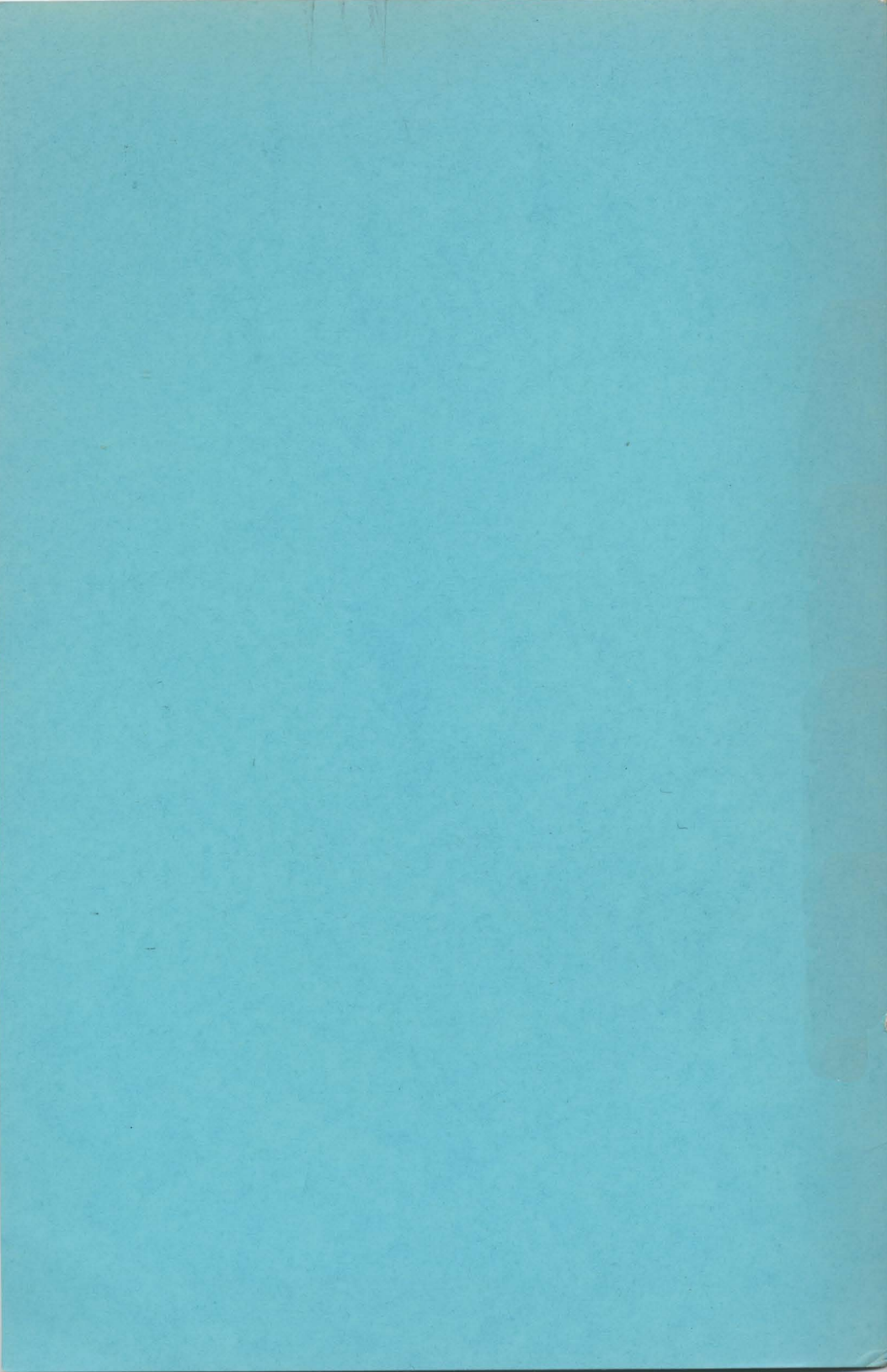




THE WESTERN
GATEWAY TO
WORLD TRADE



The Pacific Northwest



THE WESTERN
GATEWAY TO
WORLD TRADE

*The
Pacific Northwest*



Other publications in this series, now ready, are listed below. They may be obtained free on application.

THE LAND OF OPPORTUNITY NOW

A brief survey of resources, developments and opportunities in the Pacific Northwest.

THROUGH THE AMERICAN WONDERLAND

A description of the scenic and industrial attractions of the Pacific Northwest.

A BUSINESS OF YOUR OWN IN POULTRY-
LAND

The story of the great poultry industry of the Pacific Northwest and the opportunities it offers.

TIMBER BILLIONS OF THE PACIFIC NORTH-
WEST

The mighty lumber industry and forest resources and what they mean to the industrial future of the Pacific Northwest.

THERE IS A HAPPY LAND

A story that tells why the Pacific Northwest is a wonderful place to live.

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A fascinating story of how a surpassing water-power resource is being used to develop the Pacific Northwest.

THE WESTERN
GATEWAY TO
WORLD TRADE

*The
Pacific Northwest*



1924

Published by

CHICAGO BURLINGTON & QUINCY RAILROAD
NORTHERN PACIFIC RAILWAY
GREAT NORTHERN RAILWAY

TO TELL the story of the great shipping industry of the Pacific Northwest, to show what it means to the future development of that region and to the future of the man, in whatever line of business, who builds his fortunes there, is the purpose of this book.

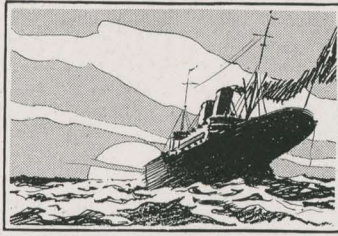
This is the eighth in a series of publications issued jointly by the Burlington-Great Northern-Northern Pacific as part of a national campaign to inform the people of the United States about the Pacific Northwest—Montana, Wyoming, Idaho, Oregon and Washington—and to aid in its sound development.

