

✓ Idaho. ✓ Bonner county.

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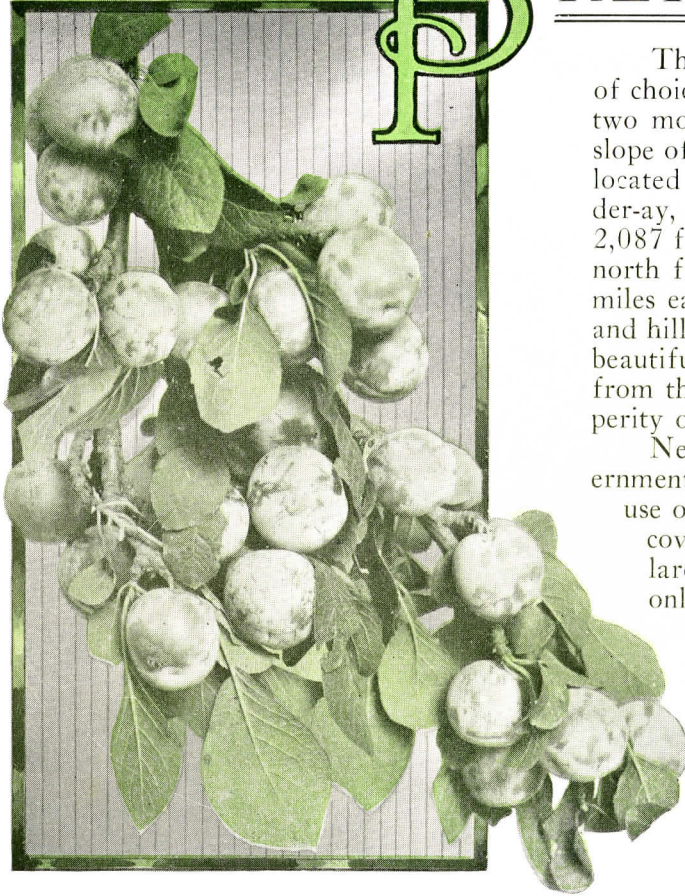
The
Land

of
OPPORTUNITY





PREFACE

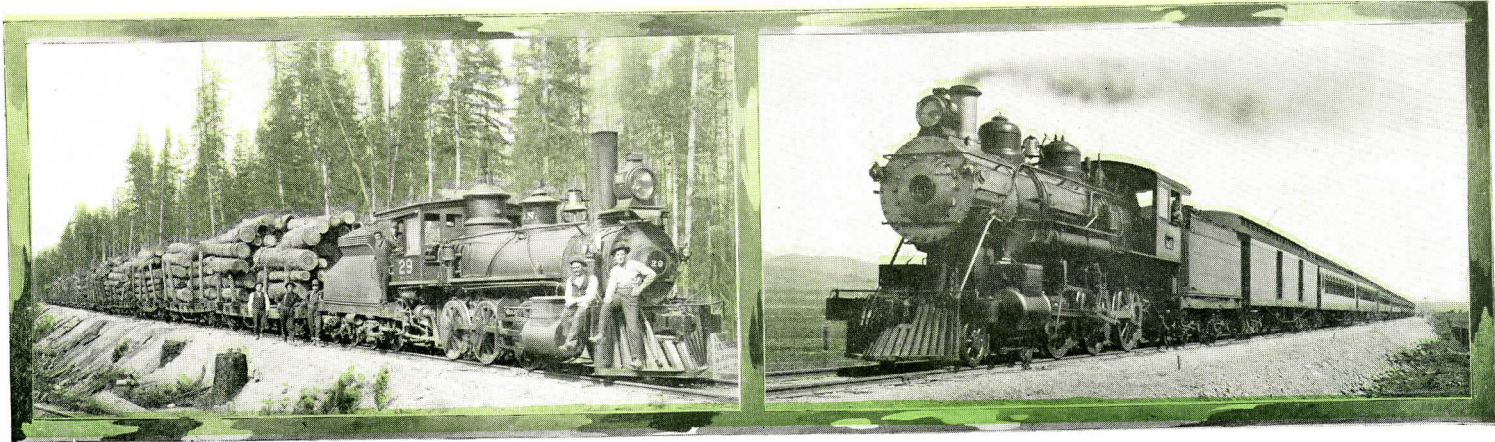


The Humbird Lumber Company owns in fee simple 180,000 acres of choice land in Bonner and Kootenai Counties, Idaho. These are the two most northerly counties in the state, and are situated on the Western slope of the Rockies. Sandpoint, the county seat of Bonner County, is located at the northwest end of Lake Pend d'Oreille (pronounced Ponder-ay, a French-Indian name signifying "ear pendant") at an altitude of 2,087 feet above sea level. The largest valley of this region extends north from the lake and is some twelve miles north and south and seven miles east and west. These two counties are broken by the low spurs and hills which rise to occasional peaks of over 6,000 feet; hundreds of beautiful clear lakes dot the landscape, and thousands of streams rush from the hillsides and bisect the numerous valleys that assure the prosperity of future generations of ranchers and ruralists.

Nearly all the rougher land has been set aside by the National Government as Forest Reserves, thus protecting the natural resources to the use of the individual communities. The whole country is or has been covered with magnificent forests of white pine, yellow pine, fir, larch and cedar, among which wild game roamed at will. It has been only about ten years since the lumbering industry really assumed proportions, and it is today the means whereby most of the wealth is being made. We have two big mills, one at Sandpoint and one at Kootenai, with a capacity of 450,000 feet of lumber per day, and we estimate that we have timber to last some fifty years. The logging and manufacture of this timber requires the labor of hundreds of men and boys. We also ship thousands of cars of cedar products in the shape of fence posts, telephone and telegraph poles and piling, all of which is prepared by hand and affords work for many men.

RAILROADS

Three transcontinental railroads bisect this valley, the Northern Pacific, the Great Northern and the Spokane International (which is the Spokane-Portland branch of the Canadian Pacific) with 24 passenger trains per day passing through Sandpoint, we are afforded unequalled transportation facilities. Sandpoint is bound to become a manufacturing center of prominence. Cheap transportation is further assured by the low rates by the steamboats of the lake and river. Every inhabited section is accessible by good country roads, and since the timber must first be removed before the land is tilled, good roads will always be in advance of the settlement.

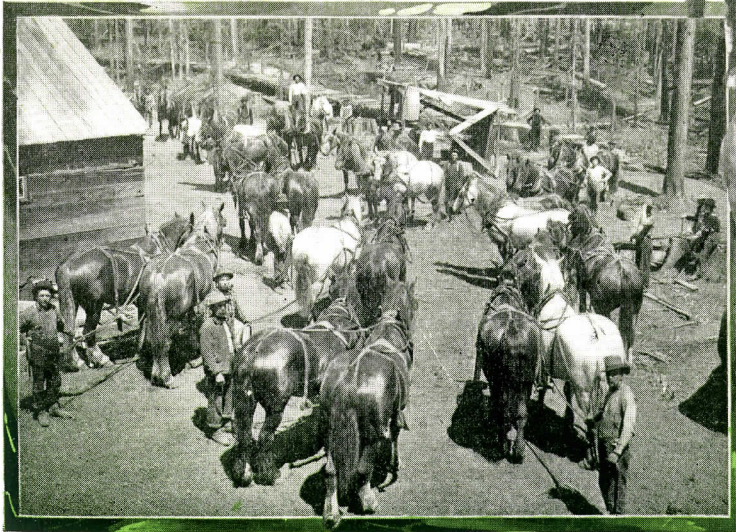


First the Logging Train.

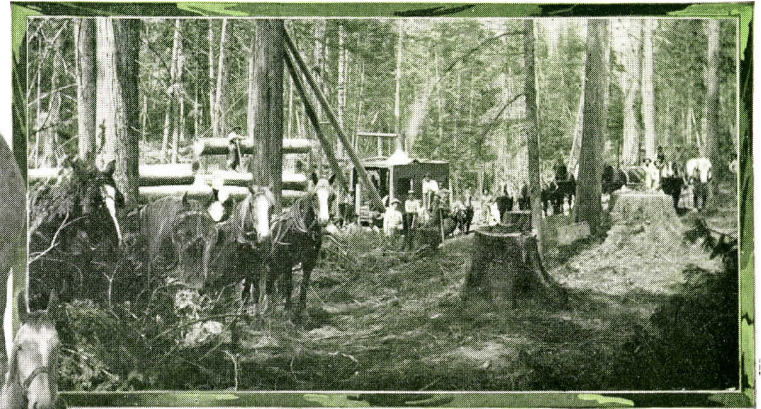
Then the Pullman.

