BUSINESS BUILDING

By DUNDAS HENDERSON

Advertising Manager of the C. E. Zimmerman Co., Chicago.

PUNCH IN ADVERTISING

WHEN you are attacked by some-one who wants to do you bodily injury, if you are the average American man, you straighten out your body and give the miscreant a direct hit from the shoulder that lays him out—a candidate for the hospital.

That is called punch.

But there are other kinds of punch. Every kind of human action originated by a human being may be strong or weak according to the energy put into it by the person. The effect of those actions on the rest of the world, or on any particular person, when those actions make a deep and paralyzing impression, is called punch. We talk about the punch of a theatrical play, meaning the strong permanent blow of its action on the feelings of the audience. A story has punch and the most ordinary clerk in your store can give punch to his daily work and life that will leave a lasting impression on the people with whom he comes into contact. It is punch that makes you successful—without punch you cannot even hope to start on the road to prosperity.

Punch should enter into every action of your life. If you pray, put punch into it. If you sell goods in your store, put punch into the selling talk. Punch shows sincerity just the same as that blow from the shoulder on the part of the man. If you look a woman or man in the face, and put punch into the arguments and suggestions you use to sell your goods, you will create an impression that you believe in what you sell and that fact alone goes a long way towards consummation of the sale.

When you look carefully over the written accounts of the men and women who have made history and been really great in all walks of life, you will find innumerable instances of punch, showing clearly that success was built on it, as much as on their other actions.

Many men and women believe all that is necessary to secure success in life is to conceive an idea or set of ideas and carry out the actions in connection therewith along well defined rules. They even become imitative and follow the rules laid down by the great men and women I have enumerated. That is the road to failure. No matter how good your plans are or well laid the methods of carrying them out, you must put punch into their execution to make them successful.

When you want to make your business a success, and you know that the highest grade of salesmanship, both inside and outside your store is necessary to that success—be sure you also allow for punch in the execution of your plans. In your publicity, for instance, you need punch in the salesmanship used. No matter what you business, you require punch in that salesmanship to impress your goods on the minds of the people and make them remember you sufficiently long and earnestly to buy. It is just the same punch as is referred to in connection with the theatrical play. Unless that play has punch it would not leave a sufficiently good impression on the playgoers to make them criticise it to its advantage. Use punch, then, in your advertisements. Punch home "straight from the shoulder" into the minds of the prospective customer and he or she will remember you longer and more favorably than all possible rivals.

As you already know, there are four points to a successful advertisement that must be made operative before it can be successful. It must capture the attention of the prospective customer; it will have to create interest in his or her mind and it must afterwards bring conviction that the goods are what they are represented to be and that they are needed by the prospect. Lastly, the advertisement must cause the actual purchase of the goods.

Any man who has studied advertising closely can very easily combine all those principles in some sort of a way, but it requires an expert to combine them successfully.

A salesman in your store may easily apply all the rules of selling to the customer that comes in, but he may not be successful through lack of forcefulness—punch. It is the same with an advertisement. You need punch—the appearance of forceful honesty and convincing power in the wording and expression of the ad to bring the results that you have a right to expect from it.

It is punch that makes all the difference between success and failure in the advertisements of our greatest retailers. It is punch that will bring success to you through your announcements.

A good way to get advertisements that have not only the necessary punch but that are constructed in every way to bring results is to buy a syndicated advertising service. This service is offered in a series of 52, one advertisement for each week in the year. Each ad is supplied along with an attention compelling copperplate cut, the illustation dawn by a high priced artist. The whole series has been constructed by an advertising expert with a national reputation who has made success for many other merchants in the same position as yourself. It would be impossible to buy those advertisements for the low price at which they are sold—from one dollar per week up—but for the large numbers of each kind that are sold to thousands of retailers thruout the country. Only one merchant in each trade is allowed to use a service in his own town.

IN THE CHURCHES

[This column is free for use of any church in the county, the only condition being that notices be written and handed in in good season each week. No standing announcements are desired, as they have little news value.]