Other publications in this series, listed in the front of this book, describe industrial, farming and living conditions and opportunities, and the incomparable scenic glory of the Pacific Northwest. Copies of these publications and information on any subject relating to the Pacific Northwest may be obtained from one of the officials below:

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THE PACIFIC ERA DAWNS

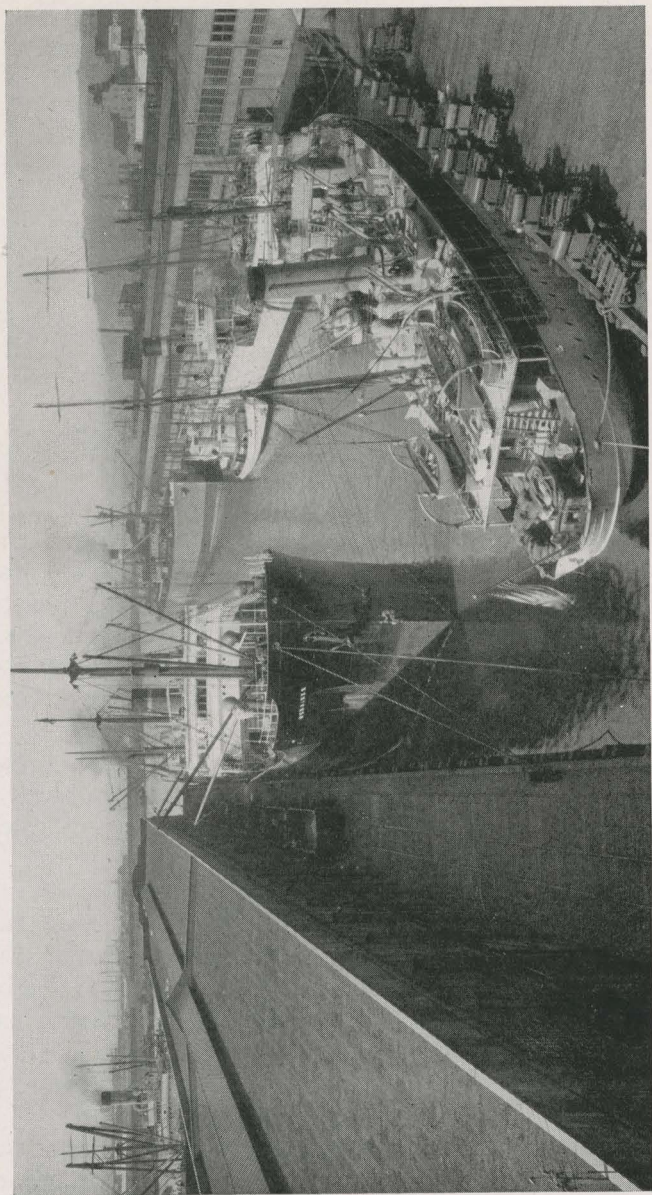
IT IS morning in the Pacific.

The nations of its far-flung shores awake to a great day. Young and virile countries, feeling the strength of rapid growth, arise in new might. Ancient empires, potentially the most powerful of the earth, throw off the sleep of lethargy. The great powers gird for fresh conquests of trade.

Twelve hundred millions of people, the world's great majority—white, yellow, brown, black—look out upon the broad Pacific and behold a vast new realm of commerce, a new theatre of world events.

They see the vision of the prophetic Seward taking form—“* * * a vast region that will become the chief theatre of human activities and events in the world's great hereafter.” And of Roosevelt: “The Mediterranean Era died with the discovery of America; the Atlantic Era has reached the height of its development; the Pacific Era, destined to be the greatest, is just at the dawn.”

America is there, and stands not aloof. From the vantage point of her nearest ports, the great harbors and the great cities of Washington and Oregon, she



The great ports of the Pacific Northwest enjoy a strategic trade position in being the nearest American ports to Japan, China, the Philippines and Siberia.

THE PACIFIC NORTHWEST

views the prospect with eager expectation. Has not her trade with Japan trebled in a decade? Has not her trade with China quadrupled in the same time? Has not South American trade doubled? Has not Australian trade doubled? Has not trade with the Philippines doubled?

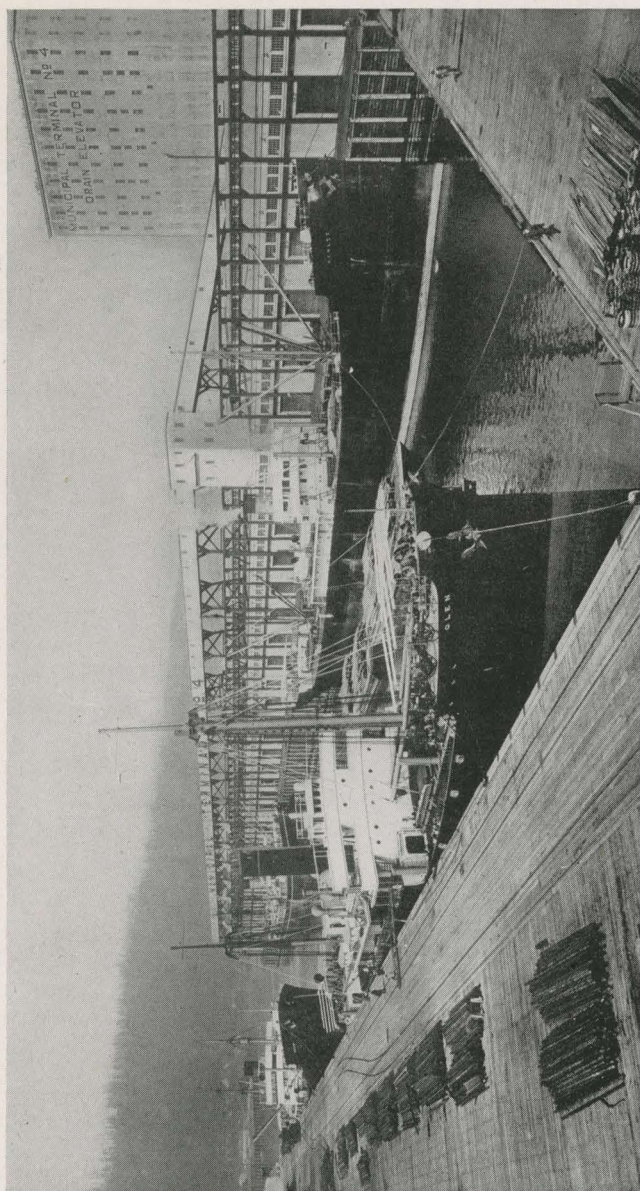
And with the rich Alaska still producing, the tremendously wealthy Siberia awakening, the numerous smaller states of the Forenoon Lands developing increasing wants—with three-fourths of the World's population to sell to and buy from, is it any wonder that farsighted Americans, in the morning of the great Pacific Era, build huge ports, erect big cities, reclaim vast areas for farming and raise a new Empire of the Pacific Northwest?

