

NORFOLK GETS WHOLESALE RATE OCTOBER 10

DISTRIBUTING RAILROAD RATE ASKED FOR BY COMMERCIAL CLUB HAS BEEN GRANTED.

THE ANNOUNCEMENT CREATING A NEW NORFOLK CAME TODAY

Electric Words Flashed Over the Wires Today into Norfolk and Have Created a Wholesale City—Dream of Norfolk Founders and of Those Who Saw a Remarkably Well Located City Here Years Ago, Has at Last Come True—New Field is Opened—What it All Means.

[From Friday's Daily.]
"Distributing rates for Norfolk go into effect October 10."

These are the electric words that came flashing over the wires from the Chicago & Northwestern headquarters in Chicago, reaching their destination at 2 o'clock yesterday afternoon.

There are not many words in the message but it means volumes for Norfolk. It means that Norfolk has been taken from the class of local stations and ranked among the wholesale towns. It means that the Commercial club has achieved a victory that will do more toward building up a city here than any similar project that has ever been carried through by the present Commercial club or any kindred organization in this city. Its effect will be far reaching. Beginning in a small way Norfolk will commence to do a wholesale business, which will gradually grow in volume and size until the city stands pre-eminently forth as a wholesale town.

From the meagreness of the information at hand it is impossible to outline what the rate will be, except that it is expected to meet the requirements asked by the Commercial club. The club sent a committee to Omaha and petitioned that a tariff be put into effect from Norfolk allowing this town to deliver merchandise at any given point in its territory at a rate which would place a wholesaler here on an equality with the jobber of Omaha, Lincoln, Sioux City or Fremont. This is the only rate that was asked for and there is no doubt but that the schedule will show that it is embodied in the tariff sheet that will go into effect next Tuesday.

VICTORY FOR COMMERCIAL CLUB

In Face of Shameful Personal Abuse, They Worked and Won.

The securing of the rate which will make Norfolk a wholesale town has been accomplished in less than two months by the Norfolk Commercial club, and too much credit cannot be given the club. They have been strenuous days for the officers and directors of the club, who besides directing the campaign have been subjected to most shameful personal abuse from those who would rather the town should have no relief than not to have it along the lines of their personal ideas. Like the copperheads of the north during the war, they have done everything they could to defeat the issue at stake, they have come so near succeeding in their designs to keep Norfolk down to the rank of a local station, that several times the result has hung by the most slender thread. But they did not succeed in their efforts to defeat the good work of the club, and now Norfolk has a rate that will allow it to do business with its neighbors on an equality with any other jobbing center.

The first move was made by the Commercial club looking toward a better rate on August 11, when there was a full meeting of the board of directors to discuss the matter. The board consists of W. M. Robertson, C. E. Burnham, W. A. Witzigman, C. S. Bridge, W. H. Johnson, Sol G. Mayer, C. P. Parish, H. A. Pasewalk and John Friday. At this meeting W. M. Robertson, president of the club, and D. Mathewson, secretary, were named as two of a railroad committee to see what could be done. The president was given authority to select three more members of the special committee, and he named C. S. Bridge, C. D. Jenkins and H. C. Sattler. The committee was given utmost latitude as to what should be done, the idea being to place Norfolk on a wholesale basis.

Up to that time very few men in Norfolk had given the subject of freight rate much study. Norfolk has a man, Chas. H. Johnson, who has stood as authority on this question for years, and he maintained that what Norfolk wanted was an in-rate. But when the committee commenced to go into the matter, it was found that Mr. Johnson was mistaken in that there was an opportunity to secure a reduced rate to this city. It was found that a case had been brought before the interstate commerce commission some years ago by Mr. Johnson and the legal status of Norfolk had been defined by that commission.