SWEDISH LUTH. BETHEL.

Services next Sunday forenoon at 10:30 o'clock. Midweek services Thursday evening. Services in Pennock Sunday afternoon.

SWEDISH M. E.

Prayer meeting Thursday evening; Sunday morning, Sunday School at ten and morning worship at eleven. The pastor will preach on "Trial and Triumph." Epworth League at seven, Ruth Carlson, leader. Evening service at eight. All welcome.

The Ladies' Aid of the Swedish M. E. church will meet Thursday afternoon, Aug. 10, in the church on invitation of Mrs. J. J. Swenson. All the members and friends are cordially invited.

Don't forget the Young Men's Bible Class of the Swedish M. E. church has arranged for an ice cream social at the church, Friday evening, Aug. 18th. We urge all the friends of the class to come along and spend the evening.

OAK PARK M. E.

There will be no services next Sunday. The pastor will be in Colfax at that time. Sunday school is held at 10:30 a. m. A social will be held at the church Friday evening, Aug. 11. A cordial invitation is extended to all.

The Misses Ruth and Helen Edgren will give a social at the Oak Park M. E. church Friday evening, Aug. 11. Refreshments will be served. Everybody welcome.

FIRST METHODIST.

Services 10:30 a. m., 8:00 p. m.
Sunday school 11:45 a. m.
Epworth League 7:00 p. m.

Rev. J. W. Robinson of Minneapolis will preach morning and evening. Morning subject: "The Veteran Preacher and His Cause."

Evening subject: "The Methodist of Yesterday and Today."

Everybody welcome.

Evangelistic tent meetings are being held this week at Unionville school house by Rev. Sullivan, S. S. missionary, assisted by Rev. Parmeter. Everybody welcome.

Tonight, Wednesday, M. E. Ladies' Aid. "Everybody's Birthday Party." All are welcome, whether you get an invitation or not.

LUTHERAN FREE CHURCH.

Prayermeeting Thursday evening.

Morning services next Sunday at 10:30 a. m. Sunday school at 12:00 m., evening sermon at 8:00 p. m. The confermants meet Monday morning, Aug. 14, at 10 a. m. The ladies' society in the city meets Wednesday afternoon, Aug. 16. Mrs. Severt Johnson Nels Hanson will serve.

SALVATION ARMY.

Farewell services will be held Saturday, Aug. 12, at 8:00 p. m., for Cadet F. Sahlin who will leave for Chicago. Rev. A. Ostling from the Swedish Mission church will speak. Songs and music on the program. Refreshments will be served. Everybody welcome.

Successful Ice Cream Social.

The ice cream social given at the home of Albert Hanson in Dovre was a great success.

The vocal solos by Miss Holland, and the music given by Prof. Johnson, Prof. Swalin and Miss Esther Swalin all met with applause from a very large and attentive crowd.

Prof. Gustavus Johnson from Minneapolis is the greatest pianist in the Northwest. Prof. N. B. Swalin is the well known violinist from Willmar.

News Notes From Neighbor Towns.

F. E. Wheeler, postmaster at Appleton, has resigned, and of his own accord.

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Dassel will vote on the question of issuing bonds for a new city hall Aug. 22.

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The Minneota Mascot makes a "guess" that Frank Clague will enter the lists against Congressman Volstead.

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The three-year-old son of Carl Schmidt of Renville was run down by an auto on the street last Wednesday evening and died two hours afterwards.

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Theo. Johanson's barn in the township of Louriston, 32x70 feet, blew down in a storm July 30, killing 4 cows, and Theo. Johnson's barn in Pillsbury, 32x60 feet, was struck by lightning and burned the following day, Monday.

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Wm. Dennstedt and family of Fairmont, N. D., came down in their auto last week for a visit at the Dennstedt and Hanson homes. They left Tuesday for Willmar to visit other relatives on their return.—Olivia Times.