Is it any wonder the Pacific Northwest—Washington, Oregon, Idaho, Montana, and Wyoming—has grown in population in recent decades at a rate five times as fast as the nation?

A STRATEGIC TRADE POSITION

Swiftly the Pacific Northwest is establishing itself as our principal western gateway to the fast-growing commerce of the Pacific. An important geographical advantage over other American ports has favored its development. Its great harbors are nearer by several days sailing to Japan, to China, to the Philippines, to Siberia. They are nearer by rail to the principal cities of the Atlantic Seaboard. They are the door to Alaska.

Inspired by the sense of a great destiny, confident of their trade advantage and with supreme faith in their country, men of the Pacific Northwest are building to the full proportions of their dreams. In the fine, natural harbors—both fresh and salt water—with which their country is richly endowed, they have constructed giant piers, locks, dry-docks, shipbuilding ways, warehouses, refrigerated storage, loading machinery and every modern port facility on a scale unsurpassed in the harbors of the world. Already they have builded ahead of



In the magnificent natural harbors of the Pacific Northwest; Giant piers, dry docks, warehouses, and every modern port facility have been built on a scale unsurpassed in the harbors of the world.

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today's trade volume. But shipping is increasing and greater port-building programs are planned and put into execution.

Through these ports of destiny a rising tide of commerce is flowing—outward and inward. Already the Pacific Northwest has reached a dominating position in American trade on the Pacific. Its commerce has grown at a rate almost phenomenal. In two decades exports and imports of the leading ports have increased five to ten times. For the last five years the value of this trade has ranged between \$300,000,000 and \$600,000,000 a year. Imports through the ports of Washington for the six months ending June 30, 1922, were exceeded in value only by those of New York and Massachusetts. For the year ending on the same date, the ports of Oregon were the second largest wheat export district in the United States. The total value of trade through the Pacific Northwest gateway for that year amounted to \$372,000,000. Other American ports on the Pacific, during the same time, handled a trade with a total value of \$301,000,000.

AN AMAZING GROWTH

In the short space of two generations the Pacific Northwest's great shipping industry has wrought amazing transformations. Where once the primitive commerce of frontier trading posts was carried on, great ships now dock from the countries of the world. Big, modern, beautiful cities, beyond the dreams of the most visionary pioneer, now overspread the sites of the early settlements.

Only forty years ago Seattle was a frontier settlement of 4,000 persons, without a railroad, with one crude dock, and no outside trade. Today it is a city of 350,000 people, the principal city and port of the Pacific Northwest.

In 1870 Portland had a population of 8,000, no railroad and a crude commerce on the Willamette and

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Columbia. Today it is a city of 280,000 with great port developments and a rapidly increasing trade. The same story can be told for Tacoma, Astoria, Bellingham, Everett, Bremerton, Port Angeles, Grays Harbor and a dozen other maritime cities of Washington and Oregon.

To a future growth no less remarkable the Pacific Northwest looks confidently ahead. There is every sound reason for the expectancy. For back of its strategic trade position on the Pacific, back of its great ports and its tremendous shipping business, is one of the richest regions of the earth.

It is endowed with the vast wealth of half the nation's timber resources—and a lumber industry now producing nearly one-third of the country's output.

BILLIONS IN NATURAL WEALTH

It has immeasurable billions in mineral wealth—and is producing metals and coal and oil at the rate of a million dollars a day.

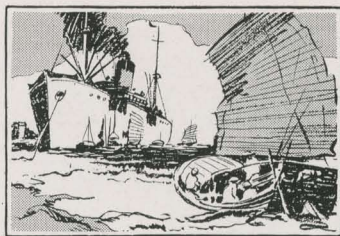
It has one-half the nation's water-power resources—and its gigantic power plants now offer electrical energy to industries at the lowest rates in the United States.

It is farming only a part of its vast fertile soils—and is producing two millions a day in crops alone: one-half the nation's commercial apple crop, one-third of its wool, one-sixth of its wheat.

The Pacific Northwest and Alaska have the world's largest fisheries—with great fishing fleets and giant canneries turning out \$100,000,000 a year in products.

Fed by these vast resources a thriving manufacturing industry is pouring out products worth five millions a day.

And yet it is only morning in the Pacific Northwest. Great things have been done but they are only first steps toward the full harvest of the afternoon. The tremendous stores of natural wealth have barely been touched.



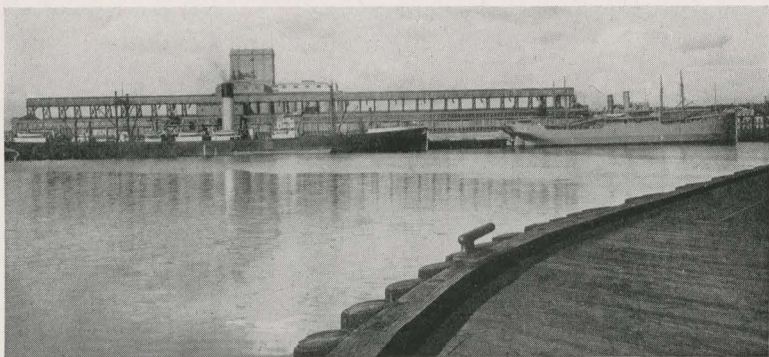
THE WESTERN GATEWAY

WHAT are these things that favor the Pacific Northwest as the western gateway to Pacific commerce? What is back of an increase in trade through these ports from \$115,000,000 in 1912 to \$372,000,000 in 1922? Why are the seaport cities of the Pacific Northwest spending millions of dollars to prepare their harbors for a great world trade?

