

St. Paul, Minn., May 29, 1922

Mr. L. W. Hill:

Attached is letter from Mr. Tilden Dakin.

You will recall that he wrote you sometime ago and under date of April 6th you asked me to reply to his letter. His letter of May 8th attached is in reply to my letter of April 25th, copy of which I sent to you.

Is this anything you wish to consider?  
I have learned that the Advertising Department have  
practically no oil paintings of any kind on hand now.

I am not familiar with Mr. Dakin's ability or standing as a painter. You will note that he makes us a proposition to pay his railroad and hotel expenses for himself and wife and furnish a horse. His letter is not very clear as to whether or not he expects us to assume hotel and traveling expenses of his exhibit but I infer that he would expect that. This, of course, would run into considerable money and the value of it would depend largely on the quality of his work and the status of his reputation.

I shall be pleased to have your instructions  
as to what further action you desire taken.

Very truly yours,

H. A. Noble ✓

St. Paul, Minn., May 29, 1922

Mr. L. W. Hill:

This will acknowledge yours of May 26th with reference to Miss Mary R. Hillard, principal of the Westover School, Middlebury, Conn., who contemplates a trip to Glacier Park this summer.

I shall immediately write Miss Hillard and give her full information about the Park and will suggest to Mr. Dickinson to have a Passenger representative see her and assist her in every way possible in making her trip a comfortable and pleasant one.

You may be sure that we will do everything possible to see that her trip in the Park is made as happy and enjoyable as possible.

H. A. Noble ✓

✓ *Shok*  
GENERAL ELECTRIC COMPANY  
120 BROADWAY, NEW YORK

May 29, 1922.

C.E. PATTERSON  
VICE PRESIDENT

Louis W. Hill, Esq.,  
Chairman of the Board of  
Great Northern Railway Company,  
St. Paul, Minn.

Dear Mr. Hill:--

I am very grateful for your telegram of the 27th stating that you have assigned to my son Roger an outdoor position in the far West for this summer. I shall await with interest the receipt of your letter and application blank and employment contract referred to in telegram from Mr. Frank Thompson which I have just received.

I shall ask Roger to stop at your office on his way West merely for the purpose of paying his respects and of thanking you for your kindness.

At some proper time I assume that you will have word sent to me as to when he is to report, and where, so that I will know how to purchase his transportation and arrange for the checking of his trunk.

CEP:MH

Yours very truly,

*C. E. Patterson*

St. Paul, Minnesota,

May 29, 1922.

Personal-

Mr. W. P. Kenney:

Inquiry was recently made of me by Mr. C. E. Patterson, Vice Pres. of the General Electric Company at New York, through Mr. Frank B. Thompson of the Northwestern Electric Equipment Company, about securing employment for Mr. Patterson's son at Glacier Park.

I should like to talk with you about this sometime at your convenience.

Louis W. Hill

FRANK B. THOMPSON  
174 E. SIXTH STREET  
SAINT PAUL

May 29, 1922.

Mr. Louis W. Hill, Chairman,  
Great Northern Ry. Co.,  
City.

Dear Mr. Hill:

Your letter of the 27th instant, enclosing application blank and contract form regarding position for Mr. C. E. Patterson's son, is at hand, and contents carefully noted.

I want to thank you very much for taking care of this matter for me, and assure you it is appreciated.

With kindest regards, I am

Very sincerely yours,

*F. B. Thompson*

FBT:C

# MISSOULA AWAITS PRESIDENT HARDING

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Arrangements Completed in Anticipation of Nation's Chief Attending Annual Convention of National Editorial Association.

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Washington, D. C., June—Hotel reservations have been made at Missoula, Montana, for President Harding who is expected to address the National Editorial Association's annual convention to be held in Missoula July 19-20-21. Chairman Thomas of the Montana entertainment committee is going ahead with all preparations for the reception of the nation's chief executive, on the assumption that Congress will adjourn in time to enable the President to carry out his program of stopping off at Missoula while enroute to Alaska.

If permission can be obtained from the Department of Interior, there will be novelty added to the greeting of President Harding by representatives of all Indian tribes in Montana. Chief Two Guns White Calf of the Glacier National Park Blackfeet tribe wants to lead this delegation of tribal chiefs to Missoula with the idea of giving the Great White Father a genuine American reception. That there is a strong desire upon the part of newspaper editors from every State in the Union to meet President Harding is expressed in the large number of reservations already made to join the special train which will leave Chicago July 9th, on its journey to Montana. The itinerary, besides including stops in the agricultural sections of Montana and in twenty or more Montana towns, calls for a two days' tour of Glacier and Yellowstone National Parks and a trip up Flathead Lake on the way from Missoula to Kalispell and Glacier National Park.