INDUSTRIES

At present the principal industries are the manufacture of lumber, cedar and timber products. Several small factories are getting under way in Sandpoint and surrounding towns, and with such excellent transportation, manufacturing will



Logging Scene.

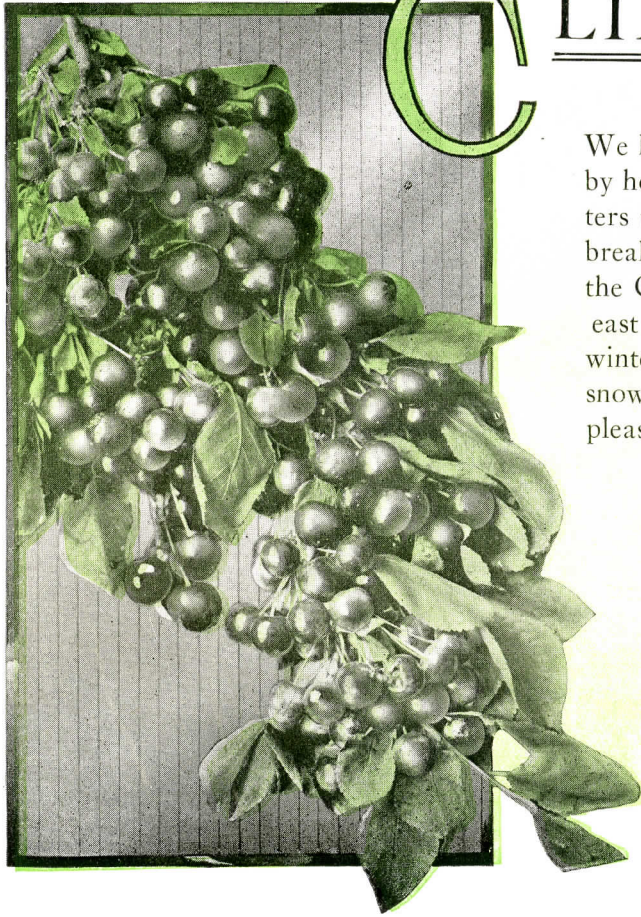


not be long delayed when the farmers are able to furnish food, without long shipment, to the labor required. Cement is the coming material for buildings of permanence, and the mountains along the lake shore are composed of a high grade cement stone. Already one large factory is shipping, and a few years will see big development in this field, as there is an abundance of raw material at the waters' edge.

SOIL—Hundreds of years ago the present Pend d'Oreille Lake covered all the valley around Sandpoint, and her waters ran north into the Kootenai River near Bonners Ferry. The mountain streams washed down the richest kind of soil elements from what are now the mountains in the National Forest Reserve, and these washings were laid in still water on the bottom of the shallow lake. Then through some great dynamic upheaval the outlet of the lake was shifted and the Pend d'Oreille River was started, emptying the lake to the west. This lowered the level of the lake about 100 feet, and left bare the rich alluvial valley north of Sandpoint. Then was begun the centuries of forest production, and the adding of enormous quantities of decayed vegetation to the fine silt soil already rich in mineral salts, to give humus and nitrogen for future crop production. Thus was made one of the finest soils imaginable. It is of a fineness that hardly grits your teeth, yet so granular that it is not a clay. It never bakes or cracks in summer, and working it is a pleasure. Can you imagine how a more productive soil could be made? But seeing is believing, and when you see this silt loam soil and the magnificent forest it has produced, you will say with Mr. J. H. Worst, president of the North Dakota Agricultural College: "It is the finest soil for agriculture I ever saw." Now, underneath this soil, at an average depth in this valley of about 12 feet, is a sheet of pure mountain water, for all domestic purposes.



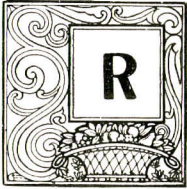
Elsasser Orchard One-Half Mile from Sandpoint.



C LIMATE

Soil and climate are both necessary to make successful conditions. We have no extremes of either heat or cold. Do not judge our winters by how far north we are; remember southeastern Alaska has warmer winters than New York. The warm Chinook winds from the Pacific Ocean break through the gap in the Coast Range, Cascade Mountains, made by the Columbia River, and have a tempering effect on our winters unknown east of the Rockies. The thermometer reached zero one night during the winter of 1912-'13, and while we have in the neighborhood of two feet of snow every winter, the weather is seldom so disagreeable that it is not a pleasure to be out of doors. Protected as we are by the mountains to the north and east of us, we can say that we have no storms, no wind, no hail, no cyclones to dread. While two months of sleighing is common, vegetables left in the ground sprout the second year, and our water pipes in Sandpoint are buried only 18 inches deep, and never freeze. It is sufficient to say—in winter we have winter, in summer, summer. Wood is plentiful and winter evenings are a joy before roaring open fires, entertained by song or story.

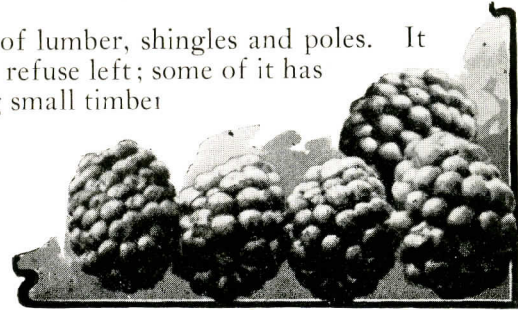
Bonner County is the hunter's and fisherman's paradise. The streams and lakes are plentifully stocked with a variety of fish and big game abounds in the wilds. Deer and bear are to be had for the shooting and pheasants are prolific and plentiful in season, not to mention water fowls.



RAINFALL ----- Owing to the fact of the Columbia River breaking through the Cascade Mountains, thus permitting the passage of the warm moisture-laden winds from the Pacific, our rainfall here on the west side of the Rockies is abundant for all crop growth. These winds sweep over the lower Columbia Valley in the State of Washington, and not till they drift against the foothills of the mountains, do they give up their waters. Northern Idaho is peculiarly blessed here by having the only east and west valley or break in these foothills. These valleys drew the three transcontinental railroads, and they also draw, winter and summer, these warm, moist breezes laden with untold riches from the Japanese current, for these prolific lands of ours. Our rainfall is about 27 inches per year. We are apt to think of the whole of the West, west of the Missouri River, as depending upon irrigation, and it is only he who has had experience under irrigation, who can estimate the benefit to us of that freak of Nature, the Columbia River break. Let one who knows by actual contact with more than one irrigation enterprise in the West, speak and he will tell you the average cost of water rights is \$50—investment per acre; average yearly cost of the up-keep of ditches, reservoirs, etc., \$3.50 per acre; average cost of work irrigating, \$3.00 per acre. Thus a perpetual yearly cost of \$9.50 per acre. It takes big crops and rich acres to pay it. These are all above the original cost of the land, and represent the 6 per cent income of \$158.00 investment per acre. The man who knows irrigation knows these figures are right—\$158 per acre saved by buying in Northern Idaho; the everlasting tax of \$9.50 per year done away with.