When it was ascertained that there was no prospect in that direction, a new avenue of trying to help the town was opened up. It was proposed by some of the members of the sub-committee to ask for a distributing rate. The committee held several meetings, but failing to agree on what Norfolk wanted, the whole matter was referred back to the directors of the club, and a meeting was held at the office of

the secretary on the evening of August 28. This meeting was attended by all but two of the directors who were absent from the city, Secretary Mathewson and Treasurer Butterfield. The board was asked for definite instructions as to what effort should be made, and after a lengthy discussion of the matter, the following resolution was unanimously adopted:

"Resolved, That the report of the committee on railroad rates be approved and that the same committee be continued in office and instructed as follows: That this committee proceed to Omaha as soon as practicable and wait upon the proper officials of the C. & N. W. railroad company and earnestly urge and request that our city be granted an out-rate which shall place its wholesale houses on an equal footing with those of Omaha. And be it further

"Resolved, That should any member of said committee refuse or neglect to serve, then President Robertson, chairman of said committee, be empowered to fill said vacancy by other appointment."

Under these instructions, two members of the original committee failed to go to Omaha, although it was expected that one of them would go up to the last moment. The committee which finally presented the matter to the railroad officials consisted of W. M. Robertson, D. Mathewson, C. S. Bridge and W. N. Huse. The committee laid the matter before the railroad officials as they had been instructed to do, with the result that a promise was given that if it were possible to grant the request it would be done.

The matter has since been in the hands of the railroad men. Messrs. White and Kuhn have given it personal attention, both of them having made several trips to Chicago on the measure, and the result of their efforts is announced today in the telegram quoted above.

IT MEANS A NEW NORFOLK

Dream of Years for Bigger, Wholesaling Norfolk, Comes True.

A new Norfolk!
Just what the rate will mean for Norfolk can not be fully realized or comprehended in an instant. The change is too enormous to be fully appreciated in the twinkling of an eye. Norfolk has all its life been working hard all day long and has been able to build for itself a comfortable home, with a modest front yard and a few trees around the edge of the lot. The house was a frame structure, built of retail lumber, and inside the furniture was modest and unpretentious—furniture of a retail type. Of a sudden Norfolk is dealt a blow between the eyes by a telegram. Gradually consciousness returns and Norfolk wakes up, rubs its eyes, looks around and discovers—

A transformation as of magic has taken place. The old home has disappeared and a new one been erected in an instant. Some being from Fairyland has come along and, by the waving of a wand, created a new home for the city. The house is larger, built of wholesale brick; plate glass has substituted small window panes; electric lights have taken the place of kerosene lamps. And looking out through the new plate glass windows of the home, Norfolk finds an unending, beautiful view—instead of the small lot that the old house stood on, there is now an endless landscape. A lawn stretches out over acres and acres, and beyond that there are miles and miles of new land on every side of the house—a new land which but awaits plowing and cultivating and planting with wholesale seed before there shall spring up magnificent fields of wholesaling crops, to be harvested by the new Norfolk.

By a click over the wires Norfolk has been born again. A dream—the dream of those who founded this little village way back in 1868 at the fork of two rivers; the dream of those who rushed into the booming and growing town in 1888; and the dream of those who, having come here then have remained for that bigger and better day—has come true. The vision of those who, for years and years, have seen great drays filled with heavy boxes on the streets; the vision of those who have seen big, solid brick buildings with heavy trucks backed up against their doors and with clerks and piles of groceries and machinery and fruit within—is about to become a reality. For four days hence the longed for distributing rate—the only drawback heretofore in the path of Norfolk's plunging forward along the commercial highway—will go into effect and the railroad trains leading out of Norfolk will carry carloads of merchandise which could never be carried

before on account of the lack of a rate.

Norfolk has slowly been growing for many years, on the strength of her own natural location, unaided by a distributing rate. Henceforth it may be expected that the city will grow by leaps and bounds, for a new line of business, a new field of industry has been created today. Norfolk has long had geographical location, and now the time has come when that location is to be of actual value every day in the world.

The rate secured is similar to that which is possessed by Hastings. Hastings, by virtue of that rate, has been able to build up nine big wholesaling houses, and a wholesale business amounting to \$2,000,000 per year. At Hastings there is, among other industries of that type, a cigar factory employing more than 100 workmen—the most important of its kind in the state.

There is also at Hastings the largest wholesale harness and saddle house in Nebraska. This is growing—and its success is due to the rate that Norfolk has today been granted. Norfolk, with a location superior to that of Hastings or any other city in the state, for the matter of that, with the possible exception of Omaha, is bound to spring at once into the new track laid out for her by the rate.