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St. Paul, Minn., May 31, 1922.

HS/O

Mr. L. W. Hill:-

Attached is the third story to be mailed to 16,000 members of the National Editorial Association with Mr. Wilke's folder relating to the Editors' Montana tour in July.

We previously mailed two other stories in connection with the sending out of other folders with good results.

Clippings of the first story came in from weekly and daily papers in nearly every state in the Union. Clippings of the second story now are coming in. The first bunch you have had sent to you already. I have a lot more, but will hold them until I get another batch and send them up at one time.

The third story will be printed in the interim between now and July 9th, the date the editors leave Chicago on their trip.

The voluntary publicity from these editors will begin to come in when they get on their journey through Montana.

Hoke Smith.

Announcement  
No. 2

# Pacific Northwest Advertising Campaign



[1923] [?]

"We flatter ourselves we are the germ of a great state ..... the country must populate" *Memorial to Congress, 1839*



# THE PATH OF EMPIRE

A LIFETIME ago an exhausted band of one thousand people, with 120 wagons and more than 5000 cattle, struggled into the Pacific Northwest.

The ruts of their wagons reached 2000 weary miles behind them. Months of terrible toil were over—the first of the Great Migrations was at its journey's end.

A lifetime ago! The Pacific Northwest was still a wilderness, the "Path of Empire" a wagon trail.

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From 1843 onward caravan after caravan of covered wagons lurched over the Oregon Trail. Then railroads and a mounting wave of immigration.

Yet, only 40-odd years ago, in all the vast expanse of Washington, Oregon, Idaho, Montana and Wyoming there were fewer people than in Cincinnati or Minneapolis today!

But 40 years have wrought their miracle. Population has increased almost eight times as fast as in the United States as a whole. Large and beautiful cities have arisen. Rapidly growing

towns and villages, and comfortable farm homes dot the countryside.

And with the tremendous growth in population has come a like growth in industry, commerce, agriculture, markets.

An Empire of Opportunity has unfolded, is unfolding in the Pacific North-

west swiftly. Its opportunities are the unequalled opportunities of a wide and rapid development in a new land of vast natural wealth.

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And this development, despite the high level it has reached is still in infancy.

In a great domain more than twice as large as France there are but three and one-half million persons. With millions of fertile acres adapted to intensive cultivation, there are but seven persons to the square mile. Its mine of latent resources has only been scratched.

Young, rich, virile, the Pacific Northwest stands at the edge of an illimitable future. Its call is still for pioneers: pioneers of the land—farmers, dairymen, stockmen, fruit-growers; pioneers of industry and business—manufacturers, retailers, distributors, workers, operators; pioneers of trade and commerce.

For each of these, in a land of gloriously mild and healthful climate, awaits the old, precious heritage of the American stock—a chance to "grow up with the country," a part in the second winning of the West.

Write for interesting booklet, "The Land of Opportunity—Now". Address: Chicago, Burlington & Quincy R.R., Chicago, Ill.; Great Northern Ry., St. Paul, Minn.; or Northern Pacific Ry., St. Paul, Minn.

The Burlington-Great Northern-Northern Pacific Railroads were created largely by the pioneer energy of the Pacific Northwest for its service and hold ever in mind this purpose of their founders



CHICAGO BURLINGTON & QUINCY R.R.  
GREAT NORTHERN RY.  
NORTHERN PACIFIC RY.



To the Pacific Northwest  
THE LAND OF OPPORTUNITY

*For Ad. Frank  
Minn. etc*

# ANNOUNCEMENT--II

## The Story of the Pacific Northwest to 20 Millions

THE second advertisement in the national campaign of the Burlington-Northern Pacific-Great Northern railroads to develop the Pacific Northwest is reproduced on the opposite page.

Ten national magazines, with a combined circulation of approximately 10,000,000 copies, are telling the people of the United States the story of the great Pacific Northwest.

Estimating five readers for each magazine, the total number of people reached by this campaign may be conservatively placed at 50,000,000—approximately half of all the people in this great United States.

