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I Can Show You How to Make Big Money How to Build Your Foundation

I WANT to show you how you can make your brains work and earn for you money. Through my scientific instruction hundreds of young men—farm hands and clerks—have been enabled to reap immense profits from their labors. You can do as well. Your chance is as good as theirs was. This is the age of real estate investments.

No matter where you are located I will teach you how and make you my special representative. Write today for my free book, "The Real Estate Business and its Opportunities," telling how to start a successful real estate business. This book contains letters from many who have started without money or experience and have made a success without help. Ask for the book NOW—TODAY. We incorporate all the best modern methods.

Included in this package will be a pamphlet—telling what my settlers have accomplished—by scientific and intensive farming on their 10, 20, 40 and 160 acre farm homes on Copita Prairie. When you get this information which contains the facts—as to THE OPPORTUNITY I AM OFFERING YOU—to make money with me, I will take my chances as to whether you will say "Hurd is Wrong," or "Hurd is Right," as it won't interfere with our feelings or friendship, neither will you be under one cent of obligation to me if you never enroll for my instructions or if you never write to me again.

My six weeks course of lessons and lectures will teach you every branch of the business including salesmanship. I want you to know about our splendid plan and our co-operation that co-operates. If you are ambitious and want to engage in the best profitable business on earth, fill out the coupon and send for my free book—As a farmer boy I started without capital. I have started hundreds of others the same way who are now successful.

A practical business training that is not taught in the schools and colleges of today. Every young man should have this course of instruction even if he never intends to engage in the business.

THE PROOF

"I have gained much knowledge of the business by taking the course, and I know others can do the same. My money which I paid for it was well invested." E. V. SCHROEDER, Lebanon, Kansas.

"I cannot estimate the great benefit I have received and will continue to receive, and I appreciate the honesty manifested and the kindness shown your pupils." MRS. KIZZIE G. SNYDER, Cheyenne, Oklahoma.

"A good investment for anyone to take up, whether they intend to go in the real estate business or not." F. M. FRAZIER, Cisco, Utah.

"I have gained a great deal of valuable information and if I avail myself of the instructions I will make thousands of dollars." J. R. CARROTHERS, State Manager, Rand McNally Co., Lincoln, Neb.

"The general knowledge which you give is well worth the cost of anyone, and I heartily recommend your school of instruction to anyone who wishes to gain good practical information." GEO. W. HERRINGTON, Delta, Idaho.

"My opinion of your lessons, all the way through, is that I don't think they could be beaten, they make everything plain from start to finish." J. KEELY, Union, Oklahoma.

"I stand ready to recommend your course to anyone at any time I may have an opportunity to do so." GEO. F. LEESEBERG, Baldwin, N. D.

"Your first lesson is certainly an eye opener as it contains the elementary principles necessary to a beginner in the business." THOS. P. BRANKIN, M. D. V., Joliet, Ill.

"The advice and instructions given by the President in his supplementary letters which accompany each lesson I think are worth the price of the course." MAC COLLIER, Marshall, Ark.

We have 2,000 indorsements from others who have taken our course, hundreds of whom have since made a phenomenal success of the Real Estate Business.

AS TO OUR RELIABILITY WE REFER BY PERMISSION TO THE FOLLOWING:
GATE CITY NATIONAL BANK, Kansas City, Mo.
FALFURIAS STATE BANK, Falfurias, Texas.
FIRST NATIONAL BANK, Eagle Lake, Texas.
WE ALSO REFER YOU TO ANY COMMERCIAL AGENCY OR ANY LEADING BUSINESS HOUSE IN KANSAS CITY.

We will send you letters and affidavits for the asking that will establish your confidence in me and my company.

I KNOW that every natural man has the ability—give me the opportunity and I will develop your talents in the real estate business. I will show you that opportunities for success are almost without number. I will undertake to qualify you and to pick out the opening. Master my teachings and your rewards will be proportion to your efforts. Never in the history of the world have the chances for achievement been so great as they are today.

Now just a minute while I give you a few facts. Perhaps many of the readers of this paper know me already, but to those who do not, I want to say that I have been doing a national and international Real Estate and Emigration business out of Kansas City and Chicago for over twenty years.