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Attorney C. A. Fosnes expects to start east Saturday of this week. His objective point will be West Point, where he will visit his son Carl, other places of interest will be visited during his extended vacation.—Montevideo Commercial.

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Here is a fish story published in the erstwhile reputable Litchfield Review: Miss Pearl Richardson of Howard Lake had a unique experience recently. While rowing a boat in the lake near there a two and a half pound black bass leaped from the water squarely into the boat.

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The new dam at Granite Falls has been completed and is said to be the finest on the Minnesota river. It is 300 feet long and gives fourteen and a half feet head. The structure is of reinforced concrete and rock, and is strong enough to stand a thousand years, more or less.—Dawson Sentinel.

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Miss Lillian Johnson, who has been visiting at the home of her sister, Mrs. F. Van Houten, returned to Minneapolis last week following the return of Mrs. Van Houten from a couple of weeks' visit with friends in Minneapolis and elsewhere.—Breckenridge Telegram.

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A tramp harvest hand was paid off by Fred Santzer at Renville the other day by check for $7.65. He raised this to $77.50 before presenting the check for payment at the bank. J. H. Dale, in the bank, had his suspicions aroused, got in touch with Mr. Santzer and had the stranger arrested. It took several men to get hand-cuffs onto the fellow. He is now boarding with Sheriff Vick at Olivia.

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T. P. McIntyre is building a summer cottage on the north side of Kandiyohi lake and he and Mrs. Mc Intyre expect to spend the next month there. W. B. Strom of Hector will build a cottage near the Mc Intyre and Heins cottages also and, with others intending to do likewise, Kandiyohi lake bids fair to become the most popular resort for Renville county people.—Olivia Times.

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Waseca became a "wet" town July 1, after one year of no-license. A merchant says thru the Herald: "There has not been the slightest difference in sales, nor will there be. I saw three drunken men on our streets in six months previous to July 1 and it is no exaggeration to say that since that date I have seen three hundred such. On July 4 our celebration degenerated into a noisy, loathsome orgy by men who were rejoicing over the return of the saloon."

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Senator Knute Nelson has them all guessing. He has announced that he will not care for a re-election as U. S. senator, but will defer his decision until he gets back home and consults with his friends. Whether he runs or not next year's primary election will be a memorable one, for it will be the first one in Minnesota where the people themselves will have the opportunity to vote directly for their choice for senator.

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Two Gabrielson brothers of Lake Lillian narrowly escaped drowning in Kandiyohi lake Sunday night. The boys were out rather late in a gasoline launch and were on the lake when the storm came up. According to reports received at the Times office they left the boat, after providing themselves with lifesaving devices, and for several hours battled with the waves as they tossed high in the storm. The boat is said to have sunk during the storm, and the escape of the young men is considered miraculous.—Olivia Times.

—The—
ETHEL REED SCHOOL OF MUSIC
PIANO. VIOLIN AND VOCAL
Special Courses in Normal Training for Teachers
Kindergarten Work and Lessons in Harmony
Willmar, Minn. 26p

Tribune Wants Will Help You.

Under a Curse

A New Orleans Girl Is Led to Commit a Crime Unconsciously

By DOROTHEA HALE

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New Orleans during the early part of the nineteenth century was a gay city of a foreign type. It was a miniature Paris. The people, mostly of French extraction, were ready to dance or fight with equal zest. They were all high strung and the slightest provocation was sufficient to send two men off to a wood on the outskirts of the city, where they settled the matter with weapons.

There came at this time from France an old gentleman, Francois Desoix, and his daughter Antoinette. Whether or no, she having been born not long after the ill fated queen of France lost her head, Antoinette's father, who was a stanch royalist, gave her the name in honor of the sovereign he adored I cannot say. Nevertheless, this story indicates that there was a malign influence hanging over Antoinette Desoix.

It was generally understood that Desoix dropped a title on leaving France and that he was an emigre—one of those royalists who fled at the time of the revolution to save their heads. His wife had died abroad, and his daughter was his only consolation. She had been born and lived in the south of France, and her nature partook of the climate. Later she and her father had lived in Paris.