The magazines, with the circulation of each, are:

	Circulation
The Saturday Evening Post	2,250,000
Collier's, The National Weekly	1,000,000
The Literary Digest	1,350,000
The Outlook	95,000
The Nation's Business	82,000
The American Magazine	1,800,000
The Country Gentleman	800,000
Farm and Fireside	800,000
The Farm Journal	1,100,000
The Farmer's Wife	635,000
Total Circulation	9,912,000

As stated in the first announcement of this campaign, the Burlington-Great Northern-Northern Pacific have jointly undertaken to bring forcibly to the attention of the people of the United States, through national advertising, the facts about this Empire of the Pacific Northwest—its vast resources, its great development, its rich opportunities.

It is obvious that facts alone told plainly to millions of people will do much toward the development of the great Pacific Northwest. But more can be done—the people of the Pacific Northwest can assist in telling the story of this wonderful country to everyone who is not informed—the people of the Pacific Northwest can help make this great country known as **The Land of Opportunity** for those who are ambitious and seek greater success in life and in living.

The people of the Pacific Northwest can make sure that all newcomers continue in their new surroundings with as much or even more enthusiasm than that which caused them to investigate and choose the Pacific Northwest for their new home.

Organizations or concerns desiring to distribute copies of the booklet, "The Land of Opportunity Now," a copy of which was mailed to you with the first advertisement, may secure a reasonable number of these by addressing the undersigned.

P. S. EUSTIS,  
Passenger Traffic Manager,  
Chicago, Burlington & Quincy Railroad,  
Chicago, Ill.

A. J. DICKINSON,  
Passenger Traffic Manager,  
Great Northern Railway,  
St. Paul, Minn.

A. B. SMITH,  
Passenger Traffic Manager,  
Northern Pacific Railway,  
St. Paul, Minn.

P. S. The next advertisement titled "The Land Beyond" is designed to promote tourist travel and advances the suggestion that business may be profitably combined with pleasure by utilizing the vacation to visit both the scenic and industrial points of interest.

[1923][2]

Gentlemen:

Please send Skyland booklets to the following:

NAME	ADDRESS
E. V. Fawcett	323 Summit Ave
A. A. Mac Donnell	
Prof. Briggs	St Paul 400 Long
Vothkamp	St Paul Minnesota

Signed

Address

A. A. Mac Donnell 1111 Summit Ave

[1923][?]

SUGGESTED ITINERARY FOR MR. SHERMAN ROGERS AND WIFE.

- Aug. 14th - Take auto Glacier Park Hotel to Many-Glacier Hotel, stop at St. Mary's Lake and make side trip up lake to Sun Camp. Luncheon at Sun Camp, arrive Many-Glacier Hotel about 6:00 P.M.
- Aug. 15th - Take saddle horses for Iceberg Lake. The regular party starts in the morning for the all day trip or in the afternoon for the half day trip.
- Aug. 16th - Take saddle horse trip to Grinnell Glacier. This is a combination of horseback riding and walking, horses for about six miles and walk about a mile and a half over to the glacier.
- Aug. 17th - Saddle horse trip to Cracker Lake and return. The regular trip leaves about 8:30 in the morning. Cracker Lake trail is one of the very pretty trails of the park, without any strenuous climbing. In addition to the scenery, it is interesting to take a look at the old Cracker Mine and note the amount of energy expended in hauling in the heavy boilers, engines and machinery in the early days before there was any development in this region. The lake takes its name from the Cracker Mine.
- Aug. 18th - Would suggest a day of rest or short walks. For the following day it will be necessary to take a special guide, as the trip deviates from the regular established tripp, which include guide service.
- Aug. 19th - Saddle horse to Granite Park Chalets. In the afternoon climb to the top of Swiftcurrent Mountain, where one will get a most impressive view of seventy or eighty of the principal mountain peaks in the park.
- Aug. 20th - Follow the Garden Wall trail eight miles to Logan Pass. Have luncheon on the Pass, then go over about a mile and a half to the rim of Hidden Lake. There is no regular trail to this point but it is easy to ride the horses almost to the very rim surrounding this lake, which is well named. Return in the afternoon to Granite Park Chalets.
- Aug. 21st - Go from Granite Park to Lewis' Hotel on Lake McDonald.
- Aug. 22nd - From Lake McDonald to Sperry Glacier Chalets. This is short trip of seven miles and can be made very nicely after lunch if desired.
- Aug. 23rd - Take trail over Gunsight Pass to Going-to-the-Sun Chalets.
- Aug. 24th - Rest a day at Going-to-the-Sun Chalets and stay over night. The guide, however, will take the horses around to St. Mary Chalets.
- Aug. 25th - Leave on boat at 9:00 o'clock. Ask Captain of launch to let you off at the Red Eagle landing. Guide should be instructed