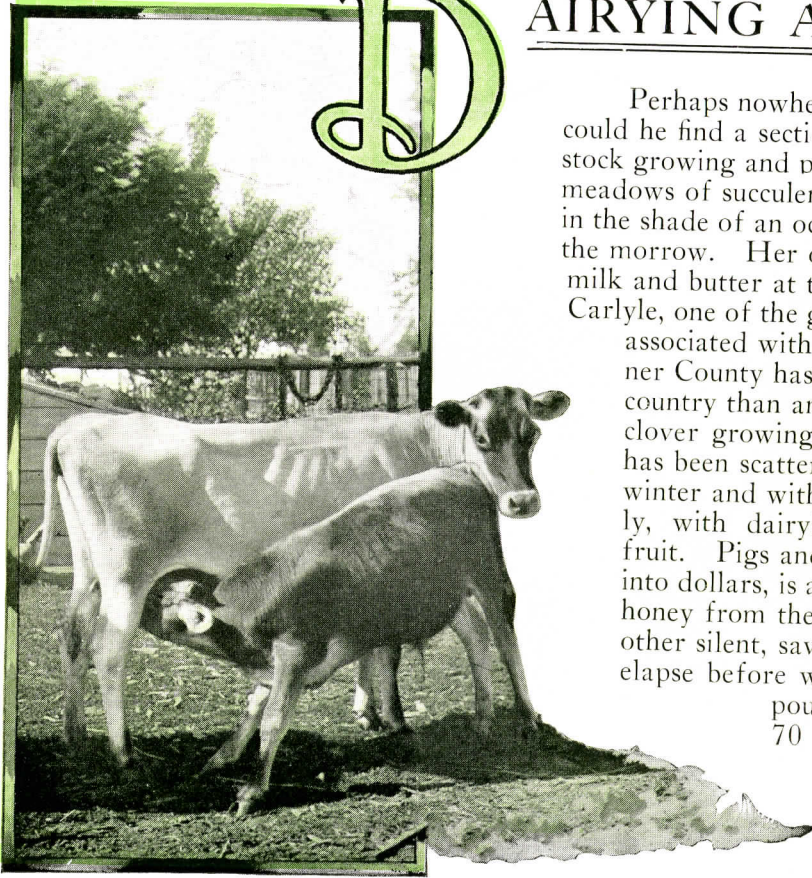
STUMPS

Nearly every acre of this land has yielded its tribute of thousands of feet of lumber, shingles and poles. It is de-timbered land with all the prime timber removed and only the wood and refuse left; some of it has been burned over and is free from standing timber; and some has scattering small timber growing among the stumps. Since there has been a plentiful supply of moisture, the roots are very shallow, seldom penetrating over 30 inches in depth. The stumps do not sprout. Once removed, they cause no further trouble. The great future of this country is in dairying and live stock, and to grow timothy, clover and alfalfa it is not necessary to remove the stumps—let them rot out. Simply clean up the down timber and brush by burning, and sow your seed on the fresh ashes and a good stand of hay is assured.



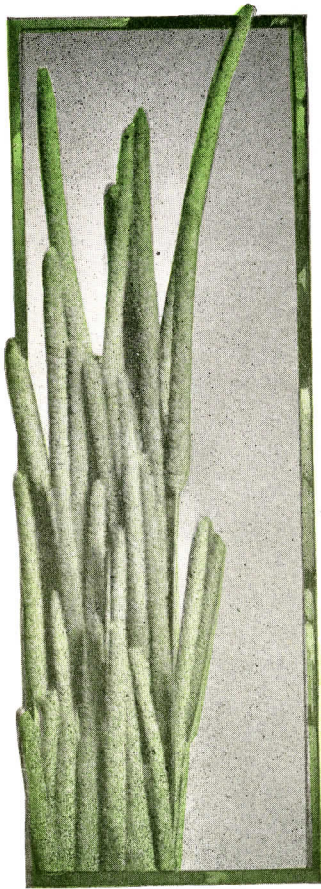
D

AIRYING AND LIVE STOCK



Perhaps nowhere in the United States, if one were to search them over, could he find a section of the country better adapted by nature to dairying, stock growing and poultry. The milk cow realizes her dream, belly deep in meadows of succulent timothy and clover, bordering limpid streams, or rest in the shade of an occasional pine or cedar, unworried by insect or care for the morrow. Her owner realizes his dream when he gets his check for her milk and butter at the prices prevailing in this community. Professor W. L. Carlyle, one of the greatest live stock experts in the United States and long associated with several state agricultural colleges, has stated that Bonner County has more natural advantages for the making of a dairy country than any section in the Northwest. You will find timothy and clover growing wild, waist-high, among the stumps wherever the seed has been scattered. A few acres can be cleared to grow feed for the winter and with cheap lumber, all stock can easily be housed. Naturally, with dairying go, hand-in-hand, the raising of hogs, poultry and fruit. Pigs and chickens fatten on the skim milk and turn the refuse into dollars, is another word for economy. A few bees to sip the honey from the clover blossoms before the pigs awake, and we add another silent, saving servant to the rancher's menage. Many years will elapse before we are able to supply our home demand for high-priced poultry and egg s, not to mention the city of Spokane only 70 miles away. The price of eggs varies from 25 to 75 cents, and butter from 35 to 45 cents per pound, milk 40 cents per gallon.

*Come—Where the Climate and Soil Invite You
to Prosperity.*



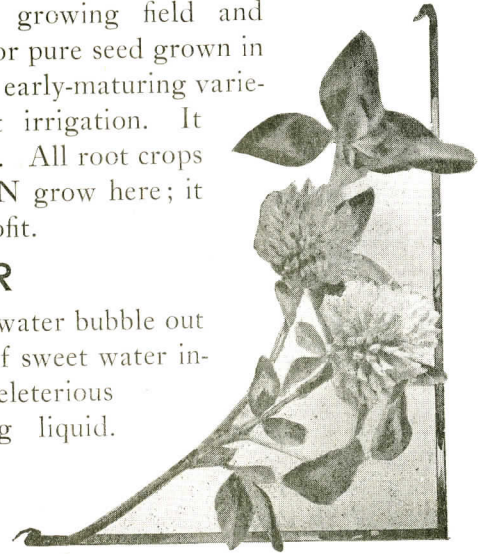
CROPS

A natural hay country, alfalfa, vetch, the clovers, timothy and the grasses run riot in luxuriant growth wherever they can get a foot-hold. Peas produce plentifully and top off the porkers with the famous pea-fed flavor. Potatoes just can't be beat for size, yield and quality. The home demand keeps prices high—those left in the ground grow the next season.

This country offers great opportunities for growing field and garden seed, for the market cannot be supplied for pure seed grown in this latitude. The demand is for quick-growing, early-maturing varieties only produced in Northern latitudes without irrigation. It is a very pleasant and profitable class of farming. All root crops produce wonderfully here; it is not what we CAN grow here; it is what we can BEST grow to make the most profit.