In those days certain functions were in vogue in American cities that have long ago passed out. Soirees were given by the proprietors of hotels and were attended by the elite. At one of these which took place at the St. Charles hotel Antoinette Desoix, who was always attended by her venerable father, was the belle of the evening. A trifle under the medium height, slender of figure, a pronounced brunette, she was rather a petite than a grand

SHOT HIM THROUGH THE HEART.

beauty. Her principal power lay in her eyes, into which she could throw almost any kind of expression.

Three young men were her principal attendants at the St. Charles ball—Edouard Durier, Antoine Marcel and Paul Chambers. The first two were French, as their names indicate. The third was a native of Virginia. Durier enjoyed the reputation—at that time an enviable one—of having killed more men under the code duello than any man in Louisiana.

No one knew which of these attendants upon Antoinette Desoix was favored by her. The men at least were ignorant, but the women who observed her said that Chambers was the favorite. Nevertheless, at this ball she chose to bestow her smiles on Antoine Marcel. Chambers, who was very much in love with her, found it difficult to confine his expressions of discontent to her, showing considerable antagonism to his rival. While Marcel was waltzing with Antoinette, Chambers, who was crossing the ballroom, unintentionally got in the couples' way. Marcel, who took the matter as an affront, bumped against him. As soon as the dance was over Chambers sent Marcel a challenge.

It would seem to us in this less quarrelsome age that a collision in a ballroom was a very senseless cause for two men to try to shoot or stab each other. The episode was not the real cause; it was rivalry for the favor of a woman—a woman who knew well which of the men she preferred, but would not make it known. The trouble having started was destined to become more complicated.

The bumping between Marcel and Chambers occurred early in the evening. Mlle. Desoix was perfectly aware of what had taken place and the results of the bumping. It happened that for the next dance she was engaged to Edouard Durier. While sailing over the floor with him she saw Marcel looking at her. Raising her eyes to Durier she threw into them one of those expressions she could call up at will, this time indicating adoration.

Marcel chose a partner and, spinning on the floor with her, crossed the path of Durier and Mlle. Desoix, with the result of another bump. Durier considered it an accident, which it really was, and did not notice it.

"M. Marcel," said Antoinette, "is very careless tonight. I do not see why, because I choose to dance with you, he should show his spleen in that way."

"Do you mean, mademoiselle, that he got in our way purposely?"

There was no reply to this, so Durier acted on the principle that silence gives consent, and as soon as he had finished the dance he sent a demand for an apology to Marcel. The latter was in no mood to apologize to the man who had so suddenly supplanted him, so there was another duel on the tapis—two duels, the pretended cause of each being a bumping.

Fate decided to complicate matters still further between the three rivals. After the last dance Mlle. Desoix while still on the arm of Durier in passing Paul Chambers smiled on him. He at once advanced and asked her for the next dance.

While Chambers and Antoinette were gliding over the waxed floor another bump occurred. Whether it was accidental or not there is no way of knowing, but one thing is certain—it was not in the program of Mlle. Desoix. Durier and Chambers, both dancing, collided back to back. Durier turned and, seeing that another of mademoiselle's cavaliers had bumped him, took it for granted that he, too, intended to insult him. Thoroughly angered, after the dance he sent a demand for an apology couched in such terms that no true man could apologize and (at that time) maintain his self respect.

The duels resulting at these functions were usually fought after the ball. Just before the dancing ended a group of young men went to a room upstairs to take measures for fighting out the affairs that had occurred during the evening. It was found that Marcel and Chambers had a bump to settle and Durier had a bump to wipe out with each one of them. The question was which should fight first.

The seconds were constituted an executive body to consider the matter and decide it on its merits. They concluded to arrange it according to priority of bumps. Marcel and Chambers had made the first bump; therefore the first fight should take place between them. Whichever lived should settle the next bump with Durier. This and the preliminaries to the fights having been settled, carriages were called and the party were driven to the dueling wood to meet at dawn, which was already breaking.