Your geography will help to answer these questions. Look up the principal ports of the principal countries of the Pacific—Japan, China, Russia, the Philippines. You will find that by the ocean trade routes which follow the Great Circle, Yokohama and Manila are 300 miles nearer to the ports of the Pacific Northwest than to our South Pacific ports; that Vladivostok is 350 miles nearer and that Shanghai and Hongkong are about 400 miles nearer. By the common trade routes, Yokohama is 1179 miles nearer the Pacific Northwest than to the South Pacific ports (the route to the latter ports being by way of Honolulu).

That means a difference in sailing time of from one to several days, depending upon the speed of the boats. And it means not only a saving of ten to twenty per

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In two decades exports and imports of the leading ports of the Pacific Northwest have increased five to ten times. Where once the primitive commerce of frontier trading posts was carried on, great ships now dock from the countries of the world.

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cent in time but the costs of ship operation, insurance, and other charges for a trans-Pacific voyage from, or to Pacific Northwest ports are less by thousands of dollars.

The value of this advantage was demonstrated during the war. At that time, when freight and charter rates were high, the ports of the Pacific Northwest jumped quickly in the lead of other Pacific coast ports. For 1918, the year when Pacific trade, increased by war traffic, reached its height, imports and exports through the Pacific Northwest amounted to \$616,000,000. For the same year the total trade handled through other Pacific ports amounted to \$476,000,000. The advantage is further increased by a shorter rail haul from Pacific Northwest ports to the principal cities of the Atlantic Seaboard.

Its strategic trade position will ever be a strong factor in favor of the Pacific Northwest gateway. The importance of the shorter route is illustrated by the fact that eighty per cent of all trans-Pacific mail is handled through the Seattle post office, and seventy per cent of all silk imports from the Orient—which require fast transportation—last year moved through that port. The United States Shipping Board advertises its passenger service from the Pacific Northwest to the Orient as the “Short Route.”

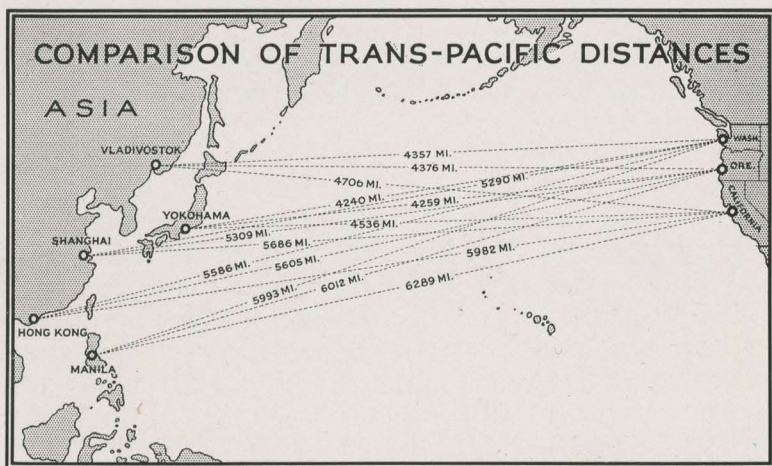
MAGNIFICENT NATURAL HARBORS

Nature favored the Pacific Northwest also in providing magnificent natural harbors. In Puget Sound, in the Columbia and Willamette rivers, in the coastal bays of Washington and Oregon are some of the finest and largest and safest and deepest harbors in the world. Connecting with them are hundreds of miles of waterways leading to the resources of the interior. So extensive are the harbors and lakes and rivers that some of the ports utilize both salt water and fresh water bodies. And so thoroughly land-locked and storm-protected are

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they that much might be made of that advantage were it not for the fact that the Pacific Northwest is notably free of high winds, and such terrors of shipping as hurricanes, tornadoes, monsoons and typhoons are unknown.

Because of their natural equipment, harbor development costs in the Pacific Northwest have been comparatively low. London, Liverpool, Glasgow, Hamburg, Havre, Copenhagen, and Amsterdam each has spent millions to gain less than is provided by nature in the harbors of the Pacific Northwest.



The principal cities of the Orient are 300 to 400 miles nearer the Pacific Northwest than to our South Pacific ports.

But the millions necessary to equip their giant ports with every accommodation have not been spared by the inspired builders of the Pacific Northwest. They have been satisfied with nothing less than the very best. With healthy rivalry the various port cities have vied to provide the largest and most complete facilities. Their achievements in the short space of a decade, the great piers, huge warehouses and elevators and storage plants, stand as monuments to the indomitable spirit

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and wonder-working faith in their country that is rapidly building the Pacific Northwest.