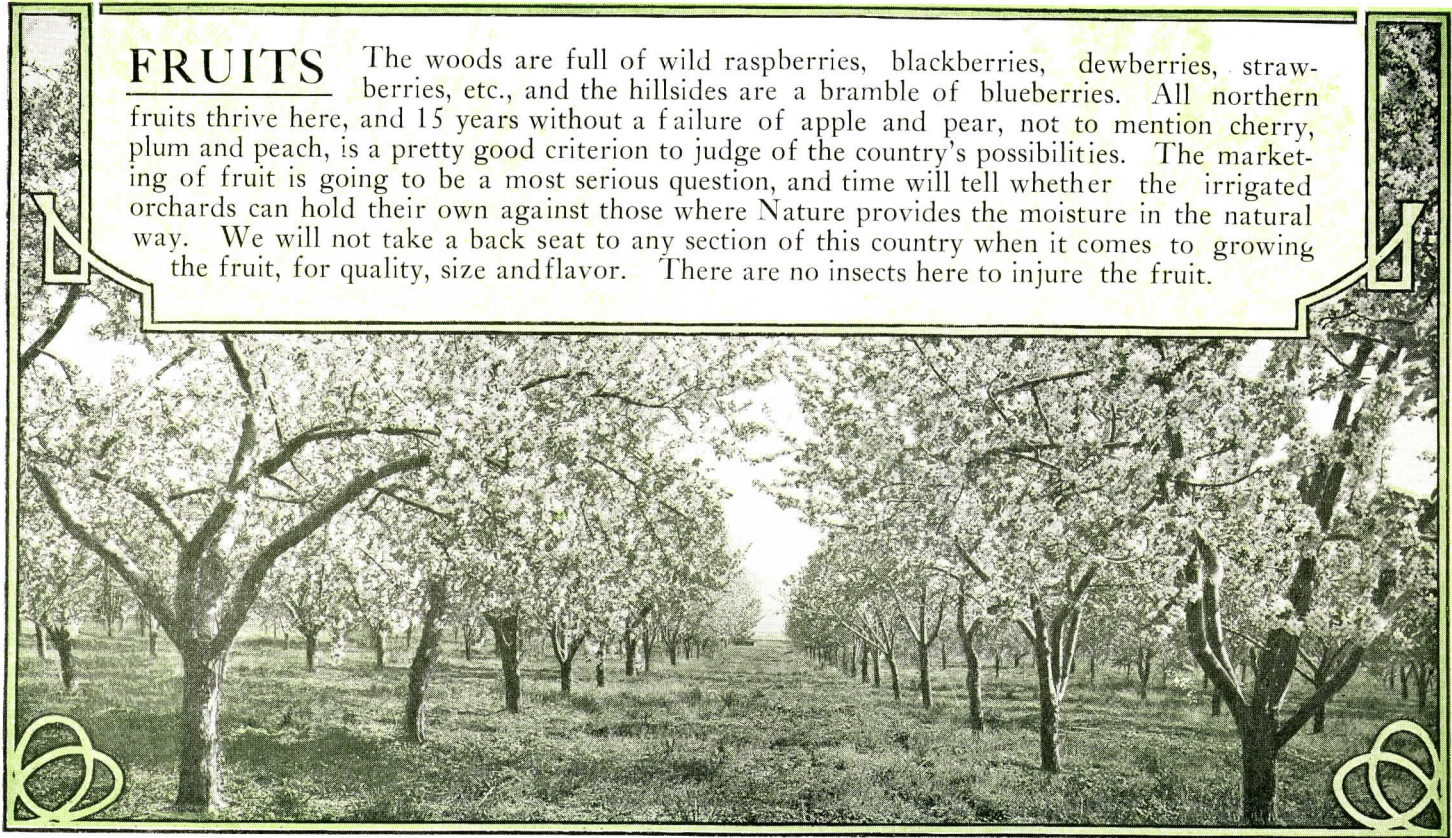
DOMESTIC WATER

Thousands of springs of pure soft mountain water bubble out of this land, and clear, cold brooks run rivulets of sweet water into the lakes and rivers. There is no alkali or deleterious salt here to ever contaminate this life-giving liquid. Some day every farm house will be supplied with cheap electricity generated at their back door.



FRUITS

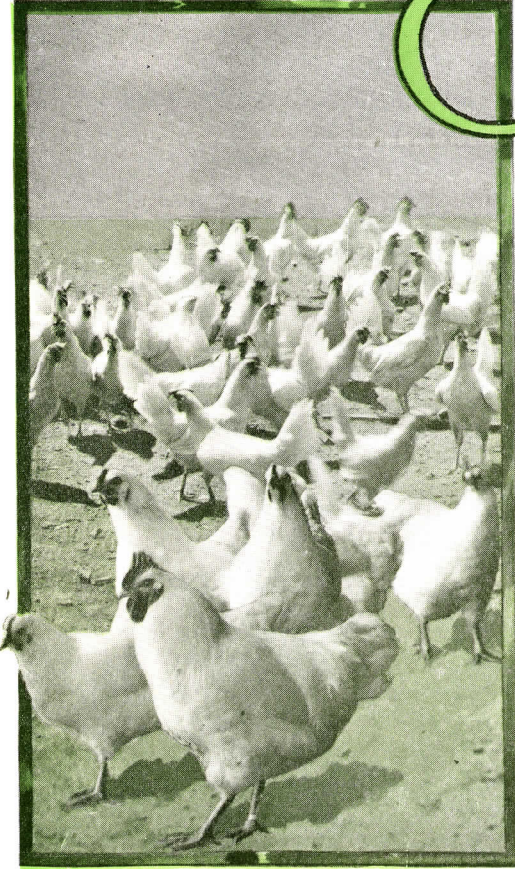
The woods are full of wild raspberries, blackberries, dewberries, strawberries, etc., and the hillsides are a bramble of blueberries. All northern fruits thrive here, and 15 years without a failure of apple and pear, not to mention cherry, plum and peach, is a pretty good criterion to judge of the country's possibilities. The marketing of fruit is going to be a most serious question, and time will tell whether the irrigated orchards can hold their own against those where Nature provides the moisture in the natural way. We will not take a back seat to any section of this country when it comes to growing the fruit, for quality, size and flavor. There are no insects here to injure the fruit.



Orchard in Bloom.

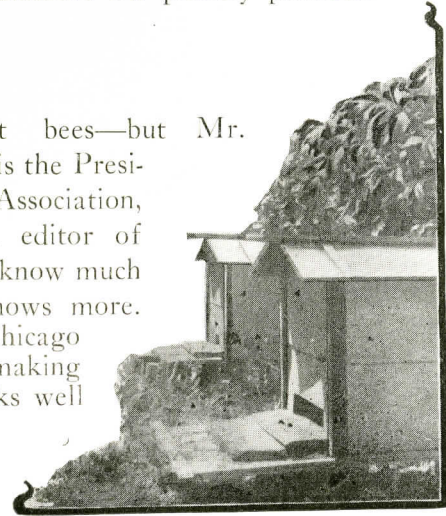
CHICKENS

Just a word for the man or woman who is looking for a good place to live, where he can raise chickens, have a little orchard a few berries, a nice garden, perhaps a pig and a cow to furnish the bacon and cream. We have a number of tracts close to Sandpoint, either on the car line or within easy walking distance of schools and churches, that we are selling on the same easy terms of one-tenth cash and the balance in 9 yearly payments, at about \$100 per acre, in five and ten-acre tracts. There are few better markets for poultry products than Sandpoint.

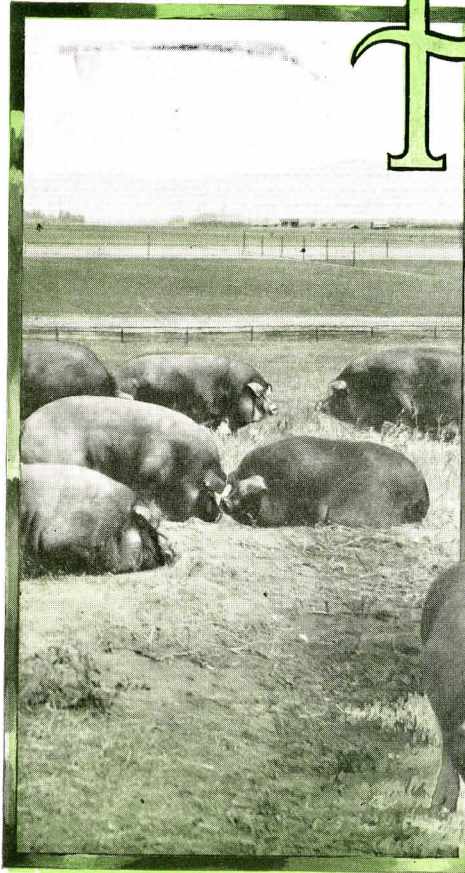


BEES

I do not know anything about bees—but Mr. George W. York does. Mr. York is the President of the National Bee Keepers' Association, and was for many years owner and editor of the American Bee Journal. If you know much about bees, you know Mr. York knows more. Mr. York has sold his interests in Chicago and has gone into bee culture and is making his home in Sandpoint. This speaks well of the country. He says our honey has no superior; and there is clover for millions of bees to work on.

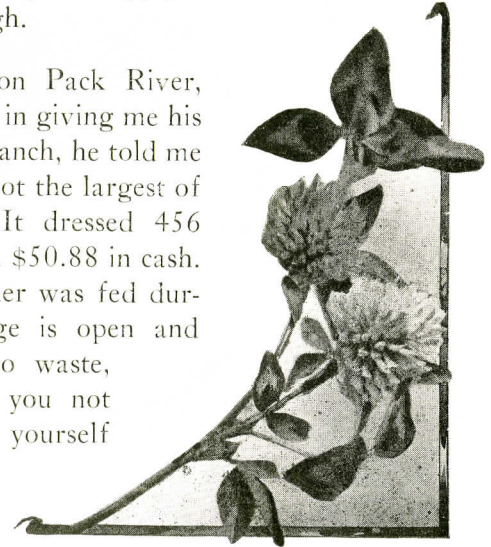


HOGS



Are perhaps the most prolific animals connected with the farm, and the source of the most profit. Little goes to waste where hogs are allowed to run, and our great yields of clover and peas make the business of hog raising very profitable. They thrive and fatten with very little attention, and as yet, disease has never been known among them. Many carloads of hogs are shipped in here annually, to supply the local demand, and prices are always high.