My co-operative organization is the greatest of its kind in the world—made so by my special representatives in all parts of the United States, Canada and Mexico.

I have built up many communities in the western countries. I am familiar with the immense opportunities that our Western States and Central West still hold in store for the rising generation of our nation. Of the enterprise in which I have been engaged I am now building the biggest one of all. I am in position to render a service to many of the young men of my country. Will you be one of them—one of the first to act? Let my program act as a Pathfinder to your success. Fill out coupon and mail it to me today.

CUT THIS OUT AND MAIL IT TODAY.
GRAY REALTY COMPANY, Date
569 Dwight Bldg., Kansas City, Mo.
Gentlemen:—Kindly send me your Free Book and Literature about your co-operative course of instruction. This is to be sent to me without any cost whatever and without any obligation on my part of any kind.
Name _____
City _____
R. R. _____ State _____

SOUNDS INTERESTING, DOESN'T IT? Don't you often get tired and disgusted, working as hard as you do with such little chance of advancement, and what do you get for it?—JUST A LIVING—Now, isn't this true? I say I CAN SHOW you how to branch out, start a business of your own, with practically no capital, and make a big success. Just get the red blood in your veins to moving and go after it tooth and nail—It is your opportunity—just what you have been looking for. TODAY it is yours—yes YOURS. You know as well as I do that this is the age of real estate. People are realizing more and more forcibly every minute that real estate will never be any cheaper, it is going higher and higher and making men rich—You know these to be facts, you see the shrewd men of your locality buying real estate. You can't show me a man who has no ambition and is satisfied with his present condition who ever achieved success. If I had been satisfied working in a factory in Monmouth, Illinois, I would be there now. The discontent with what you are doing now, and the ambition, grit and determination to accomplish more is what brings success, and the time to start and build your foundation to success is RIGHT NOW.

HERBERT HURD, PRESIDENT, KANSAS CITY, MISSOURI

GRAY REALTY CO.

TUESDAY TOPICS.

William Neuman returned to Stanton.
W. J. Stadelman returned from Columbus.
A. L. Killian went to Chicago on business.
E. P. Weatherly went to Verdigris on business.
Clare Blakeley went to Omaha for a short visit.
J. J. Clements returned from a trip through Texas.
Mr. and Mrs. Oscar Phillips have returned to Rock Rapids, Ia.
Mr. and Mrs. Frank Melcher have gone to Chicago on a combined business and pleasure trip.
J. B. Maynard has gone to Ainsworth and other points on that line on a business trip. He will return Saturday.
I. M. Macy is reported quite ill.
Horn, to Mr. and Mrs. John Messerle, a daughter.
Martin Froelich has moved from Second street to South Fifth street.
Miss Mattie Carstenson has accepted a position with the A. L. Killian company.
An adjourned meeting of the city council will take place at the city hall this evening.
H. P. Gray was appointed rural carrier to take the place of John Cronk, who resigned. Mr. Gray starts on his route March 1.
A. N. McGinnis left at noon for Richmond, O., where he was called by the sickness of his only sister, who is not expected to live.
The stock of J. D. Sturgeon, which has been taken charge of by Constable Finkhouse, will be sold at public auction this afternoon.
The First Congregational Ladies Aid society will meet Thursday afternoon at the home of Mrs. P. H. Salter, with Mrs. G. B. Salter assisting.
The Methodist ladies will meet with Mrs. Westervelt for a social afternoon February 17. Other arrangements had been made to meet with Mrs. Weaver, 413 South Ninth street.
The Wide Awake Bible class of the Methodist church will hold their regular business and social meeting at the residence of W. Adams, on South Fourth street, this evening.
W. F. Hall has received a letter from a Bloomfield baseball player, who wishes a position on the Norfolk team as a pitcher. Mr. Hall says he is done with the baseball management.
Comic valentines played a prominent part among the regular mail which was handled through the local post office. Hundreds of the comic papers were received by Norfolk people from all over the country.
Herman Ahlman, who has just completed his course in music in the east and recently finished a successful concert tour in the largest cities of Illinois, Minnesota and Wisconsin, is in the city for a visit with his brother, W. M. Ahlman.
Funeral over the remains of Mrs. Christina Baureidel, who died sudden-