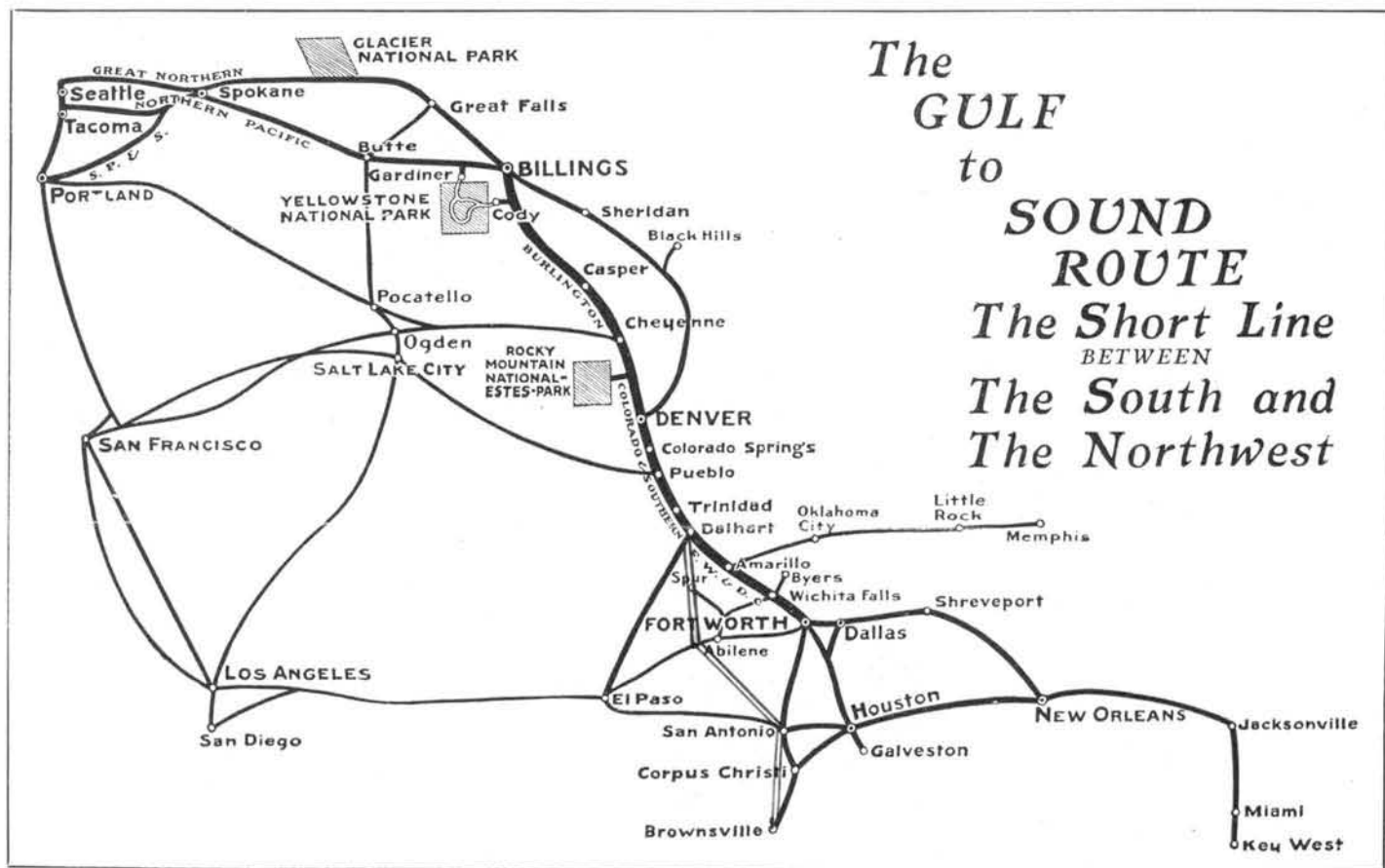
- to have the horses at the Red Eagle landing, where you can start on the Red Eagle and Triple Divide trail, arriving at Cut Bank Chalets for dinner.

Aug. 26th - Leave Cut Bank by way of Mt. Morgan Pass and Dry Fork trail for Two Medicine Chalets. If you arrive there about 4:00 o'clock you can catch one of the busses which leave there about 4:30 for Glacier Park Hotel, or if you prefer, you can stay over night and return to Glacier Park Hotel with your horses the next day or you can drop your horses at Two Medicine and take the automobile in the next day.

It is well to have the clerk or manager of each chalet phone ahead to the next chalet the day before to reserve sleeping accommodation.

