good citizen is home protection. Funny they cannot reason it out that the more they spend in their own town the more money they are going to keep in circulation there and the more prosperous it will make the community. Manufacturers looking for a site on which to erect a plant are not going to locate in a town where half the stores have 'To Let' signs on them. Why, if everybody traded out of town just to save a few pennies, there wouldn't be much left of it in a short time. Well, goodbye, Brown. I'll be around this way soon."

It was two months later when the drummer visited the store again. This time the place was so crowded with customers, however, that he had to chance to bring up the mail order matter, but the grateful look and hearty handshake the busy merchant gave him told the story. A. B. LEWIS.

TO TEACH POSTAL WISDOM.

School Children to Learn How to Mail Letters and Study Postal Laws.

Postmaster General Meyer issued an order the other day directing all postmasters to unite with their local school authorities with the view of adopting the most effective method of instructing school children as to the organization and operations of the postal service, particularly the proper addressing of letters and the importance of placing return cards on envelopes.

Postmasters are also directed to arrange if possible to deliver personal talks to the pupils and give teachers access to the Postal Guide and the postal laws and render them every assistance in securing necessary information.

HOLDING ON TO TRADE

What Country Newspapers Can Accomplish In This Line.

AROUSE PUBLIC THOUGHT.

Teach the People to Overcome Abuses Founded in Centralization of Population and Trade in Large Cities. Build Up Interest in Home Towns.

The Rev. Frank Gunsaulus of Chicago says that his sermons are transitory and unsatisfactory in effect. "A sermon," he says, "no matter how good, is like water that is poured through a sieve. It is the constant hammering that produces results upon the hearts of men; not what is learned today or tomorrow, but what is absorbed; a note this week and a note next which strikes a responsive chord in the hearts and lives of the different members of my congregation, no two of whom are alike in temperament, all of whom require different treatment."

If we are going to preach sermons, we must preach them regularly, not alone from the columns of a trade magazine, but from the forum where the people assemble. And the words must be uttered by those whom the people know, those in whom they have confidence and to whom they will pay attention.

We all realize how important it is that the tendency toward centralization of population and trade shall be overcome and the tide, now flowing out, be turned and made to flow in. Those cities which become overpopulated and overprosperous at the expense of the prosperity and size of surrounding country towns and villages are like cancers, says Hardware, which impoverish the blood and gradually devour the vital spark of our social life. We have seen this work in all ages. History brings us many instances where, through centralization of power, civilization has become cancerous and rotted to its ultimate decline.

Will the lessons we should have learned from history suffice to point the way by which we may escape the pitfalls?

If we grow ill, shall we persist in treating our systems with strong medicines when deep breathing and the proper diet would soon restore us?

If in the course of time our cities, through absorbing a greater and greater portion of the population which comes to our shores, shall establish unhealthy and unnatural standards of life, shall we persist in treating the sore spots instead of purifying the circulation and building up the system?

Let us not wait until that time, but, rather, anticipate the evils which centralization is bound to bring upon us. Who will be responsible for this centralization? The people themselves.

How will it be overcome? By educating the people. And who shall educate the people?

There is one best way to reach them, and that is through the newspapers. The newspaper is the greatest power for enlightenment which has ever blessed this globe.

Newspaper editors have a great responsibility, as they are charged with the task of moulding public opinion. There are hundreds and thousands of them who have done a great work in this line.

For some months Hardware has been striving to awaken the hardware trade to a realization of the opportunity which lies within the newspaper as a means of teaching the people and overcoming abuses which have their foundation in the centralization of trade in the large cities.

Slowly, gradually, other publications have awakened to the importance of our plan. Retail associations have taken it up.

George H. Maxwell, editor of Maxwell's Talisman, says in his paper: "There are many country merchants who see their trade gradually slipping away from them, leaving the country town and going to the great cities by the channel of the mail order trade."

"There are many country editors who see the prosperity of their towns depleted and circulation and advertising income reduced for the same reason."

"There are very few, however, who realize that their problem is a national one and that it is wrapped up in and a part of the great fundamental question whether this nation shall be perpetuated or shall be destroyed by the physical degeneration of humanity, the social unrest, industrial discontent, moral and political corruption and class hatred bred in the city slums and tenements and certain to culminate in anarchistic crimes, riotous mobs and all destroying social upheavals as the result of some long continued period of industrial and commercial depression."

"The fact is that the upbuilding of the country town and suburban village as an antidote and safeguard against the poisonous social, moral, physical and political consequences of herding millions of our working people together in the unnatural congested life of the tenements is the one great question that rises above all others in importance as a problem that this nation must solve. Unless it does solve it, it will suffer death from human degeneracy—the fate of so many nations and civilizations that have risen in the past only to be destroyed. Ours will be likewise destroyed unless we take heed in time."

"Then comes the question of the growth of towns and villages. There is where the country editors and merchants can help themselves. Once get it into the minds of the whole American people that the salvation of the

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