

# MIDLAND CHEMICAL LABORATORIES, INC.

L.O. HILLYARD  
PRESIDENT

IN REPLY REFER  
TO DESK #22

DUBUQUE, IOWA, U.S.A.

CABLE ADDRESS  
LOHREX, DUBUQUE, IOWA.

September 20, 1930.

*Handwritten signature and initials in the top right corner.*

Mr. L. W. Hill  
Chairman of the Board  
Great Northern Railway Co.  
St. Paul, Minnesota

Dear Sir:

We are herewith attaching one of our new Folders which we just received from the press featuring the Rocky Mountain District.

This is advertising along a new line for us and if this proves a success we are going to take different sections of the United States and do likewise.

You will notice we have called the readers attention in several places to visiting the Rockies and as this is indirectly advertising for your railroad, we just wanted to call your attention to this folder and get an expression from you as to its merits.

With kind regards, we are

Very truly yours,

MIDLAND CHEMICAL LABORATORIES INC.

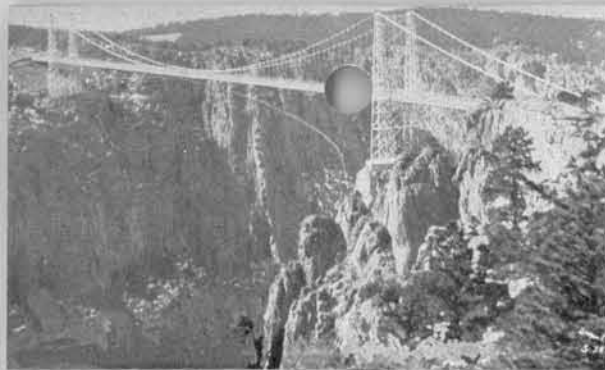
BY

MANAGER.

*Handwritten signature of L.O. Hillyard over the typed name.*

JCC\*LRM





Some day you must  
see the Rockies

Suspension Bridge over  
Royal Gorge, Canon City,  
Colorado. Highest bridge  
in the world.

Remains of Sun Temple,  
Mesa Verde near Cortez,  
Colorado.



## THE MIDLAND LINE IS COMPLETE

Midland TILEOLEUM for cleaning tile, marble and terrazzo is recommended by everyone who has tried it. Tileoleum is a penetrating liquid which loosens and removes deeply embedded dirt and grime.

Midland Liquid CLEANSOLEUM, perfected for use on linoleum and kindred materials, will not remove the natural oils contained in this type of floor covering, keeps it pliable and wear resisting as well as clean.

Midland SCRUBBING COMPOUND for general scrubbing uses, especially for wood floors and woodwork. Midland Scrubbing Compound is a powerful cleanser yet it will not "burn" or roughen the grain in wood.

Midland Liquid WAXOLEUM is the finest spraying wax ever perfected. The non-greasy and quick drying solvent used in this

product makes it an excellent finish for many types of surfaces.

Arterrafts Studio  
Custer, South Dakota



Midland PINE CLEANSER for general cleansing operations. A delicate odor of pine remains a short while after use.

In public places this is a very desirable feature, as places much frequented have a clean, fresh odor.

Listed here are but a few items in the Midland Line. Expert chemists have perfected Midland Products and every one is compounded for a specific use. We will be glad to send you complete catalogs and definite information on any cleaning or sanitation problem you may be interested in.

Write to  
**MIDLAND  
CHEMICAL LABORATORIES, Inc.**  
Dubuque, Iowa, U. S. A.

[with 9-26-1930]

## ON THE TRAIL OF THE ARROWHEAD THROUGH THE ROCKIES

The ARROWHEAD TRAIL through the Rockies means a trail of MIDLAND users. The Arrowhead is the name of a new and interesting automobile designed by Mr. Russell Sabor, for many years the representative of the Midland Chemical Laboratories in the Rocky Mountain territory. Mr. Sabor and Midland are well and favorably known throughout this district and we invite all to make their acquaintance.





## VACATION DREAMS ARE REALIZED IN THE ROCKIES

Beautiful mountain vistas—crystal clear lakes—invigorating air and clean, modern hotels are found throughout this remarkable district. Tucked away in the most fascinating places, one comes upon a beautiful hotel. There is no need to "rough it" unless one so desires. The Midland Chemical Laboratories have held first place as the source of supply for maintenance materials of the Rocky Mountain district for many years. With cleaning compounds and



liquids developed for every type of work there is no problem in upkeep which cannot be best handled with Midland Products.



Left—Helen Hunt Falls, Colorado Springs, Colorado.