ly last Friday morning, took place at the family home Monday afternoon at 3 o'clock. Rev. J. P. Muelter held services, after which interment took place at the New Christ Lutheran cemetery.
A cold wave swooped down from the north on Tuesday, and with it the severest gale of the winter. It was just such a wind as, a year ago this February, accompanied the blizzards which made last winter memorable. Janitors of many buildings were caught napping, and heat was at a premium.
Hundreds of valuable gowns were badly soiled yesterday by the frightful condition of Norfolk avenue. Many women walked up and down the street and often took to the middle of the street in search of a suitable place to cross to the other side without wading through ankle deep mud. It was a live argument for paving.
J. J. Clements, who recently returned from Texas, where he spent a month, says his Madison county land is more valuable to him than any of the Texas land. Many good chances are offered in Texas, he says, but there also is much poor land. Mr. Clements expects to make another visit to Texas, where he has purchased land.
Guy Livingstone, son of W. H. Livingstone of the Junction, who fell off the county line bridge as a result of a jar of the hammer of a pile driver, had an X-ray photograph of his left hand taken at Dr. P. H. Salter's office. It was found that the hand was broken and not only sprained, as at first believed. Livingstone was in the employ of the Omaha Bridge Construction company at the time of the accident and it is believed a suit will be filed against that company by him.
FOR FEDERAL TAGS ON MOTORS.
Legislation Proposed by the A. A. A. Will Facilitate Interstate Touring.
Washington, Feb. 16.—To urge upon congress the proposed law for federal registration of motor cars and to promote uniform motor vehicle legislation in the states, a national legislative convention under the auspices of the American Automobile association will begin here with a preliminary meeting tomorrow.
Senator Depew will open the convention formally on Tuesday morning with an address. Senator Rayner of Maryland, Senator Beveridge of Indiana and Vice President Sherman have been asked to speak at some of the sessions.
It is the purpose of the federal registration to allow a motor car owner, after complying with the requirements of the motor laws of his own state, to obtain federal registration at a nominal fee, which will permit him to motor or through any state in the union without paying a succession of taxes and making a series of registrations.

Earth, Yet It's Gaseous.
Chicago, Feb. 16.—Persons who fear a collision between the earth and Halley's comet, which is coming toward us at the speed of several thousand express trains, will be more scared than ever when they learn that the visitor is about one million times as big as our own little planet. However, there's no fear, says Prof. Edwin B. Frost, director of Yerkes observatory, for old Mother Earth will not be affected by the comet, because it is made only of gaseous materials, and not solids.
Professor Frost was being questioned about a circular sent out by the Astronomical and Astrophysical society of America, which is to send an expedition to the Hawaiian islands to observe the comet.
The circular says:
"In view of possible large perturbations arising from the close approach of the comet to Venus on May 1 and to the earth on May 18, meridian observations are especially desired during the period in which the comet is sufficiently bright for that purpose."
"What are these 'possible large perturbations'?" Professor Frost was asked.
"That merely means," was the reply, "that on those dates the comet will be near enough the planets mentioned to be affected by their attraction."
"Will that affect the orbit of the comet?"
"It won't affect the orbit of Venus or of the earth, but it is likely to affect the comet's orbit. That is one reason why we want to get meridian observations, which will show almost exactly these orbital changes."
"There will be an interesting spectacle, by the way, on May 1, when the comet is near to Venus. The planet and the comet will be practically the same distance from the earth and everyone will be able to see their relative size."
"And the comet will, of course, appear much smaller?" the suggestion was made.
"Oh, by no means! The comet's bulk exceeds that of Venus about one million times. It is not solid matter, however. It is gaseous and its mass is comparatively slight. Therefore, its attraction will not affect the planets, while the solid, heavy planets are likely to affect it a good deal. The earth and Venus are about the same size, so that the earth, too, is about one-millionth of the size of the comet."
"The close approach of the comet to the earth," continues the circular, "promises unusual opportunity for a study of the physical conditions that obtain in such a body and, as an indispensable basis for such study, the committee recommends a photographic campaign as long and as nearly continuous as possible. The comet's close proximity to the sun's direction at the time of maximum brilliance imposes serious limitations upon this program and widely extended co-operation will be required throughout the whole cir-