Marcel, being the challenged party, chose pistols. He was a better shot than Chambers and calculated on a victory. But he knew that whoever won in this first encounter was sure to be killed by Durier. This took away his nerve, and he missed his man. Chambers shot him through the heart, killing him instantly.

This left Chambers to settle the next bump with Durier, who magnanimously left the choice of weapons with his opponent. Chambers chose pistols. The two had taken position and the signal was about to be given when the rattle of wheels was heard, a carriage swung into the wood and Antoinette Desoix stepped out.

The first object that met her eye was the dead body of Marcel. With a shudder she turned quickly from it to the two men ready to fight. They looked at her in unaffected surprise.

"Gentlemen," she said, "I have a confession to make. By piquing you, Mr. Chambers, I intentionally caused an enmity between you and him"—pointing with an agonized expression toward the body of Marcel. "Then, to save you, Mr. Chambers, I brought on a quarrel between him and M. Durier, knowing that M. Durier was invincible and expecting that he would cancel the fight between you and M. Marcel. The collision between you two gentlement was accidental, neither I nor any one else being accountable for it. I implore you to end the matter here."

There was a silence for some moments, which Durier broke. "What say you, Mr. Chambers?"

Chambers did not reply at once. He was thinking. Finally he said to the girl:

"Had you come in time to prevent the first fight all would have been well. As it is, neither M. Durier nor myself can honorably permit one of us three men concerned to suffer alone. We must proceed."

In vain the girl implored them to desist. The seconds begged her to leave the ground. She would not. Chambers called for the signal. It was given. Two shots rang out together. Chambers fell dead and Durier mortally wounded.

Antoinette gave a shriek and fell in a heap.

The story of how Antoinette Desoix, yielding to a feminine idiosyncracy to pique the one man she loved, placed him in a position where she was liable to lose him, then brought about a quarrel between his opponent and a man who would be quite sure to put that opponent out of the way, gradually permeated New Orleans society. Some thought her demented, some considered her a fury, some merely a woman who had become entangled by her own petty foibles. The case, peculiar though it was, caused only a ripple on the gay society of New Orleans, and Mlle. Desoix and her triple duel were soon forgotten.

Her father, upon whom when a boy the execution of the queen, for whom Antoinette had been named, had produced so marked an effect, had a different feeling from all these. In the blood his daughter had spilled he saw a curse resting upon her in the name she bore. He placed her in a convent, from which she never emerged. There through long years she explated what she never ceased to consider her crime. She never could understand how she had been led into its commission.

Material For His Story.

Magistrate—You are accused of stealing six reams of paper, three gallons of ink and five gross of pens. What have you to say to the charge? Prisoner—Your worship, I am a novelist, and I was merely collecting material for a new story.

Newfoundlanders.

Newfoundlanders are said to have the finest physique of any English speaking people.

Gulbrand Wangsness has taken employment at the Rembrandt photo studio.

Look Here! Stamp Photos of yourself in 4 positions, 24 for 25 cents, 2nd floor, 106 Fourth St. 1p

Post Card Photos of yourself, 4 for 25 cents, this week only, 2nd floor 106 Fourth St. 1tp

The Norwegian Runestone Verdict.

The following article from one of Willmar's distinguished citizens appeared in last night's Minneapolis Journal:

To the Editor of The Journal.

The adverse verdict on the Kensington runestone by the Norwegian professors, as reported in The Journal, comes far from being a satisfying settlement of the question as to its genuineness. It will simply open the discussion and help to reveal the facts from which a just conclusion can be reached.

That the learned professors of Christiania should not want to go on record as declaring that the stone is genuine was only to be expected. Let us put ourselves in their places. Would we not reason like this:

"America is a land of humbugs. We do not forget Dr. Cook and his Copenhagen reception. It is very likely that some sharper in America has faked this stone. Now they want us to say it is the real thing. After we have committed ourselves, the faker may turn up and the whole world will give us 'the merry ha, ha!' We will not be caught by these sharp Americans."