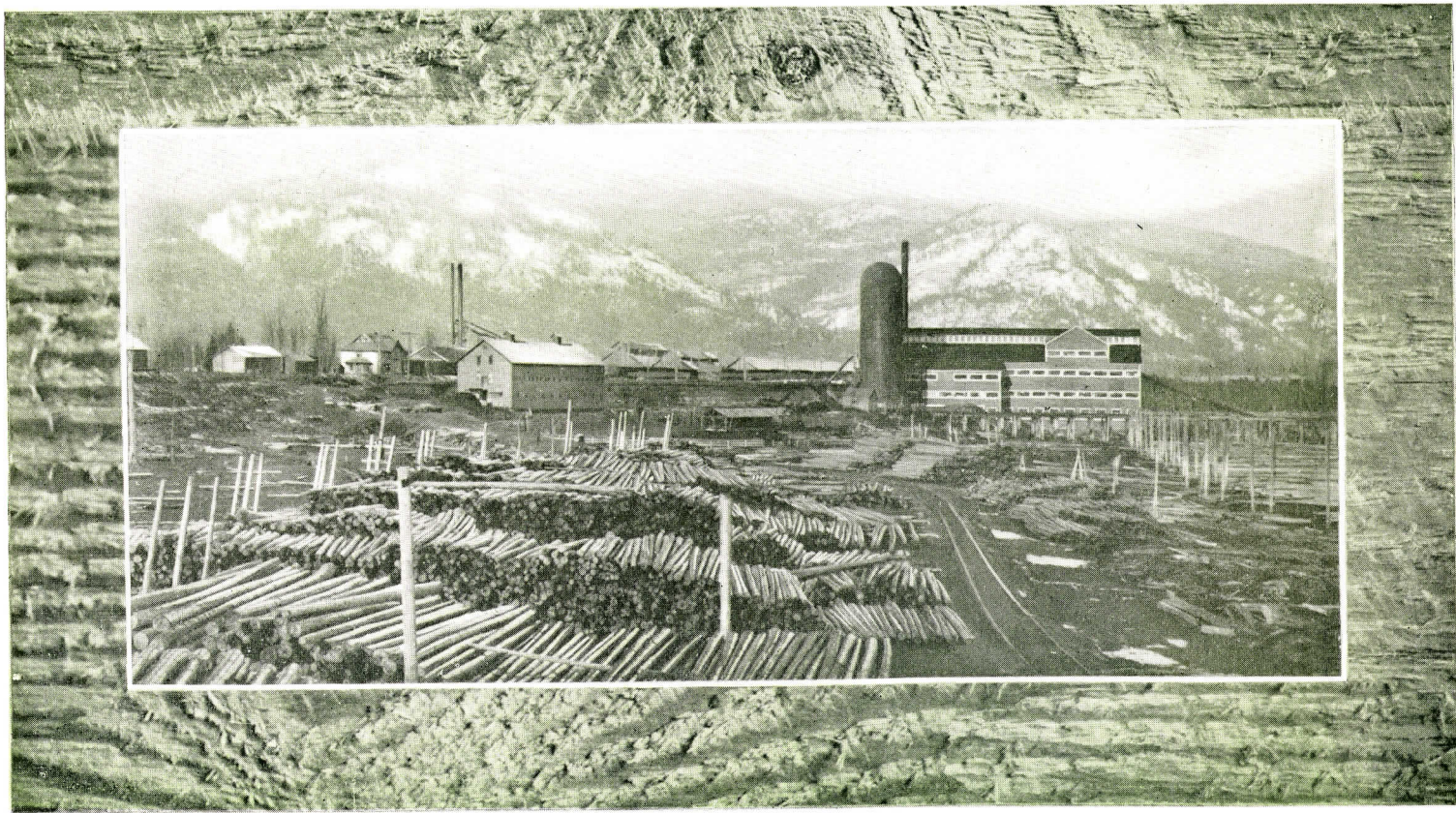
W. E. Stevenson, a rancher on Pack River, north of Kootenai, was just in, and in giving me his experience of several years on the ranch, he told me of killing and marketing dressed, not the largest of his nine-months' old calves. It dressed 456 pounds, for which he received \$50.88 in cash. Neither the calf nor its mother was fed during the calf's life. The range is open and the finest food is going to waste, with little to eat it. Can you not picture better things for yourself and family in a country like this?



We Endeavor

In the foregoing paragraphs to give you an idea of what you will find in the country around Sandpoint. (Sandpoint gets its name from the point of sandy beach that extends far into the lake and affords our bathing beach.) Now to tell you of what we have to offer: During the past ten years we have logged off or cut over several thousand acres of the low, rich valley lands close to the railroad stations and along the banks of the streams. Naturally the best land has the best timber, and lies in the valleys intersected by one or more of our three railroads, and they are the ones that we log first. It has not long been our policy to sell these lands, but believing that the settlement and improvement of the cream of our holdings would create a market for the poorer lands when years hence, they are ready for the market, we are offering several thousand acres of the choice of the rich valley lands of the Northwest. These lands will be bearing crops hundreds of years hence, but there will never be another crop of these fertile valleys. The cream is to be had now, and all the rest will be second grade. Most of us who have been in touch with the West during the past ten years, have seen land values develop wonderfully, and few have been the purchasers of any class of land on the ten yearly payment plan, who have not had their purchases double and quadruple in values before the last payment came due.

Are you doing work in satisfactory surroundings, which is laying the foundation for a happy, successful life? Or are you just drifting along, doing any work you can get, whether you like it or not? You can't afford to disregard the future; you are laying the foundation of your life's success or failure—and also that of your children—and you should be at work where everything you do counts, where your children will have a chance for success. If you feel that your present work and location will not lead you well on the road to success, you had better investigate Bonner County, Idaho.



One of Humbird Lumber Company's Plants.

THERE IS A REPRESENTATIVE HOUSE IN EVERY BUSINESS

This great achievement of being a *representative* concern in these days of big business is extremely difficult to acquire and equally difficult to maintain. The Humbird Lumber Company has occupied this position for years in the manufacture of lumber, and has conducted its business on such a plane that wherever white pine and cedar products are used, it is recognized that we sell exactly what we represent. Not content with its success in producing and selling a superior grade of lumber, this company is seeking to establish the same reputation and standing in the sale of its cut-over lands. There shall be no chicanery or misrepresentation, and every purchaser shall have fair treatment and encouragement when needed. We have too much at stake—too many thousands of acres—too much interest in the permanent development of this country to unload worthless land on the people. We are here to stay, and with almost unlimited resources behind us, we will likely be selling lands, as we de-timber them, when the present generation is no more.

OUR TITLES—Are perfect, and usually run from the United States to the Northern Pacific Railway, and from the Northern Pacific to Humbird Lumber Co. Abstracts furnished on request.

PRICE—Our present prices are not fixed, as they ultimately will be, by the earning capacity of the tilled land; but upon a basis to encourage settlement and development of this new territory. Agricultural land from \$10 to \$30 per acre; small tracts close to town, higher; grazing land, cheaper.

TERMS—Are one-tenth cash, the balance in nine annual installments, at 6 per cent interest. If you want a home in a new country, yet developed with railroads, telephones and electricity at your door, in an excellent temperate climate, surrounded by the most magnificent and varied scenery, all of which bid you live and enjoy life, can you imagine prices and terms of purchase more to your satisfaction? Do you want the pick of all these thousands of acres? Now is the time, HERE is the place.

Do you want an investment with multiple safeguards? The reliability of the company selling you, is the first and most vital point on which a careful investor should satisfy himself. Go to your banker wherever you are and ask him to look up the responsibility of the Humbird Lumber Company in Dunn's or Bradstreets. It is an old investment maxim that a thoroughly reliable firm sells none but sound securities. Our successful experience is only one of the many safeguards around the land we sell.