This makes a complete tour of the park by reaching a chalet or hotel each night.

[1923] [?]



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— Proposed RR

## Ft. Worth & Denver City—Colorado & Southern Lines

### TICKET, TOURIST AND TRAVEL BUREAUS

This great North-to-South Trunk Line—the Fort Worth & Denver City—Colorado & Southern Lines, is the short, scenic and cool route to Colorado, the great National Parks and the Pacific Northwest, and just naturally fits in to advantage in connection with a trip to California.

Any representative named will inform you as to fares and train service and point out the possibilities of a vacation in the great scenic-lands of our fascinating West—in fact make all arrangements for your trip.

**ATCHISON, KAN.,** Second and Main Streets  
E. L. Speer..... General Agent

**ATLANTA, GA.,** 412 Fourth National Bank Bldg.  
W. T. Vardaman..... Trav. Frt. and Pass. Agent

**BEATRICE, NEB.,**  
H. L. Lewis..... Div. Frt. and Pass. Agent  
G. A. Hart..... Trav. Frt. and Pass. Agent  
W. H. Bock..... Trav. Frt. and Pass. Agent

**BILLINGS, MONT.,** 2812 Montana Avenue  
L. W. Johnston..... General Agent

**BIRMINGHAM, ALA.,** 722 Brown-Marx Bldg.  
H. R. Todd..... General Agent  
H. B. Howe..... Trav. Frt. and Pass. Agent

**BOSTON, MASS.,** 294 Washington St.  
Alex. Stocks..... General Agent  
Jonathan Story..... Traveling Passenger Agent

**BURLINGTON, IOWA,** Burlington Bldg.  
J. J. Teeter..... General Agent

**CASPER, WYO.,** Burlington Depot  
John A. Leary..... General Agent

**CHEYENNE, WYO.,** Burlington—C. & S. Station  
Geo. F. Jones..... General Agent

**CHICAGO, ILL.,** 179 W. Jackson Street  
J. R. Van Dyke..... General Agent, Pass. Dept.  
S. J. Owens..... City Passenger Agent

**547 W. Jackson Blvd.,**  
P. N. Butzen..... Traveling Passenger Agent

**CINCINNATI, OHIO,** 304 Neave Bldg.  
H. K. Miles..... General Agent  
S. T. Abbott..... City Passenger Agent  
R. G. Faus..... Traveling Passenger Agent

**CLEVELAND, OHIO,** 408 Hippodrome Bldg.  
E. H. Smith..... General Agent

**CLINTON, IOWA,** 404 Wilson Bldg.  
Wm. Austin..... General Agent

**COLORADO SPRINGS, COLO.,**  
49 Independence Bldg.  
T. W. Goodwin..... General Agent

**COUNCIL BLUFFS, IOWA,** 25 Pearl St.  
J. E. Swan..... City Passenger & Ticket Agent

**DALLAS, TEXAS,** 1305 Main Street  
T. V. Murray, Jr..... General Agent

**DEADWOOD, S. D.,** 48 Sherman Street  
J. L. Bentley..... General Agent

**DENVER, COLO.,** 901 Seventeenth St.  
S. R. Drury..... General Agent, Passenger Dept.  
G. H. Logan..... General Agent  
T. R. Langdon..... Traveling Frt. and Pass. Agent

**DES MOINES, IOWA,** Consolidated Ticket Office,  
403 W. Walnut Street  
Geo. R. Kline..... Agent

**DETROIT, MICH.,** 505 Free Press Bldg.  
T. P. Hinchcliff..... General Agent  
G. E. Weiler..... Traveling Passenger Agent

**FORT WORTH, TEXAS,** 404 Denver Record Bldg.  
N. S. Davis..... General Agent

**114 E. Ninth Street**  
Ben. T. Scott..... City Ticket Agent

**GALESBURG, ILL.,** Burlington Station  
C. I. Twyman..... General Agent

**HANNIBAL, MO.,** Corner Third and Lyons Sts.  
T. L. Lawrence..... General Agent

**HOUSTON, TEXAS,** 311 Union Station  
J. E. Meroney..... General Agent

**KANSAS CITY, MO.,** Cor. Seventh and Walnut Sts.  
H. S. Jones..... General Agent Passenger Department  
F. B. Root..... City Ticket Agent  
J. A. Rees..... Passenger Agent

**KEOKUK, IOWA,** Fifth and Johnson Streets  
A. C. Maxwell..... General Agent

Your local railroad agent can tell you about Ft. Worth & Denver City—Colorado & Southern Lines service or write:

**COLORADO & SOUTHERN LINES**  
J. E. BUCKINGHAM, Assistant General Freight and Passenger Agent, Denver, Colo.  
H. A. JOHNSON, Traffic Manager, Denver, Colo.