In this runestone case the great unprofessional public is the jury, eagerly grasping for evidence for or against. The philologists and runologists are called in to give expert testimony. The public wants their facts and their deductions; but will not accept their conclusions as final. The verdict is for the jury to find.

Norway's college men find insuperable objections in the language of the stone. An examination of these objections proves them to relate only to minor details, such as the splitting of an infinitive or the misplacing of a preterit. The jury will take all these objections for what they are worth.

If the stone was real the writer was a simple Norse sailor who wrote as he spoke, and who would not have known a preterit from a pretzel or an infinitive from an affinity. On the other hand, if the author lived in our own time he must have been a student of runes, of history, of geology, of geography, and especially of the topography of the region where the stone was found. Would not such a consummate genius in the art of fraud first of all take pains to make the language conform to the style of the known writers of the Fourteenth century?

If America is a land of humbugs, its people have also developed a keen sense for detecting humbugs (except in the matter of European art works) and would have found some clue to this imposter, if such a one engraved this runic tale. What person, who has watched the fierce light of publicity beat upon this runestone during the last twelve years would not have remembered it, if he had ever met a man who could write the ancient Norse runes?

To the unscientific person the reports on this find by Winchell, Upham and the other members of the State Historical society are convincing, because they have the earmarks of broad and comprehensive investigation, sound reasoning and common sense. The snapshot verdict of the Norwegian experts lacks in all these elements, and will carry conviction to no man who relies more upon his own reasoning powers than upon a European diploma.

Martin E. Tew.

Willmar, Minn., Aug. 5.

Following a Custom.

An American traveler in Russia unearthed a relic of Catherine the Great, which amusingly illustrates the conservatism of the Russians. One day in crossing a bridge she noticed that the half dozen wooden images upon pedestals which ornamented it were weather worn. "The statues must be repainted," she said. The next day a painter was set to work, and every year afterward while the empress lived she gave orders to have them repainted. At her death it had become an established annual custom, and today the poor statues, covered with more than a hundred coats of vermilion paint, have no resemblance to anything but ungainly blocks of wood.

The Most Beautiful City.

To ask for the name of the "most beautiful city in the world" is to ask a very large and difficult question There are a great many very beautiful cities in the world, each of which would get its votes were the contest to arise. Lovely places are to be found by the score in every country of the east, but if put to the vote of travelers it is probable that Palermo, Sicily would win out. It may be that there is a more beautiful city in the world than the Sicilian town, but it would be exceedingly difficult to name it.—New York American.

An Apt Pupil.

A native Hawaiian woman called on the attorney general at Honolulu the other day to complain of the bad language used by the child of a neighbor in the presence of her own tots. "How old is your neighbor's child?" queried the attorney general. "About six," replied the woman. "I shouldn't think that a child of that age could use much bad language," remarked the attorney general. "You ought to hear him!" exclaimed the woman. "Why, he can swear just as good as his father."—Exchange.

Wanted Details.

"It was like this," said the private citizen. "Just as the three burglars crawled in at the kitchen window the clock struck 1 and"—

"Excuse me," said the great detective, "but which one of the three did the clock strike?"

Miscellaneous Want Column

FOR SALE—Ewes and lambs. Inquire of E. Day Raymond, Minn. 25-3

WANTED—Willing boy at the Ideal Bakery, next door to postoffice.

FOR RENT—120 acres of hay land. Inquire of Anderson Land Co. 20tf

HOUSE FOR RENT—On east Becker avenue. Inquire of C. Hennings. 24-tf

FURNISHED ROOMS, 329 Becker Ave. Reasonable rates. Use phone free, etc.

ROAD TEAM FOR SALE—Good drivers Inquire of C. F. Akerson, Pennock, Minn. 12f

PIGS FOR SALE—By H. P. Jensen, Pennock Farm on west side of St. Johns Lake, Dovre & Mamre Tel. line. 12fp

WORK WANTED—Competent girl wants house work by the day. 824 First street south.