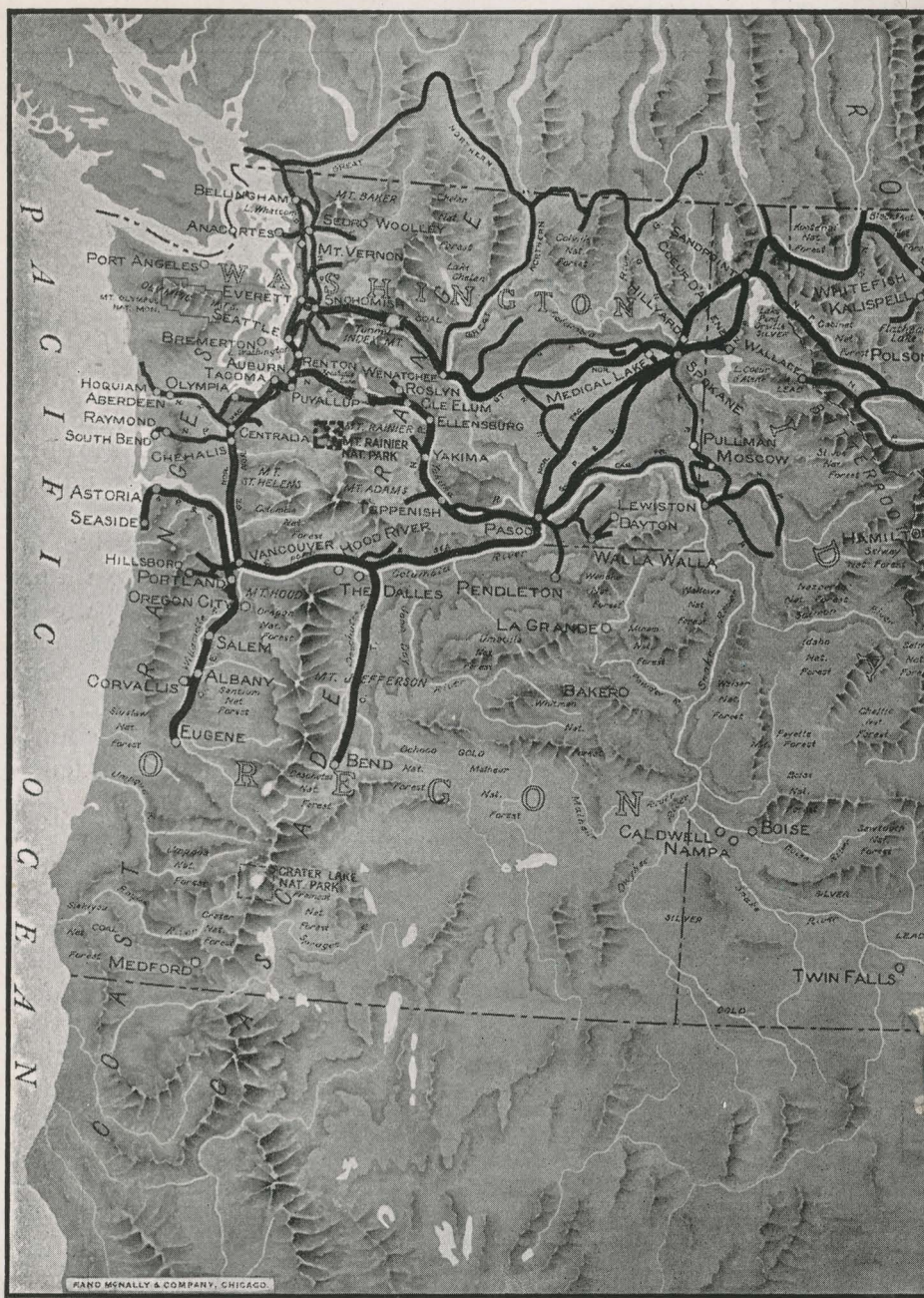
BUILDING THE BIG PORTS

In place of the one crude dock forty years ago, sixty piers now serve Seattle's shipping. Seven, including one that is the largest in the world, are owned and operated by an independent municipal corporation, the Port of Seattle. Its properties are valued at \$16,000,000.

Seattle has 190 miles of water front. In addition to its harbor on Puget Sound, in which the navies of the world could ride, it has a fresh water, or inner harbor. Great locks, second in size only to those of the Panama Canal, and accommodating vessels 780 feet long, connect Puget Sound with the fresh waters of Lake Union and Lake Washington. Here ships can load without adjustments to tides and the fresh water harbors afford the means of eliminating sea growths. The combined area of the wharves of Seattle, public and private, is 101 acres. The spur track capacity of these wharves is 2,939 cars, and there is berthing space at all piers for one hundred and twenty 400-foot ships. The most modern facilities are provided.

Portland's shipping has had a tremendous growth in the last decade. Situated at the confluence of the Columbia and Willamette rivers, Portland serves an immense trade territory in Oregon and Washington. Water terminal facilities have been constructed by the Port of Portland at an expenditure of \$17,000,000. This is the great grain shipping port of the Pacific Northwest. Connected with the vast wheat country of the Inland Empire—eastern Washington and northern Idaho—by rail lines from Spokane, which follow the Columbia River and provide a river-grade haul to tide-water, Portland occupies a strategic position as the ocean shipping point for a vast territory.

One of the finest natural harbors in the world is at Tacoma. This city is in the heart of the great lumber



The Pacific Northwest is establishing itself as our principal Pacific. It looks ahead confidently to a great future. For its tremendous shipping business is one of the richest in the world, and its water power, in fisheries and in the climate and natural resources, is equally vast.

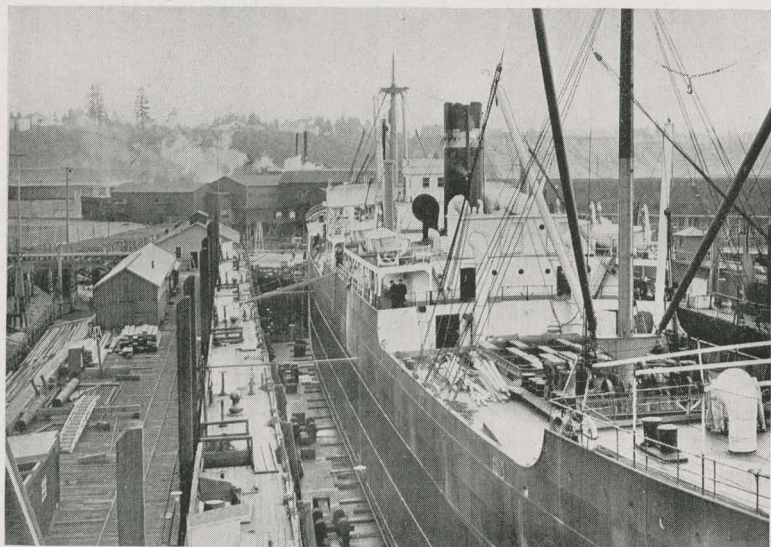
To the Pacific Northwest the Burlington-Northern Pacific-Great Northern Railroads are dedicated—to its service and development, present and future.



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ipal western gateway to the fast growing commerce of the
back of its strategic trade position, back of its great ports
t regions of the earth—in forests, in mines, in farms, in
l beauties of a wonderful home land.

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Great locks and dry docks, accommodating the largest ships are provided in these well-equipped harbors. Money has not been spared in building the most complete accommodations for a rapidly mounting ocean commerce.

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industry of Washington. Through its port of Tacoma, a municipal corporation similar to those operating in Seattle, Portland, Astoria and other seaports of the Pacific Northwest, Tacoma is fast developing a comprehensive system of harbor facilities to take care of a rapidly growing shipping business.

PERFECTING THE COLUMBIA

Astoria, at the mouth of the great Columbia River, has recently completed a municipal system of port facilities at a cost of \$5,000,000. The Federal Government, in 1915, completed the construction of jetties at the entrance to the Columbia River which have permanently eliminated the Columbia River bar and have made this one of the deep and safe ports of entry on the Pacific Coast.