Norfolk is the hub of a mammoth wheel, whose spokes reach into the Black Hills, on the west; into South Dakota and the Rosebud reservation, on the north; half way to Sioux City on the northeast; half way to Fremont on the southeast; half way to Columbus on the southwest. This territory is all exclusive—Norfolk has the commanding position and there can be no rival with equal advantages.

For all of the jobbing for this section is done practically through Omaha, Lincoln or Sioux City. Norfolk now has a distributing rate which will allow wholesalers here to ship out to Bonesteel or Valentine or any other town in the territory, at the same rate enjoyed by Omaha, Sioux City and Lincoln.

And with the advantage of being closer to the territory, Norfolk is bound to get the business.

A man at Creighton, for instance, who wants fruits, can order them by telephone this morning and have them at noon today from Norfolk; from Omaha his freight would take twenty-four hours more time. It will be easy for the retailer at Neligh to run into Norfolk and pick out what he wants, returning a few hours later. The same man couldn't afford to go to Omaha on account of the time.

ALREADY GETTING INTO THE GAME

Preparations Now in Progress to Take Advantage of New Rate.

There are already preparations going on in Norfolk in order to take advantage of the new rate offered Norfolk, and wholesaling houses will be ready to start at the word "Go," Tuesday morning.

Blakeman & Coleman, for instance, have already bought a big building—that formerly occupied by the Plano people—and are making ready to get into the transferring game on farm machinery. They have asked for a spur from the Northwestern tracks to their warehouse. They will rebuild it and make it large enough to handle their business.

It is stated on good authority that Haley & Lang of Sioux City, who have been investigating the rate proposed for Norfolk, several days ago arranged for truckage provided the distributing rate went into effect. It is the intention to put up a new building and open a wholesale fruit house just as soon as the preliminaries can be arranged. This firm has a large concern of the same kind in Sioux City, but they realize that to reach the trade of this section they must do business from Norfolk.

For some time there have been wholesaling firms all over the country with their eyes on Norfolk, ready to jump in as soon as rates would permit. And now that a rate has been secured which will permit wholesaling business, it may be expected that prospective wholesalers will arrive in the city daily to look over the field and start things.

IS NORFOLK'S FIELD NOW

Jobbers From Other Places Used to Come in Special Trains.

Last summer a special train passed through Norfolk out into the Black Hills, through to Casper and Deadwood, from Sioux City. It carried dozens of wholesalers and jobbers. Later they made a trip to Bonesteel. Lincoln jobbers did the same stunt. And so did Omaha. Hundreds of them passed through Norfolk, out into that magnificent field to meet their trade.

Now Norfolk has the key which unlocks the door into that field, and a year from now it will be jobbers of Norfolk who get on the special trains and go out there to visit the trade—for the trade belongs to Norfolk, now. The change is due to the fact that it will be of mutual advantage to towns of the northwest and to Norfolk to build up a wholesaling business right here at home. Northern Nebraska towns will be glad to welcome the jobbers of Norfolk.

Indians in Town.

A party of forty-eight Indians arrived in the city this morning on the M. & O., and left over the Northwestern for Niobrara. They are from the Omaha reservation.

THE PRINCE OF PILSEN

COMIC OPERA MAY BE SECURED FOR NORFOLK.

MANAGER BEALL NEGOTIATING

Norfolk Theatre Goers Will be Given an Opportunity to Say Whether They Want This Beautiful Attraction or Not—The Original Company.

Manager A. B. Beall has in prospect the appearance in Norfolk of Col. Henry W. Savage's famous musical comedy "The Prince of Pilsen," presented by the original and only company which is now its way to California and the Pacific coast. The company will close a week's engagement in Kansas City tonight. It plays at Boyd's in Omaha the last half of next week and plays one night in Lincoln and one in Sioux City. Manager Beall is endeavoring to have a change in dates so as to secure the company for Norfolk. He will have to guarantee Col. Savage a large sum, but feels that Norfolk will back him up. Mr. H. S. Rounds is in Norfolk today and is canvassing the town to see what encouragement theater goers will give towards securing this great show. The company numbers about 70 people and carries its own special orchestra and is everywhere recognized as one of the strongest organizations in existence.