LOST—Automobile crank. Between Willmar and Spicer. Finder please leave at Tribune office. 26-1

FOR SALE—Five or ten acre tracts near city limits. Inquire of Anderson Land Co., Willmar, Minnesota. 5f

FOR RENT—Three rooms, suitable for light housekeeping; also one furnished room. Inquire first door west of Scientist church on Trott Ave. tf

WANTED—A number of loans on Kandiyohi County farms in which to invest our Savings Department funds No better security 'outdoors." Kandiyohi County Bank. 13f

FOR SALE—My four passenger Queen touring car, 18 horse power, in fine shape, for sale at a bargain. Address C. M. Johnson, 403 12th St. N. Willmar, Minn. 8f

WANTED—To loan money on land, at very low rate of interest and on terms so the borrower may pay part or all of the principal on any interest payment date. A. P. Adams, Willmar, Minnesota. 45f

FOR SALE—Confectionery and grocery store building, stock and fixtures at Kandiyohi, as owner intends to move. Will sell building and stock separately, if desired. Inquire of August Gabrielson, Kandiyohi, Minn. 25-tf

FOR SALE—Two-story, solid brick store building, 25x80, village of Atwater. All occupied and leased at good rental. Building modern, with steel ceiling, wire glass windows, elevator, and cement floor basement. Might exchange for good land. Also have for sale a set of counters. L. E. Covell, Atwater, Minn. 23tf

STEAM HEATED Rooms for rent. Inquire of R. W. Stanford, Postoffice building. 4f

WANTED—Two girls for laundry work Apply at once. Willmar Steam Laundry. 16f

FOR SALE—Farm of 120 acres, 1½ miles from Spicer, Minn. Bargain for quick sale. Inquire at Tribune office. tf

WANTED—Competent girl for general housework. Mrs. E. D. Woodcock, 402 First Street. 26tf

WANTED—Lady or gentleman of fair education to do some home work in or outside of Willmar. Salary $15 per week; experience unnecessary. Address Miss Verna Schmidt, Gen'l Del'y., Willmar, Minn. 26-1p

LOST—Gold necklace with cross and baby ring, either on 3rd Street or Benson Avenue. Finder inquire at this office. 26-1p

FOR SALE CHEAP—n½, 9-118-36, close to Raymond. This is a dandy farm, well improved and can be bought way below its value. State National Bank, Iowa Falls, Ia. 24-4t

INSURE your buildings, live stock, machinery, and farm products for indemnity against loss or damage by cyclones, tornadoes or windstorms in the Minnesota Farmers' Mutual Insurance Co. Cost very low. Write or call on A. E. Anderson, agent, Atwater, Minn. Route 3. 24-tf

FOR SALE—A beautiful place on west shore of Green Lake. Eight acres, 3½ acres broken, fine orchard and ornamental trees. 8-room house, wood shed, barn and buggy shed, 4 acres pasture. This is a good snap for somebody. Address William Olson, Spicer, Minn.

FOR SALE or TRADE—2800 acres wild and improved land in tracts from 40 acres and up. Will consider city lots or property in trade or as first payments. Also ten residence properties in Willmar for sale from $1,200 to $5,000. G. A. Erickson.

BOYS

ONE SHARE OF TWO THOUSAND DOLLARS

I shall give to every boy who sells to ten of his friends a standard five-cent article each week this summer. In ADDITION to the big prize A REGULAR INCOME is assured. I'll tell you how. Make a list of the ten names and addresses. Bring it with you. You needn't miss a ball game or fishing trip. Bring your parents if you choose. Come early.

George Brogren,
702 7th St., South,
Willmar, Minn.

Gives Lie to Place-Hunters.