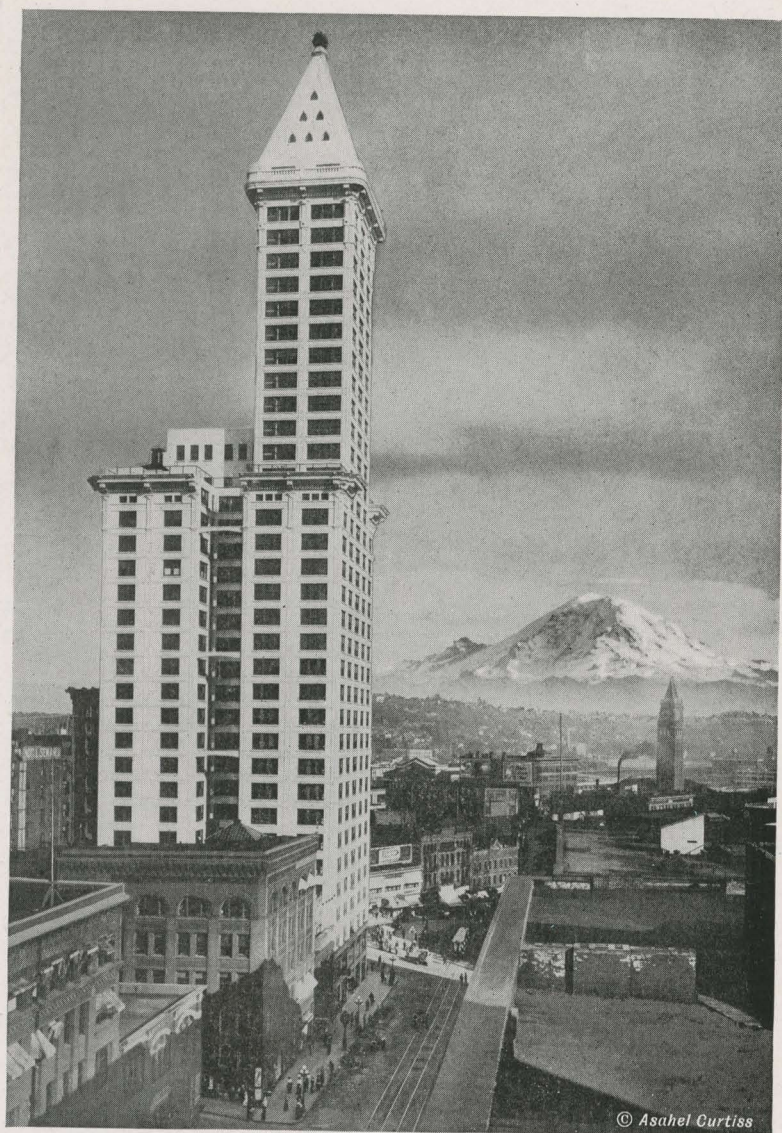
Everett, Washington, has a natural, deep water harbor on Puget Sound that accommodates the largest ships. Here, great cargoes are loaded for the ports of the world from huge lumber and shingle mills and fish canneries.

Bellingham Bay is the deep water harbor of Bellingham, a large lumber and fishing center on Puget Sound. With one of the finest land-locked bodies of deep water on Puget Sound, Bellingham is preparing, through a newly created Port Commission, to handle an increasing shipping business. It has a distinct commercial advantage in the abundant coal supply close at hand.

At Grays Harbor, in Washington, where Aberdeen and Hoquiam are the principal cities, a Port Commission is engaged in constructing a series of public docks to supplement private facilities and to provide for increasing shipments of lumber and other merchandise. The first unit of these docks was completed last year.

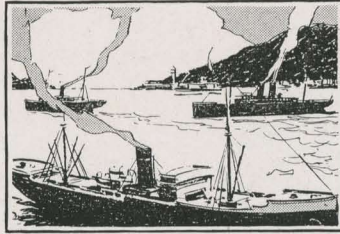
Willapa Harbor, in Washington, on which are the lumber centers of South Bend and Raymond, has two miles of privately owned dockage serving its various mills and factories.

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© Asahel Curtiss

In forty years frontier settlements have grown to great cities handling the commerce of the world.



PORTS OF DESTINY

LOOKING ahead, two beacon facts light the horizon. One is that 1,200 million people must eat, must have clothes—many of them for the first time, perhaps—and will demand more and more of the whole train of other commodities that follow the spread of civilization and the growth of Oriental countries. This fact of a tremendous, almost unlimited consuming market is the most striking. The other is the rapid growth of the Pacific Northwest in consuming power and in manufacturing power.

From the Orient comes rubber, vegetable oils, silk, hides, tea and other raw materials. The ships that bring them carry back flour, lumber, milk products, iron and steel, machinery, clothing and other manufactured articles as well as wheat, fruit, copper, lead, and other raw products.

World history shows that the greatest centers of commerce in each age have been those cities where the raw materials of the Orient met the commercial products of the Occident. These centers are now in the Pacific Northwest. They look westward, across the busy Pacific, to tremendous things beyond.

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World history shows that the greatest centers of commerce in each age have been those cities where the raw materials from the Orient met the commercial products of the Occident. These centers are now in the Pacific Northwest.

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To Japan, a great and growing commercial power, with an enormous foreign trade and possibilities of increase that are well known. Already the bulk of Pacific trade with Japan is carried on through the ports of the Pacific Northwest.

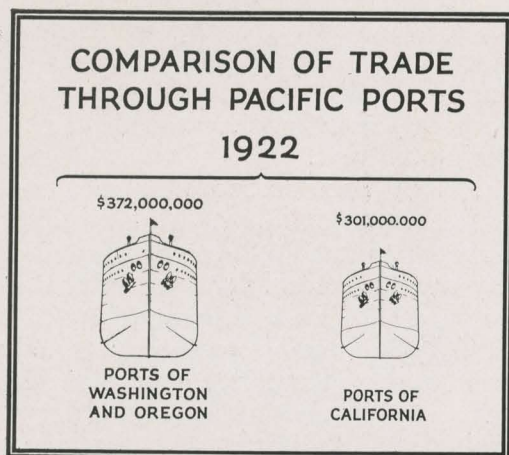
To China, with 400,000,000 man power—a great undeveloped reservoir of labor. A labor to turn out those products which can no longer be produced to best advantage by the more highly trained workmen of Occidental countries. The development and industrial expansion of China is bound to come; it is, in fact, under way, and no man can foretell its limits. And with this expansion will come an enormous demand for the manufactured products of America. A commerce that will be measured in billions of dollars is a reasonable expectation.