In the organization are many who have taken part in its presentation since the night of its first production; others have been taken from the various companies that have played the piece, being chosen for the superior character of their work. The company under consideration is the only one now playing this popular work in this country. Jess Dandy, who has played the role of Hans Wagner, the brewer from "Zinzinnati" more than 500 times, will be seen again in that humorous impersonation. Arthur Donaldson, the real Prince of Pilsen, continues in this part of which he was the original. Ivar Anderson is another who has retained the character played by him at the first performance, that of the young naval lieutenant. J. Hayden-Clarendon has the role of Lord Shrimpton and James E. Rome will be the Francois of the Hotel Internationale in Nice where the scene is laid. Louise Willis, a pretty and talented actress of large experience in musical comedy, will play the part of the vivacious widow. Miss Willis enacted this role in London, during a long engagement there. Marguerite Ferguson, a clever comedienne, has the role of Sidonie and petite Pauline Huntley will play Jimmie, the bell boy. Marie Welsh makes a dainty figure as Nellie Wagner the brewer's daughter, and Ruth Peebles is the Vassar girl. Ida Stanhope, stately and stunning, leads the bevy of beauties who give expression to "The Song of the Cities," one of the most popular song hits. The chorus contingents have been carefully chosen to secure the rare combination of good voices and good looks.

The scenic and costume equipments are such as come only from the Henry W. Savage work rooms—the best that skill, experience and good taste can provide.

SEARCHING FOR HIS WIFE.

Butte Man Says She Eloped With a Cripple.

A man in the city from Butte, Neb., who refused to give his name and who did not register at the hotel where he stayed, spent Thursday morning in Norfolk looking for his wife who had, he claimed, eloped with a cripple. He was assisted in the search by Norfolk police officers but no trace of the missing woman was found. The man returned to his home at Butte on the noon train.

TUESDAY TOPICS.

J. D. Larrabee of Bonesteel was in the city today.

Mrs. A. J. Durland came home from Omaha last night.

John Crowley and family have moved to Winside.

Earl E. Carney from Battle Creek was in the city today.

Mrs. Robert Price and Miss Price were in the city yesterday.

W. J. Gow went north at noon to Plainview and other points examining lands for loans.

A. M. Tanner and daughter, Miss Mabel, and Mrs. Charles Dudley, returned from Omaha yesterday.

James Walton and son Fred left this morning for Miller, S. D., to visit the former's parents, an aged father of eighty-six and an aged mother of eighty-three.

C. C. Gow has returned from a three weeks' trip to New York state on business connected with the firm's loan business.

H. D. Neal of Pierce, was in the city over night enroute to Lincoln to take an examination offered to veterinary surgeons.

R. Alexander of Plainview was in the city today enroute to Madison. He has lived in Pierce county for thirty years and this is his second trip to Norfolk.

The Wednesday club will meet tomorrow afternoon at 2:30 with Mrs. N. A. Rainbolt.

The West Side Whist club will meet with Mr. and Mrs. Darius Mathewson on Thursday evening.

Seats for the Leon Yonson show went on sale at Leonard's this morning. The sale started briskly.

According to reports, an attempt

was made to burn down the town of Geddes, S. D., a few days ago. Three fires were started simultaneously in three parts of the town. Then fire started in the business part of town. Prompt action saved the day. Attempts were made a year ago to burn the town.

The funeral services over the remains of George Offenhausser, the young jeweler who died so suddenly Sunday morning, was held this morning at the home on Phillip avenue at 10:30 o'clock, Rev. J. P. Poncher having charge of the brief service. The remains were taken to Shenandoah, Ia., on the noon train. Elias of Norfolk lodge, No. 653, of which Mr. Offenhausser was a member, attended the funeral in a body.