Miss Edith A. Kassing, for ten years connected with the Red Wing training school, testified in behalf of Superintendent Frank A. Whittier in the Board of Control investigation Tuesday, emphatically contradicting the testimony given by several girls who have described the punishment they received while at the training school. Miss Kassing declared positively that she never allowed a girl to receive more than twenty-five blows when being punished, had never allowed a girl to be punished with her clothes off, that no man was ever present when punishment was inflicted on a girl, that punishment had never been inflicted with a harness strap or tug, and that punishment had never been inflicted from motives of revenge, but only for the purpose of maintaining discipline. Punishment always ceased, she said, as soon as a girl exhibited a repentant spirit, and seldom were more than eight or ten blows given. Punishment was always with a ruler, a slipper or a piece of rubber hose She denied that Margaret Burns had ever been punished on the bare body.

The item above is from the Twin City dailies and relates part of the testimony given by Miss Kassing in the hearing for the removal of Superintendent Whittier of the state training school at Red Wing. Miss Kassing is the eldest daughter of T. Kassing of this city and her evidence would be very convincing to a jury composed of those who know her here.—Waseca Herald.

A Lost Battle For Sure.

A private soldier who had fought bravely during the Boer war had occasion to seek employment of a well known general. This private had had the misfortune to lose his nose while in action. The general was so tickled with the appearance of the man that he burst into loud laughter, to the discomfiture of the soldier. When his laughter had subsided the general said:

"My good fellow, where did you lose your nose?"

"I lost my nose, sir," said the nettled private, "in the same battle that you lost your head."

He Heard Pa Tell Ma.

"Your hair isn't wet," said little Tommy to Mr. Flyer, who was calling.

"No, of course not! What made you think my hair was wet?" he asked, very much surprised.

"I heard pa tell ma that you couldn't keep your head above water."

WILLMAR MARKETS

Corrected Aug. 9, 1911.

Prices on creamery butter, flour, bran, shorts and apples are dealers' selling prices, all other are prices paid to producers.

Willmar Elevators are paying two cents above market prices.

Wheat, No. 1 Northern	97c
Wheat, No. 2	95c
Wheat, No. 3	91c
Wheat, No. 4	88c
Wheat, rejected	81c
Wheat, No. 2 Velvet Chaff	92c
Wheat, No. 3 Velvet Chaff	88c
Wheat, No. 1 Durum	88c
Wheat, No. 2 Durum	86c
Wheat, No. 3 Durum	83c
Wheat, No. 4 Durum	80c
Oats	32c to 35c
Barley	62c to 78c
Rye	67c to 72c
Flax	$1.70 to $1.90
Corn	54c
Flour, fancy	$3.15
Flour, straight	$3.05
Bran	$26.00
Shorts	$29.00
Potatoes	1.25
Beans	$2.50 per bushel
Cabbage	3½c per pound
Eggs	14c
Butter, separator	22c
Butter, dairy	20c
Butter, creamery	23c
Onions	5c per pound
Lambs	$4.50
Sheep	$2.50 to $3.00
Chickens	6c to 13c
Beefsteers	4.00 to $5.00
Beefcows	$3.00 to $4.00
Veal calves	$4.00
Hides	6c
Hogs, live	$5.50 to $5.75

Russian Justice.

"It is next to impossible to obtain justice in Russia," said a man who had experience there, "and how clearly the Russian proverbs show this!

"'Offer to heaven a prayer, but to the judge a purse,' one wise Moscow saw says.

"'The stronger is always in the right' is another pregnant saying of Nijni Novgorod.

"'What are laws to me if I know the judge?' is a Petersburg proverb that tells you all you want to know about the Russian courts."—Washington Post.

Telephoning in China.

In China when the subscriber rings up exchange the operator may be expected to ask:

"What number does the honorable son of the moon and stars desire?"

"Hohi, two-three."

Silence. Then the exchange resumes: "Will the honorable person graciously forgive the inadequacy of the insignificant service and permit this humbled slave of the wire to inform him that the never-to-be-sufficiently-censured line is busy?"—Cleveland Plain Dealer.

Lightning Rods.

Some knowledge was possessed by the ancients 400 B. C. of the effect of iron rods in averting lightning.