SIBERIA RIVALS OUR OWN RICHES

To Siberia, waiting, with the earth's greatest natural wealth in her lap. With an area sixty per cent greater than that of the United States, Siberia rivals our own country in the wealth of its products—timber, furs, fisheries, coal, petroleum, wheat, minerals, cotton and wool. American trade with Siberia, which is through the port of Vladivostok, is carried on chiefly through the Pacific Northwest. Here, men who are familiar with this great undeveloped country already are nursing an infant trade and looking ahead confidently to the day when it will develop to gigantic proportions.

What has been said about China and Siberia can be said in a modified way of the Philippines, the Dutch East Indies, Australia and the smaller states of the Orient, any one of which, carefully analyzed, shows great trade possibilities.

And finally, Alaska—that rich territory of our own with an annual trade now amounting to \$100,000,000 and only started. The United States bought Alaska for \$7,200,000 in 1867. Since that time Alaska has exported

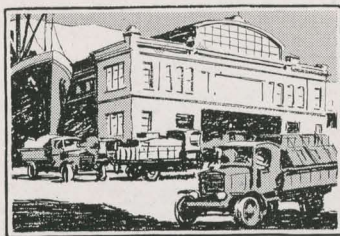


This chart shows the dominating position of Pacific Northwest ports in American trade in the Pacific.

commodities valued at more than \$1,000,000,000. It has imported commodities with a value of more than \$500,000,000. In 1923 Alaska shipped out products worth \$60,470,000, and imported goods worth \$29,980,000.

Alaska is twelve times as large as the state of New York. It is as large as Germany, France and Spain together. It has vast riches in timber, petroleum, coal, fisheries, gold, copper, tin, antimony, lead, graphite, cinnabar, palladium, platinum, molybdenite, marble, and gypsum. The completion of the Alaskan Railroad and a new interest on the part of the Federal Government in developing this country has turned attention to the rich opportunities which are unfolding there. It offers exceptional opportunities for paper and pulp industries. This development already is under way. In the wealth of its forests, Alaska, in the opinion of Federal experts, is destined to become a second Norway.

This is the vision of a great world trade which men of the Pacific Northwest have seen and are preparing for—a world trade for America that must come largely through these North Pacific ports.



BUSINESS FOLLOWS THE SHIPS

A Liverpool freighter is loading apples for England. Into its vast hold it packs 150,000 boxes. Twenty big fruit farms of the Pacific Northwest have contributed the \$200,000 cargo. Hundreds of men have had a part in producing it, in harvesting, in packing, in storing, in trucking, in loading. The hardware dealer has sold equipment to grow the crop, the merchant has furnished supplies for the workers, the banker has supplied credit, the lumber mill has made the boxes, the port has furnished storage and labor—a dozen other businesses have provided necessary services and supplies. And this is only one of a fleet of ships necessary to carry the great apple crop to the countries of Europe, Asia, Africa, South America, Australasia.

Now repeat the story for lumber, wheat, flour, dairy products, machinery, clothing and other materials. And repeat it for the incoming cargoes of rubber, fibre, vegetable oils, silk, hides, tea and so on.

Every ship that enters, every ship that leaves the ports of the Pacific Northwest registers its influence in every nook and corner of business, from the coast regions clear to the interior. Directly or indirectly the farmer,

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With the prospect of a doubling, and perhaps trebling, in the lumber production of the Pacific Northwest during the next fifteen years, the contribution of this industry to water commerce must increase enormously.

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the banker, the merchant, the manufacturer, the laborer and the capitalist feels the stimulating effect, in his own business, of this \$300,000,000 shipping trade.

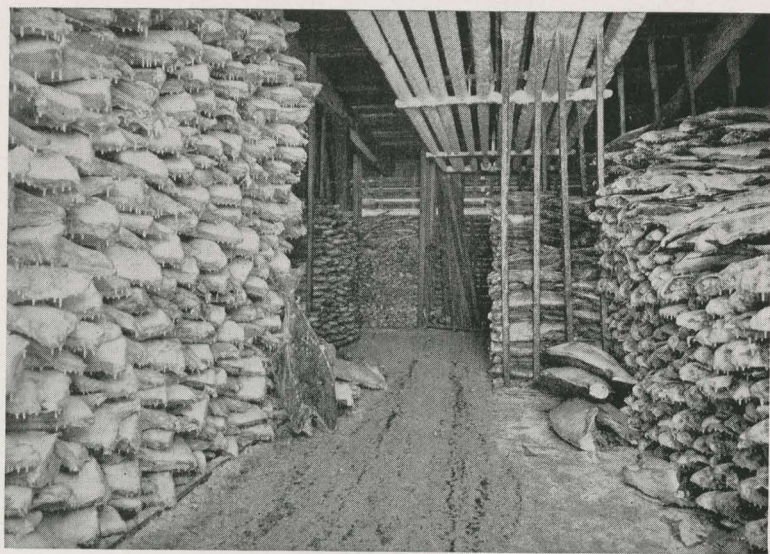
And more than that. The farmer discovers that the big ships are finding newer and larger markets for his products. He sees his wheat carried to the far corners of the Pacific, to Europe, and he observes that wheat prices last year, for the first time, topped those of the Chicago market. He sees increasing shiploads of milk and milk products moving toward the Orient. With a heavy crop of berries on hand he processes the surplus in sugar and ships it to England—and the local price for berries jumps from four cents to ten cents a pound. He no longer fears large surpluses, for hundreds of millions of hungry people are now reached by the ships that dock at his ports.

LUMBER TO THE WORLD

The same with the lumberman. Great fleets of freighters carry huge cargoes of lumber across the Pacific and through the Panama Canal to the countries of the Atlantic. This big \$350,000,000 industry leans heavily on ships, and with the prospect of a doubling and perhaps trebling of the lumber output in the next 15 years, its contribution to water commerce must increase enormously.