Clearwater Record: The Oklaho Sentinel of last week proposed the organization of a base ball league composed of the teams of Antelope county towns, or towns that can easily be reached. We can vouch for Clearwater being ready to enter their team in such an organization, and are sure we would attend and assist in a meeting held for the purpose of organizing the proposed league. We feel that in order to insure the success of the league it would be necessary to have an iron-clad rule which compelled a team to play only home men. If conducted otherwise, it would soon be carried into a contest between hired players, instead of between representatives of the towns. Someone make a move and call a meeting at some date in the near future. Every place interested will send delegates. The Sentinel suggests Oklaho as a good meeting place.

The first killing frost of the season occurred in Norfolk this morning, leaving a good thick coating of whiteness on the shady spots even after the sun came up. The coldest point reached by the government thermometer at the home of Dr. Satter was 35, but this is on comparatively high ground. Yesterday was by no means a warm day, the highest point registering but 55 degrees. This is a great change during the week as the mercury had crept up to 90 only a few days ago. The rainy weather of yesterday morning was followed by the cold snap which brought the frost. There was no serious effect of the frost last night as all crops in this section of the state had been gotten well out of the way and no damage was done. The very late corn had been cut for fodder, so that even those fields were not seriously affected. It is supposed that the frost will put a stop to the sweltering weather that this section has had for some time and that all fears for an ice famine may now be vanished in Norfolk.

TARIFF SHEET NOT HERE

NEW FREIGHT RATE SCHEDULE NOT YET RECEIVED.

EXPECTED BY EVERY MAIL

Today the New Distributing Freight Rate Out of Norfolk, Placing Norfolk on a Wholesale Equality With Omaha and Sioux City, Begins.

From Tuesday's Daily
The new tariff sheets for the Norfolk distributing rate, which went into effect today, have not yet been received in this city but are expected at any time.

The new rate was announced last week by The News but the figures of the new tariffs have not yet been learned in Norfolk.

This is the out-rate, asked for by the Norfolk Commercial club and granted soon afterward by the Northwestern railroad. It contemplates wholesaling out of Norfolk just as it is done out of Hastings, where \$2,500,000 in wholesale business is done annually.

The in-rate was not asked for because, in the first place, it was recognized that it could not be secured; in the second place it was recognized, when study was given to the matter, that an in-rate granted to Norfolk would grant the same reduction to all other towns in the territory, which would mean no added profits to the merchants and no advantage to Norfolk merchants.

"The merchants want the profits, though," said one man today, laboring under a delusion, who later admitted the fallacy of his position.

"But they wouldn't get the profits from a reduced in-rate."

"Why not?"

"Because they would have to reduce retail prices accordingly. Freight is always added as a cost. Surrounding towns would get the same reduction. They could reduce retail prices accordingly and if Norfolk didn't, Norfolk would lose the trade. The in-rate would merely give competitive towns an advantage. The out-rate, on the other hand, is exclusively Norfolk's property. It is a distinct advantage. This will give us wholesale business and that is what we want to build on. We already have the retail field well covered. It is new business—wholesale business—we want."

"Oh, well, if the new rate will allow us to do wholesaling, it will be all right," said the man with the delusion cleared from his mind.

Another feature which has been overlooked is the fact that the in-rate would give the same in-rate to other towns and that with retailers getting goods in as cheap as wholesalers, there would be no chance for the

wholesaler to job at all. With the out-rate he is protected on shipping in—for he ships in at a low rate on account of enclod lots—and he ships out at low enough rates to make a profit.

KEYA PAHA REPUBLICANS.

Nominate Their Ticket By Acclamation at Springview.

Springview, Neb., Oct. 10.—Special to The News: Keya Paha county republicans met here Saturday and the following named candidates were nominated by acclamation:

For clerk—E. L. Brewster.
For treasurer—Ross Ampoker.
For judge—T. L. Rogers.
For superintendent of schools—John Scheide.
For sheriff—Herbert Cottrell.
For coroner—Dr. A. M. Pappert.
For commissioner—Chris. Houseman.
H. L. Preston was chairman and L. A. Wilson, secretary.

Sugar Beets.
Weighing scales and a loading chute are being put in near the city depot of the Northwestern, where beets grown in this section will be loaded for the Ames beet sugar factory.

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