A Miracle is Working in the Northwest

Get out your geography; look at the map showing the Dakotas, Montana, Washington and Idaho. Here is an empire of untold wealth. It is opened up right through the center and connected with the Pacific Coast at one end, and Chicago, Winnipeg and the Great Lakes at the other, by three great transcontinental railroads; the Northern Pacific, the Great Northern and the Canadian Pacific. These railroads cost Eastern capital millions and millions of dollars; this money has been invested to liberate the thousands of millions of wealth embraced in this wonderful land. Looking backward, we saw the rise of Wisconsin, Minnesota and the Dakotas in the face of obstacles that this new county will never know. The railroads have created cities that must inevitably become the business clearing centers for all this territory. Looking forward, the wise men saw the future of these young cities just rising out of the plains at the logical points where cities must be located, their rapid growth made certain by modern, efficient railroads. So the wise organizers of the Humbird Lumber Company years ago picked the rich alluvial valleys around beautiful Lake Pend Oreille and the logical City of Sandpoint and bought the land, investing millions, sure of the future growth and development. This development has begun and YOU are invited to inspect a few thousand acres of the choicest land adjacent to this thriving little City, and buy, if your judgment accords with theirs as to the future, at reasonable prices and on liberal terms.

We don't want to draw fancy pictures; those who picture riches from ranches exaggerate greatly; one in a hundred makes more than a good living. But to realize life and get the most out of life, the ranch is the thing, and when one is on a ranch he doesn't yearn for riches. A few acres well tilled—a little wife well willed—this is the ideal that we carry in our minds; and we would have you bring your wife along when you come to Sandpoint, and let us all talk it over together. Let her get a breath of pure mountain air and a drink of pure mountain water, and a glance at the most glorious scenery of mountain, valley, forest and lake that human eye ever beheld, and you will both say "Bonner County is calling me." We mean just what we say, and we will guarantee fair treatment.

You Have a Right to Comfort and Prosperity—There's no earthly reason why *your* family shouldn't enjoy the comfort and health and prosperity you have always dreamed of for them. There's *every* reason why you should look into this remarkable opportunity *now*—while the chance is yours. Don't let the chance slip past you *this* time.

SOME LOCAL EXPERIENCES

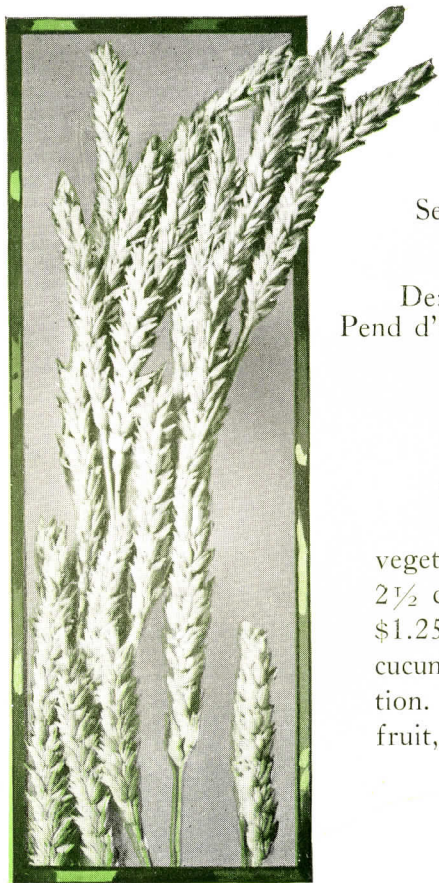
Bonnors, Ferry Idaho.

Secretary Commercial Club,
Sandpoint, Idaho.

Dear Sir—My coming to Bonner County to locate is the out-come of many years of close study and observation of the agricultural possibilities of the Northwest. During my connection with the State College of Washington and later with the University of Idaho, I had constant opportunity to travel over these two states as well as Oregon, and examine into the advantages offered by almost every county in those three states. It has always been my expectation to pick out a location which would include the sum of my ideals as to soil, climate, scenery, social advantages and markets, and that maximum has been found in the Kootenai Valley. Another thing that appealed to me was the opportunity for development and the chance to profit from it. We have the soil of unparalleled fertility, a sulubrious climate, ample moisture, a rapid growing season, beautiful mountain scenery, excellent markets, water and rail transportation and many other advantages which combine to make a desirable country in which to live. Of course, like every new country, there are disadvantages, but most of these will be overcome by future development. When reclamation of these half-tamed lands is fully realized, which is often the problem now absorbing my personal attention, it will be the finest and richest valley in which to live and work, in the entire northwest.

Yours truly,

E. E. ELLIOTT.



GRAINS AND HAY

Secretary Commercial Club,
Sandpoint, Idaho.

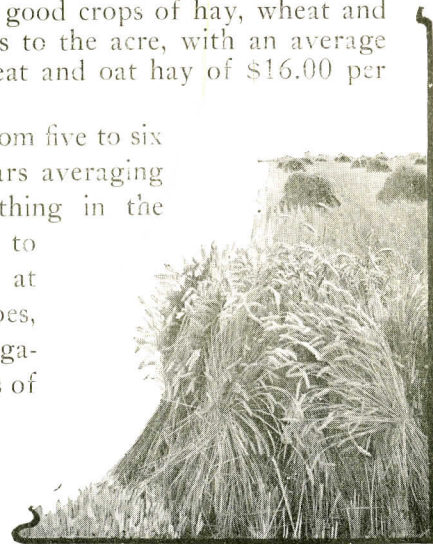
Valley, Idaho.

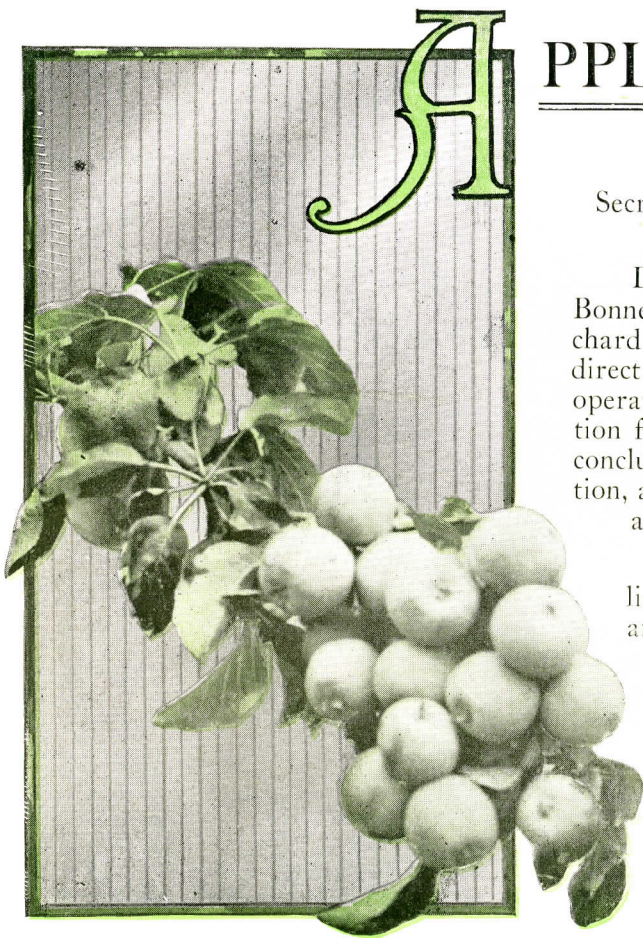
Dear Sir—In answer to yours of the 22nd will say, I have been ranching in the Pend d'Oreille Valley for the past ten years and raise good crops of hay, wheat and oats. My average yields are about $1\frac{1}{2}$ tons to the acre, with an average price for timothy of \$18.00 per ton and wheat and oat hay of \$16.00 per ton.

Potatoes do exceptionally well and yield from five to six tons per acre, the price for the past eight years averaging \$1.25 per hundred at digging time. Everything in the vegetable line does well; cabbage sells at from $1\frac{1}{2}$ to $2\frac{1}{2}$ cents per pound; carrots, rutabagas and beets at \$1.25 per hundred. We raise good crops of tomatoes, cucumbers, beans, corn and squash, all without irrigation. As for the raising of apples and all other kinds of fruit, this section cannot be beaten.