The manufacturer sees tremendous markets opened up for his goods. Already he is sending out machinery and clothing and flour and other products in great quantities. With cheap hydro-electric power from one-half the nation's water-power resources, with abundant raw materials from forest and mine and fishery and farm, from Alaska, from the Orient, a production from the factories and mills of the Pacific Northwest now approximating \$1,500,000,000 a year must shortly reach larger proportions. There is a great need for factories to utilize the hemp, silk, rubber, oil and other

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And here are the world's largest fisheries with great fishing fleets and large canneries turning out \$85,000,000 a year in products.

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raw materials of the Orient. Here alone the industrial future of the Pacific Northwest is almost boundless.

Thus are the great ports, the gigantic shipping business, extending a strong arm of support to other industries and hastening the development of the Pacific Northwest.

But shipping, important as it is, is only one of the cornerstones on which the Pacific Northwest is building its great empire of industry. The achievements in shipping are matched in other fields. On every hand giant enterprises, vast development projects have been consummated and are bearing fruit, while other and larger undertakings are under way. In the forests, in the mines and oil fields, in the great farming sections, in the mighty rivers and waterfalls, in the cities the same conquering spirit of empire builders is steadily at work.

WHERE MEN ARE MADE

Great things can happen, indeed they are inevitable, to a country so fortune-favored with natural riches, so strategically situated as the Pacific Northwest. And they happen not only to the country but to the men who build it. The history of the Pacific Northwest is singularly rich in experience of men who came, almost single handed, and from small beginnings builded fortunes.

It is still the Land of Opportunity for millions. That man who has a reasonable amount of capital will go ahead faster, but if he has industry and a determination to get ahead he need not hesitate. Nowhere will he find greater chances to succeed. For in this fast-growing country he will be carried forward by the sheer force and power of an irresistible progress all about him.





SEE THE PACIFIC NORTHWEST

COME to the Pacific Northwest and see this rich young country in the full swing of its development. A trip of investigation may reward you, as it has thousands of others, with a big new opportunity in your line of business.

For the young man and the man of middle age who start now, the possibilities in this swiftly-growing country are boundless. Here are opportunities that come to some men only once in a lifetime—the chance to start at the start of things and “grow up with the country,” to share in the full fruits of its development.

Thousands are now making such starts in the Pacific Northwest. From their beginnings many will build giant industries, great businesses, fortunes—in farming, in manufacturing, in mining, in oil, in lumbering, in engineering, in merchandising, in every line of business that belongs to a growing country. Nowhere is there a future fuller of hope and unlimited expansion for growing ambition than here awaits the man with a reasonable amount of capital and a willingness to work.

Come and see the big ports and harbors, the logging operations and lumber mills, the huge water power and irrigation enterprises, the mining and oil fields, the fa-

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mous farming sections, the great factories, the fishing fleets, the beautiful cities and highways and the scenic grandeur of an incomparable wonderland.

We will gladly help you plan a trip to the Pacific Northwest. Our travel representatives can make arrangements for you that will insure the best use of your time, whether you spend two weeks or four weeks or more time. Their service is free. Consult our local representative or write to one of the officials below.

Reduced round-trip fares are in effect the year round. All-year excursion tickets, carrying liberal stop-over privileges, good going by one route and returning by an entirely different route, and for return to starting point any time within nine months from date of sale, are on sale daily.

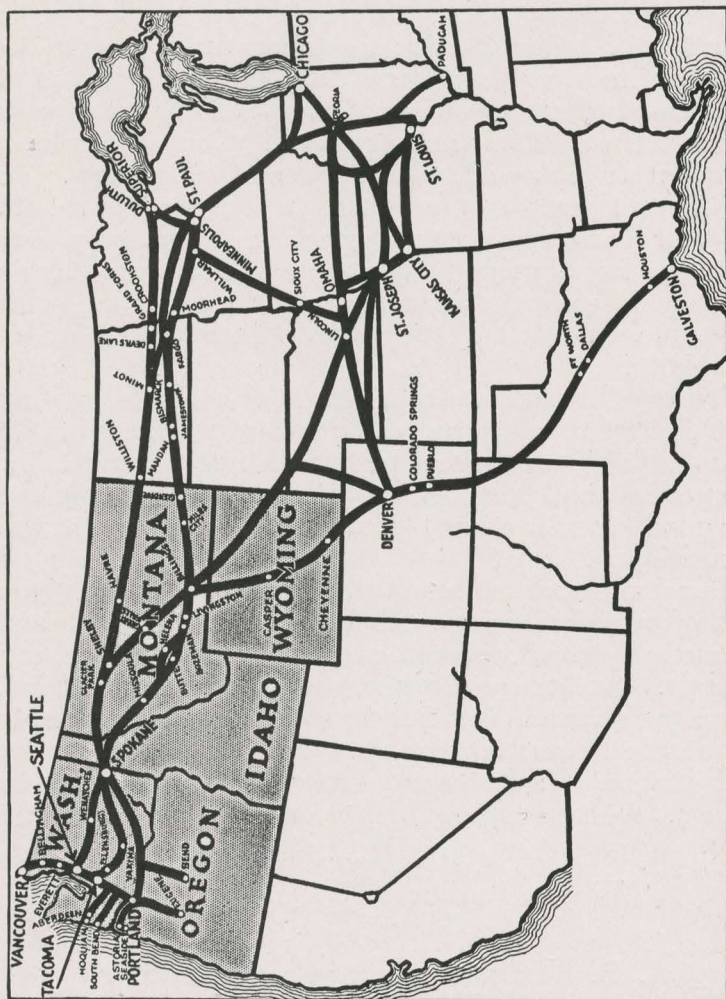
During the vacation tour season (usually from May to October) *specially reduced* round-trip tickets are on sale daily. These tickets permit diverse routing, allow stop-overs at all points en route, going or returning, and are good for return until October 31. The low cost will surprise you.

Our industrial experts will be glad to furnish you authoritative information about business conditions and opportunities. They will gather data for you on any subject. And they can put you in touch with local, state and national agencies that will advise you reliably about the Pacific Northwest. There is no charge for this service. Write for any one of the books listed on page 2. Address all inquiries to one of these officials:

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Main lines of the Burlington-Great Northern-Northern Pacific to the Pacific Northwest