Below—Swastika Hotel, Raton, New Mexico.

Right—Ancient Cliff Dwellings near Corly, Colorado.



Above, Left—Pike's Peak from Palmer Park, Colorado Springs.

A perfect Rocky Mountain Highway.

Above, Right—Cottonwood Lake, near Salida, Colorado.

Parco Hotel, Parco, Wyoming.

A mirror-like lake, Estes Park, Colorado.

A majestic bit of Colorado scenery, Long's Peak in the background.

The Rocky Mountain districts' hotels and resorts, as well as their natural attractions are unsurpassed. Modern in all details with the finest of equipment and luxurious appointments. A great many of these places are kept in perfect condition with Midland Products for cleanliness and sanitation. Catering to the critical cosmopolitan, the hotels have found that cleanliness pays big dividends and that cleanliness through Midland is the most satisfactory and economical.

The Parco Hotel shown above is one of many in this territory which has long depended on Midland.

If you have not yet visited this wonderful region, plan to do so next year. There you will see panoramas of solemn grandeur, undreamed of, and, as we have said before, hotels which are clean. The Midland Laboratories have perfected cleaners for every use: tile, terrazzo, porcelain, linoleum, composition floor and wall materials and wood. Every cleaning need can be taken care of better with Midland Products.

15-1A

# GLACIER PARK HOTEL COMPANY

HOTELS AND CHALETS IN GLACIER NATIONAL PARK, MONTANA  
AND WATERTON LAKES NATIONAL PARK, ALBERTA, CANADA

GENERAL OFFICE  
JUNE TO OCTOBER  
GLACIER PARK, MONTANA

NOVEMBER TO JUNE  
GREAT NORTHERN BLDG.  
ST. PAUL, MINN.



GLACIER PARK HOTEL  
MANY-GLACIER HOTEL  
PRINCE OF WALES HOTEL  
GOING-TO-THE-SUN CHALETS  
TWO MEDICINE CHALETS  
CUT BANK CHALETS  
ST. MARY CHALETS  
SPERRY GLACIER CHALETS  
GRANITE PARK CHALETS

REACHED VIA THE  
GREAT NORTHERN RAILWAY

Glacier Park, Montana,  
Sept. 25, 1930.

Mr. L. W. Hill,  
Great Northern Bldg.,  
St. Paul, Minnesota.

Dear Mr. Hill:-

Referring to your letter of September 15th:

Mr. Udell has not been a useful member of the Prince of Wales staff. Captain Harrison did not run a good hotel, and I found it was largely due to the fact that Mr. Udell and Mrs. Sharp (the housekeeper) had a clique of their own to run the place, which caused dissension. Mr. Udell really tried to run everything and Captain Harrison was really under his control. The result was not only disorganization but a constant complaint about the meals and service.

This past year he had every opportunity, but chose to work against the manager, Mr. Boswell, who proved himself competent and filled the bill satisfactorily and greatly improved the service. Mr. Udell proved to be a very discordant note and for the good of our organization we cannot use his services in the future.

We advised Mr. Udell August 15th that his services would be no longer required.

Yours truly,

*A. J. Binder*  
Manager.

AJB/J

Visit The  
PRINCE OF WALES HOTEL,  
Waterton Lakes National Park, Alberta, Canada

15-2

September 28, 1930

Mr. D. Hillyard,  
Manager, Midland Chemical Laboratories, Inc.,  
Dubuque, Iowa.

Dear Sir:-

Receipt is acknowledged of and I thank you for your letter of September 20, with which you sent me copies of your new folder featuring the Rocky Mountain District.

I note in looking through the folder that the material and illustrations are descriptive of the Rocky Mountain District in Colorado which, as you no doubt know, is not served by the Great Northern Railway. However, there is no question but what advertising material of this nature supplementing that being published and distributed by the railroads and other agencies setting forth the attractions and opportunities for recreation offered in our playgrounds in the West is helpful and indirectly is of value to all railroads serving this territory.

I also note that you will publish similar folders descriptive of other sections if this form of advertising proves successful to your Company and if you should at any time consider issuing a folder featuring Glacier National Park or any district served by the Great Northern Railway, I am sure our Advertising Manager will be glad to cooperate with you in the furnishing of material and photographs.

Very truly yours,

(SIGNED) LOUIS W. HILL

Copy for Mr. O. J. McGillis

15-10E

Waterton Lakes Park.  
Alberta, Canada.

26<sup>th</sup> Sept. 1930

Louis. W. Hill Esq.  
1127 - Great Northern Bldg  
St. Paul, Minn. U. S. A.