Yours very truly,

FRED J. SMITH.





PPLES

McArthur, Idaho.

Secretary Commercial Club,
Sandpoint, Idaho.

Dear Sir—You asked us to tell why our company selected lands in Bonner County for orchard development, in preference to the many orchard districts examined and considered. Of course, the simple and direct answer to that is to state that we selected Bonner County for our operations because we considered it, by all odds, the most favorable location for the development of first class commercial apple orchards. This conclusion was reached because in Bonner County are found, in combination, all of the conditions and elements that go to make up a commercial apple orchard.

In the matter of soil, water, temperature and transportation we believe Bonner County excels. The climate, the diversified scenery and general attractiveness for home building, together with the high character of the people resident here, furnish the sufficient reasons for our conclusion that this is as near the ideal spot for locating a commercial apple orchard and a beautiful home as could be found in our country. Those who have visited the section at our suggestion have concurred in our conclusion and we are satisfied that Bonner County is destined to rank first as a fruit growing section. Yours truly,

KOOTENAI COMPANY.

The Kootenai Company is clearing and planting to orchard some 1,500 acres of land near McArthur, Idaho.

Kootenai, Idaho.

Secretary Sandpoint Commercial Club,
Sandpoint, Idaho.

Dear Sir—Replying to your request recently received asking for a letter concerning my experience as a rancher and fruit grower, will say, I have been farming and ranching in Bonner county for the past seven years. I have 240 acres of land nearly all cleared and in cultivation. Have twelve acres in winter apples of the following varieties: Wagner, Rome Beauty and Winter Banana. I have been growing potatoes and root crops between the rows until they came into bearing and have taken as many as 180 sacks of potatoes from an acre. We are not troubled with any fruit pests, only Green Aphids. I have never seen a wormy apple in my orchard yet. Our soil here is particularly adapted to the growing of clover, and it comes in wild, just as soon as the timber is cut off. My clover and timothy hay yielded last year three tons to the acre. Dairying is a very profitable business, butter selling from 35 to 45 cents per pound the year round.

I have always been able to dispose of my products in the local market at a good figure; apples, from \$1.00 to \$2.00 per box; potatoes at \$1.25 per hundred; hay, from \$15.00 to \$25.00 per ton.

Yours truly,

MATT SCHMITT.



The Matt Schmitt Farm at Oden Bay.

Why Not Own a Farm Like This?

Secretary Commercial Club,
Sandpoint, Idaho.

Sagle, Idaho.

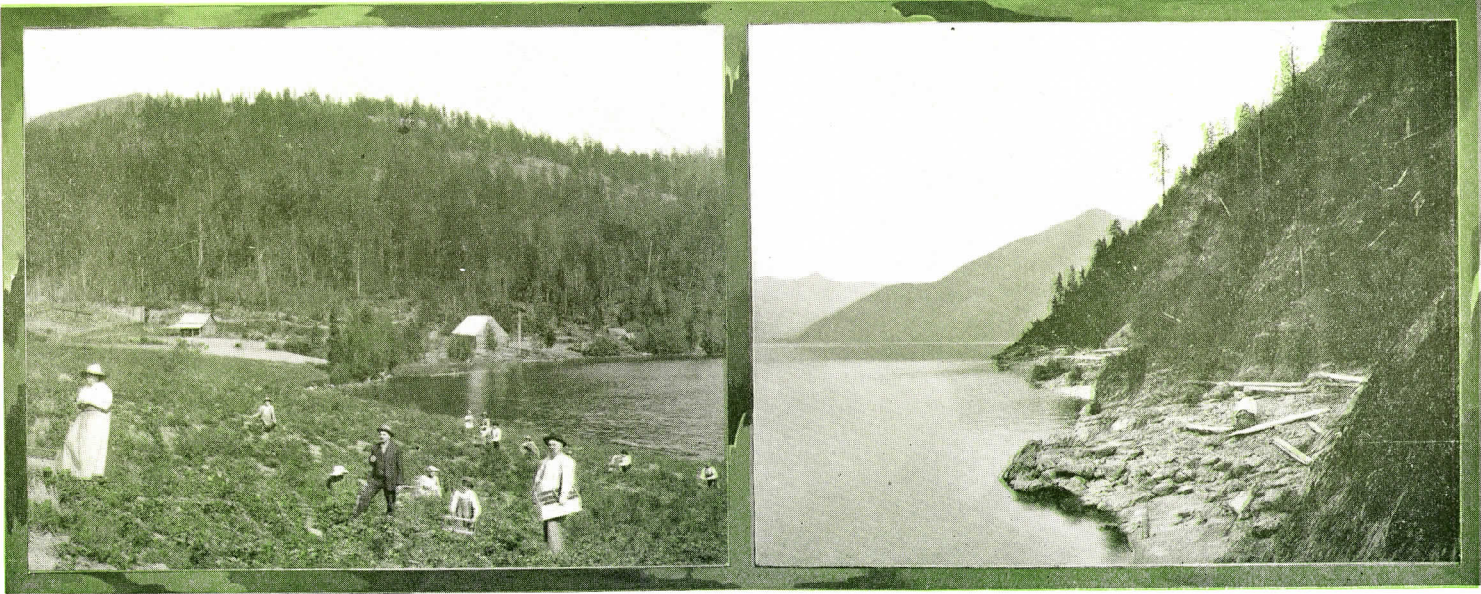
Dear Sir—In answer to your letter asking me to tell of my success raising strawberries will say, I came to Bonner County in the spring of 1903 and settled on my present ranch. Everything was timber and brush. I began clearing and setting fruit trees with strawberry plants between the rows. I soon learned that this was a natural strawberry country and each year planted more berries, selling my product as high as \$2.75 per crate.

I cleared more ground and planted more berries until my business grew to such an extent that I am now called the "Strawberry King." Last year I marketed 2000 crates of strawberries at an average price of \$1.75 per crate.

I expect a large crop this year as I will have 150,000 bearing plants. Not only is this a great fruit country, but a most delightful and healthful place to live and where one can enjoy life.

Yours truly,

J. W. HOLMES.



J. W. Holmes, the Grower of Many Strawberries.

Scene on Lake Pend d'Oreille.

Sagle, Idaho.

The Commercial Club, Sandpoint, Idaho.

Dear Sir—In answer to your letter asking why I have stayed in Bonner County so long, will tell you. Because I consider it the best country I have ever been in. I came here 23 years ago without a dollar and today have 500 acres of land, all kinds of machinery and tools to farm with, also plenty of stock.

I have cleared land which was afterwards sowed to timothy and the second year cut from a "measured" acre 4 tons and 560 pounds of hay. I have raised clover when straightened up measured six feet four inches high. The climate is delightful, not cold in winter or hot in summer and the most healthful place in the world.

Yours truly,

THOMAS J. JONES.

Bonnors Ferry, Idaho.

Commercial Club,
Sandpoint, Idaho.

Gentlemen—Replying to you letter of recent date asking in regard to my success with fruit will say, I have had good success with my orchard of pears and apples, which joins the townsie of Bonnors Ferry, and have also raised fine peaches, prunes and plums. Strawberries produce enormous crops of first class fruit. Regarding markets, will say I have never experienced anv difficulty in disposing of my products.