**FT. WORTH & DENVER CITY RY.**  
W. F. STERLEY, General Freight and Passenger Agent, Ft. Worth, Texas.  
JAS. J. LAWRENCE, Assistant General Passenger Agent, Ft. Worth, Texas.  
J. A. HULEN, Traffic Manager, Ft. Worth, Texas.

**LEAVENWORTH, KAN.,** Fifth and Choctaw Sts.  
S. E. Nirdlinger..... General Agent

**LINCOLN, NEB.,** Consolidated Ticket Office,  
110 N. Thirteenth Street  
G. W. Bonnell..... Agent

**MILWAUKEE, WIS.,** 1417 Majestic Bldg.  
F. D. Hunter..... General Agent

**MINNEAPOLIS, MINN.,** 524 Second Ave. South  
J. E. Lynn..... City Passenger Agent

**NEW ORLEANS, LA.,**  
913 Hibernia Bank & Trust Bldg.  
G. B. Magruder..... General Agent

**NEW YORK CITY, N. Y.,** 280 Broadway  
J. A. Martin..... General Agent  
M. J. Fox..... City Passenger Agent  
C. H. Moffatt..... Traveling Passenger Agent

**OMAHA, NEB.,**  
1508 Farnam Street,  
J. W. Sharpe..... City Passenger Agent  
J. B. Reynolds..... City Ticket Agent

**1004 Farnam Street**  
H. P. Kauffman..... Traveling Passenger Agent  
C. C. Bradley..... Traveling Passenger Agent

**PADUCAH, KY.,** Consolidated Ticket Office,  
Fifth Street and Broadway  
R. W. Padgett..... Agent

**1012 City National Bank Bldg.,**  
E. E. Morris..... General Agent

**PEORIA, ILL.,** Consolidated Ticket Office,  
Corner Jefferson Avenue and Liberty Street  
W. E. Johnson..... Agent

**230 South Jefferson Avenue**  
H. D. Page..... General Agent

**PHILADELPHIA, PA.,** 1420-6 South Penn Square  
W. S. Dewey..... General Agent  
A. M. Collins..... Traveling Passenger Agent

**PITTSBURGH, PA.,** 504 Park Bldg.  
W. V. Taffner..... General Agent  
H. R. Leonard..... Traveling Passenger Agent

**PUEBLO, COLO.,** 440 First National Bank Building  
A. S. Cuthbertson..... General Agent  
Chas. Freund..... Depot Ticket Agent

**QUINCY, ILL.,** 513 Hampshire Street  
G. A. Shields..... General Agent  
A. S. Ellis..... City Passenger and Ticket Agent

**ST. JOSEPH, MO.,** Consolidated Ticket Office,  
505 Francis Street  
A. E. Martin..... Agent

**110 South Fifth Street**  
J. D. Baker..... Division Passenger Agent

**ST. LOUIS, MO.,** 324 North Broadway  
E. J. Weynacht..... City Ticket Agent

**208 North Broadway**  
J. G. Delaplaine..... General Agent, Pass. Dept.  
E. L. Langstadt..... Traveling Passenger Agent

**J. A. McCue, Traveling Frt. and Passenger Agent**

**ST. PAUL, MINN.,** Jackson and Fourth Streets  
S. L. Mentzer..... City Passenger Agent

**228 Railroad Building**  
Ben. W. Wilson General Agent, Pass. Department

**SALT LAKE CITY, UTAH,** 332 Clift Bldg.  
W. E. Hellmuth..... General Agent

**SAN ANTONIO, TEXAS,** 605 Gunter Bldg.  
J. L. McDonald..... General Agent

**SIOUX CITY, IOWA,** 516 Nebraska Street  
P. J. Donahue..... General Agent

**STAMFORD, TEXAS**  
M. G. Scovell, Traveling Freight and Pass. Agent

**TRINIDAD, COLO.,** C. & S. Ry. Station  
S. S. Smith..... General Agent

**WICHITA FALLS, TEXAS**  
O. M. Smith..... General Agent

[1923][?]

Mr. H. W. Kask:

The attached file loaned me by  
Mr. Hill. I have taken from the file the information  
I want and will make a report shortly on what we are  
going to do.

G. S. Wilson



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