Dear Sir:-

I wrote you in August telling you of rumors which were in circulation about the proposed change at the hotel at the end of the season. This will advise you that the change has taken place and a single man kept on in my place at a salary of \$150<sup>00</sup> + board per month. I feel sure that some persons or persons have been vindictive against me for my stand I have taken in protecting yours & the company's interest and would welcome the fullest inquiry into the matter and I am prepared to prove that everything I have done during the past 4 seasons have been for the benefit of the hotel company in doing so I feel that I have carried out my obligation to you & the company but evidently my movements did

[9-26-1938]

not suit some of those above me  
because they were involved

Last year you spoke of building  
a bungalow camp if you still have  
this in mind I would like to place  
myself at your service to build this  
camp. my work will be guaranteed  
would also undertake to manage  
this camp & make it a paying  
proposition & would I would like to  
hear from you or see you about  
this matter.

I might say in conclusion  
that I have wrote upwards of 100 letters  
also had several interviews & ran  
an advertisement for 2 weeks for a  
position but so far have not been  
successful, but am prepared to take a  
pick & shovel job to keep the wolf from  
the door. until things brighten up

Trusting I shall be favoured  
with a reply. I remain

your obedient servant

Fred Jewell

Far away please  
forward  
Important



L. W. Hill Esq:

1127. Great Northern Bldg

S<sup>t</sup>. Paul

U. S. A.



[over 1930]

# COPY OF WESTERN UNION TELEGRAM

CLASS OF SERVICE	
Telegram	
Day Letter	
Night Message	
Night Letter	

If no class of service is designated the message will be transmitted as a full-rate telegram.

St. Paul, Minn.

G. W. Noffsinger,  
Glacier Park, Mont.

I doubt if we will stop off west bound at any place but on our way back expect to stop off in Montana and will try and arrange and connect up with you.

W. P. Kenney

[6-11930]

CLASS OF SERVICE	
Telegram	
Day Letter	
Night Message	
Night Letter	

If no class of service is designated the message will be transmitted as a full-rate telegram.

# COPY OF WESTERN UNION TELEGRAM

G. W. Noffsinger,  
Glacier Park, Mont.

Wire third Mr. Budd and I expect to leave the first of the week for west on extensive trip and will not be back in Saint Paul for three or four weeks and that will probably be as early as we can see you here.

W. P. Kenney

CLASS OF SERVICE DESIRED	
Telegram	
Day Letter	
Night Message	
Night Letter	
Patrons should mark an X opposite the class of service desired; OTHERWISE THE MESSAGE WILL BE TRANSMITTED AS A FULL-RATE TELEGRAM	

# WESTERN UNION TELEGRAM



NEWCOMB CARLTON, PRESIDENT

GEORGE W. E. ATKINS, FIRST VICE-PRESIDENT

Receiver's No.
Check
Time Filled

Send the following message, subject to the terms  
on back hereof, which are hereby agreed to

Copy

Kalispell, Mont.  
Oct. 3rd, 1930.

Mr. W. P. Kenney, Vice President,  
Great Northern Railway Company,  
St. Paul, Minn.

Would like to make an appointment with you at your earliest  
convenience please wire me Glacier Park.

G. W. Noffsinger

15-10

The St. Paul Daily News  
October 5, 1930



# RAILROAD NEWS

by *F. J. Stanley*

Is it any wonder railroad passenger executives spend restless nights? Here is the travel to Yellowstone park classified by the department of interior.

Rail visitors .....	26,845
Automobile visitors .....	194,771
Motorcycle visitors .....	255
Visitors on horseback .....	887
Pre-season visitors .....	5,143

CLASS OF SERVICE DESIRED	
Telegram	<input type="checkbox"/>
Day Letter	<input type="checkbox"/>
Night Message	<input type="checkbox"/>
Night Letter	<input type="checkbox"/>
Patrons should mark an X opposite the class of service desired; OTHERWISE THE MESSAGE WILL BE TRANSMITTED AS A FULL-RATE TELEGRAM	

# WESTERN UNION TELEGRAM



NEWCOMB CARLTON, PRESIDENT

GEORGE W. E. ATKINS, FIRST VICE-PRESIDENT

Receiver's No.
Check
Time Filled

Send the following message, subject to the terms  
on back hereof, which are hereby agreed to

Glacier Park, Mont.  
Oct. 6th, 1930.

Copy.

Mr. W. P. Kenney, Vice President,  
Great Northern Railway Company,  
St. Paul, Minn.

If possible would like short conference with you on your way west  
important I see you soon.

G. W. Noffsinger



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