cuit of the earth if this idea of a continuous photographic record is to be even remotely realized."
A TRACKLESS TROLLEY SCHEME.
Cars May Run All Over the Street Through Vienna Man's Invention.
Vienna, Feb. 16.—A new transportation scheme is being tried here—a system of trackless trolleys. Instead of eliminating the air in their building arrangements, as did the Americans who turned the old-fashioned horse car into a "cable" car, the Austrians are eliminating the ground and the cost of miles of rails. The experiment is said to be proving most successful.
Herr Ludwig Stoll, an official of an Austrian motor company, has invented the system. In his cars the current is taken from overhead by flexible cables, and not by a stiff pole. The current collector is a frame with two small grooved wheels on each side. One pair of wheels runs on the positive, the other on the negative wire, and the cable is suspended from the center of the frame, from which point also is suspended a weighted pendulum which keeps the wheels well pressed down on the wires.
In fact, with this flexible means of taking the current, the car can move as far as sixty-five feet away from the current wire. Moreover, when two cars are running in opposite directions over the same line, neither one is compelled to wait and lose time on a switch, as so often happens on the ordinary single track trolley line. With the Stoll system, when two cars meet, the drivers simply interchange the trolley conduits by detachable contact boxes, an operation requiring only ten seconds and possible at any point along the route. And as the flexible cable never slips off in the familiar and exasperating fashion of the American pole, there is a saving of other unnecessary stops and consequent loss of time.
Council Talks of the Paving.
The city council last night adopted a resolution that the city will pay for hauling surplus dirt out of Norfolk avenue, preparatory to paving, and that the city will pay for paving street intersections. A bond election will be called for this.
The council having thus removed the last remaining objection presented against paving, it would seem that names which have been withheld until these points were cleared up are now about due on the petition.
Although the mayor had issued a request that all property owners who cared to ask any questions regarding the paving, be present at this meeting, there was only one on hand. It is assumed that there are, therefore, no questions concerning the paving which have not already been satisfactorily answered.
An amendment to the water and sewer ordinance was passed at second reading, as was also the ordinance

prohibiting switching on Norfolk avenue.
Must Make Connections.
The sewer and water amendment provides that connections on Norfolk avenue, in the proposed paving district, must be made up to the curb within ten days after notice is given. This is to get these connections all made prior to paving, so as to prevent tearing up the paving later. After the paving is done, special permits must be had from the city council to make connections or do any excavating, and all dirt must be tamped back.
The city will make ordinary repairs in paved streets, just as it now repairs damaged streets.
The gas company will be permitted, under the new ordinance, to replace their present gas main on Norfolk avenue with galvanized wrought iron pipe. This is to be done prior to the paving, however.
A question asked by property owners as to how many sewer and water connections must be made where the owner owns more than one lot together, was answered. One connection for the contiguous lots owned by one person, will be required.
A number of councilmen declared the city needs an engineer.
Mayor Discusses Water Works.
During the general discussion of the evening Mayor Friday asked that the public works committee be instructed to notify the Norfolk Electric Light and Power company to cancel the contract for the pumping of the city water and that the city should hereafter pump its own water, on account of alleged violation of the contract, which has not been adhered to, according to the mayor, ever since it was made.
The mayor said he would endeavor before his term as mayor has expired to have the water works and light system in the hands of the city, which he claimed can run the plants at a low figure and with better satisfaction to the people.
"Some time ago we received a communication from E. A. Bullock saying the city wells are inadequate," said the mayor. "I ordered the water commissioner to hire an engineer and see if he could reduce the water in the wells. The city pump was fired up and, during the twelve hours of pumping the wells were not lowered an inch, excepting in the first hour of pumping, which is a regular occurrence. After having stopped pumping it was found the wells were as full as they were when the pumping was started, and it was impossible to lower them. I cannot understand now why Mr. Bullock made this statement and what his object was in doing it."
"I also find that before Mr. Bullock made this statement that the water commissioner had kept notes and reported that he found that the water in the standpipe was twenty-three feet below the contract limit of eighty-five feet, all the time."
"I recommend that the public works committee be instructed to look into