Yours respectfully,

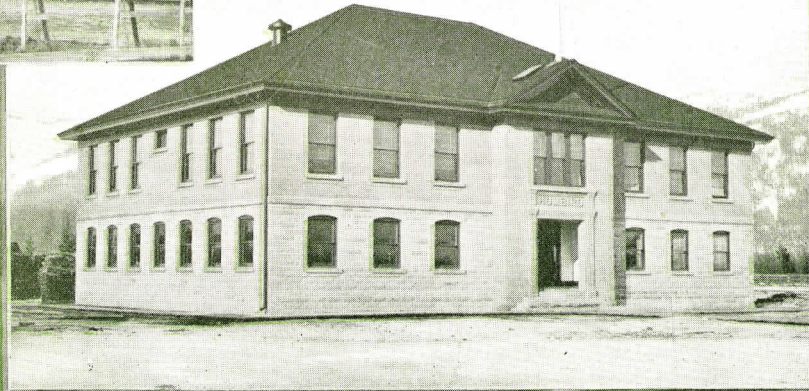
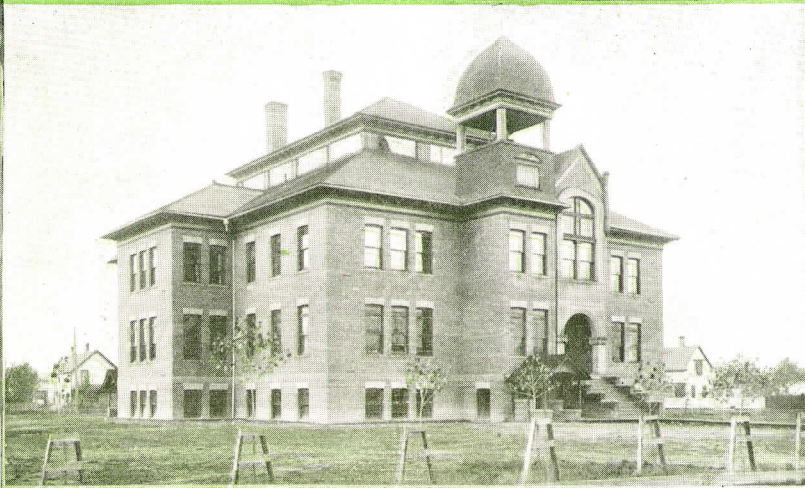
H. S. FRY.

City of Sandpoint

Population, 3,086.

Altitude, 2,086 ft.

The county seat and principal town of Bonner County, located on the shores of beautiful Lake Pend d'Oreille, surrounded by mountains and in a fertile valley of some 55,000 acres, has four fine school buildings, with 25 teachers and 800 pupils, 7 church organizations comprising Methodist, Presbyterian, Norwegian Lutheran, Christian, Baptist, Episcopalian and Catholic; 14 lodges, 1 commercial club with the largest membership of any commercial organization in the United States according to population,



1 large saw mill, 1 match block factory, 1 planing mill and wood working plant, 1 foundry and machine shop, 3 brick plants, 1 soda pop factory, 1 cigar factory, 1 candy factory, 2 weekly newspapers, 1 job printing plant and rubber stamp works, 1 creamery, a sewer system costing \$145,000, free mail delivery, a paid fire department, the signal phone fire alarm system, 1 street railway and interurban system, 3 transcontinental railroads: the Northern Pacific, Great Northern and Spokane International with 24 passenger trains daily, the longest wagon bridge in the world, 25 miles of streets, a city hall costing \$25,000, a gravity water system from the mountains with thirty miles of water mains, 66 arc and 56 incandescent street lights that burn all night, 2 banks with deposits of nearly \$800,000, 2 theaters, 2 telephone systems, 1 hospital, a fine equipped electric power plant with very cheap rates for power.



PERTINENT POINTS

- First—Low price, extremely easy terms, prospect of great advance from price we offer this land.
- Second—Big crops.
- Third—Good markets, excellent transportation.
- Fourth—No crop failures; no irrigation expense.
- Fifth—Dealing with a perfectly reliable Company.
- Sixth—Fine climate and first-class community, with best of educational facilities.
- Seventh—A new community where there are unexampled opportunities to invest and operate in land, live stock and hundreds of other good things.

SANDPOINT LUMBER PRICES APPROXIMATELY AS FOLLOWS:

Dimension stuff, 2x4 to 2x12.....	\$13.00 and \$15.50
Common boards	6.00 to 12.00
Shiplap, flooring and ceiling.....	13.00 and 15.00
Finishing	22.00
Bevel siding	8.00 to 20.00
Shingles	2.25 to 3.00

THE NEW WEST

Is demonstrating what real progress means. What impression do we convey by the term "New West? No man can fully appreciate the wonderful development in that vast area lying between the Dakotas and the Pacific Coast which has come to pass during the past few years, without actually making the trip to investigate this great country. While the slow-going East has in some measure reflected the progress in manufacturing, agriculture, horticulture and mining as carried on by twentieth century up-to-date methods, it has been left for the live, wide-awake young blood flowing to the Northwest, where the Star of Empire is so rapidly taking its way, to demonstrate what real progress means. During the past year we have investigated this territory extensively, and we are amazed at the conditions found. Where formerly the coyote howled and the cowboy roamed, today crops of wheat, oats, barley, flax and other valuable cereals are produced, both by irrigation and dry farming methods, upon a scale astonishing to the Eastern farmer. In 1912 a crop was raised in this vast area, supposed a few years ago to be practically worthless, which would purchase the land under cultivation at current prices, and in some cases leave enough besides to pay for the cost of production. But the methods now used by dry farming and irrigation to induce the soil to produce double returns of former years, are not alone the indications of the Northwest—the raising of fruit, root crops and live stock, all indicate new methods and new ways. Modern, up-to-date schools and churches; city, county and state politics reduced to a science; modern public buildings and records; a young, wideawake lot of business men, showing for sale every modern implement and contrivance known to modern usage, all go to show the progress and up-to-dateness of this New West. Yes, the West is up-to-date. Magnificent trains with Pullman sleepers, diners and observation cars; telephones and rural delivery, annihilate distance; while the Dry Farming Congress, the Irrigation Congress, and the Horticultural Society draw men together, and modern methods are discussed and improved upon. The towns and cities are live, solidly and substantially built. The result of this study of this New West is just this: Over all these vast areas success has come to the rancher and farmer under enormous expense of initial outlay and perpetual yearly charge for maintenance or irrigation systems. Under modern dry farming methods, the lean years will come just often enough to bring hardships, losses and discouragement. If a section of this wonderful country could be found where all the benefits of soil and climate could be realized, yet where the rainfall would be sufficient with the ordinary methods of farming that those big crops could be assured, then would the Eastern farmer feel at home and know what he could depend upon.

Sandpoint, Idaho, March, 1913.

Dear Reader—I am going to make this in the form of a letter for it is not usual to get confidential in advertising matter.

In the preceding pages I have, of course, given you the "best side" of the advantages to be found here. There are some disadvantages—the country is new and the ranches are scattering, agricultural development has just begun. You will be appalled by the stumps if you are from a prairie country. You will likely shiver when you think of "three months' sleighing;" but one winter spent here will convince you of the mildness and even temperature and the great blessing of the covering of snow. There is no mud and slush, and catarrhal troubles and colds are rare. The grass and grain come green and growing with the going of the snow. I grew up in southern Texas and I can truthfully say that our winters here are pleasanter than there, though longer.

It is my desire to get in close personal touch with you, and advise with you just what is best for you and yours. For what is best for you, is in the end, best for the company I represent.

I have some twenty years experience of farm life in different sections of the South and West, and I believe I know something of the necessary conditions for successful ranching and fruit growing. While we have as good a fruit country as the famous fruit districts, I am not enthusiastic about the future market conditions. And too, (though not usually mentioned by the fruit land salesman) there is a lot of hard, painstaking work connected with growing first class fruit. Now, I do know dairying and stock growing, and I confidently predict success for everyone engaging intelligently in those and allied pursuits. They offer the rancher the easiest, surest and quickest road to success in this country. You do not have to go to the expense of pulling all the stumps to utilize the land.

We employ hundreds of men the year round, and naturally we will be glad to help our land purchasers with lucrative employment, when they have spare time, but we are not going to promise you a certain job until you come and show us you are able and competent to do the work. If your work is satisfactory you can keep the job.

So many write and ask me "If the company will foreclose the day they fall behind with a payment?" We are here to help, not to rob you, and just so long as you do your part, you will find the company willing to lend assistance; and it shall be my endeavor to put you in a position where you will be able to meet every obligation when it falls due.

I want you to write me in detail just what your equipment is, how much means you can bring, what you expect to find here, what you expect to do when you get here, and I will advise you as best I can. Remember this, I am paid a salary for my work and it does not depend upon whether I sell land to you or not. I had much rather not sell to you at all, than to have you dissatisfied, for you would do us more harm than your money good. I want to help you, and am here to assist you in working out success, for your success means my own.

Do not hesitate to ask me any questions you would like to know.

Sincerely yours,

T. L. GREER,
Manager Land Dept., Humbird Lumber Company.