the water works plant and see what shape it is in, and how it is kept. It is now in horrible shape, where before it was in fine condition. At the present time it is a hog pen and not fit for a decent man to go into."
"I also recommend that after the water commissioner's report is read the council instruct the public works committee to call on Mr. Bullock and ascertain why he doesn't keep the standpipe filled and the water pressure up, according to contract. He has not been doing it at any time."
"I suggest that the council instruct the public works committee, since Mr. Bullock has violated the contract for two years, to take over the water works, pumping again for the city. I think the city could run the plant much more satisfactorily for the people than it is run at the present time."
"I find, also, that a day or two after the test of the wells was made that the standpipe was flooded two times, which shows that the wells are adequate. Before the test it was said that the standpipe could not be filled. After the test it was filled twice."
For Municipal Light Plant.
"What I want," continued the mayor, "is to get our own plant to light the city, which will be run in connection with the water works."
"Now that Mr. Bullock has violated his contract with the city, we have the chance to take the contract from him. The citizens want it and should have it. If the city had the plant there would be no moonlight schedule. We now have the poorest light system of any town this size in Nebraska. Before I go out of office I want to see Norfolk have its own lighting system, and I believe we will have it."
Present Pump Plan Saves City Money.
In the general discussion, a question from the council brought out the fact that when the city pumped its own water, it cost the city about \$2,400 a year, whereas it now costs but \$2,100 a year, saving \$1,300 a year, or about \$108 a month, to the city.
The council did not act on the mayor's recommendation to instruct the committee to cancel the present contract.
Councilman Blakeman endeavored to find out what it cost the city to pump the water during the twelve-hour test, but this information was lacking.
Council Proceedings.
Council met in adjourned regular session at 9:15 p. m., Mayor Friday presiding. Present: Blakeman, Winter, Craven, Fuesler, Fischer, Hibben. Absent: Dolin, Coleman.
Ordinance No. 343 and ordinance No. 344 were read the second time.
Moved by Craven, seconded by Fischer, that parties owning more than one lot joining and contiguous abutting upon the main or lateral sewers or water main shall be required to make one connection. Carried.
Moved by Blakeman, seconded by Winter, that it is the sense of the council that in the event of paving Nor-

folk avenue, that the city at its expense remove the dirt from said paving district necessary to be removed, and utilize the same for purposes of the city in streets and alleys of said city, and that the cost of paving the intersections be at the expense of the city and not at the expense of abutting property owners. Carried.
Council adjourned at 12 o'clock.
Kaun-Wilde.
Arthur Kaun and Miss Amelia Wilde were married at the Christ Lutheran parsonage at 3 o'clock Tuesday afternoon. Rev. J. P. Mueller pronounced the words which bound them in wedlock.
Miss Wilde is favorably well known here, having for some time been employed at the A. L. Killian store. The groom is the son of Mr. and Mrs. August Kaun, retired farmers. The young couple will make their home on their farm, near Hoskins.
Big League Deadlocked.
New York, Feb. 16.—Five to three in favor of the 168-game season was apparently the way the National League magnates stood when the struggle over the playing schedule was resumed today.
Not in years have the rulers of National League destined worked into so chaotic a situation as that revealed by the failure so far to agree on playing dates for the coming season. Six votes are necessary for the adoption of the schedule. The line-up when adjournment was taken yesterday was:
Ebbets of Brooklyn, Murphy of Chicago, Robison of St. Louis, Brush of New York, and Vogel of Philadelphia for the long season, and Dreyfus of Pittsburgh, Herrman of Cincinnati, and Dovey of Boston for the 154-game schedule.
Both sides today declared their intention to stand pat and the prospects for speedy reconciliation did not appear bright.
There were numerous consultations among the magnates during the morning and in some quarters hope was expressed that when they got together in the afternoon for resumption of their regular session some sort of basis for a compromise might be reached. The bitter factional feeling caused by the Ward-Heydler deadlock at the December meeting seemed to have broken out again, however, and it was difficult to guess what common ground for an agreement could be reached by the contending elements.
Western League Undecided.
Chicago, Feb. 16.—The annual schedule meeting of the Western League was held here today. When the meeting opened it was undecided whether the list would consist of 154 or 168 games but it was generally believed that the smaller number would be adopted.