

much for the material advancement of the city.

Among the prominent real estate dealers in Tacoma may be mentioned the firm of Bowen & Daniels. Although comparatively new comers in a country settled as long as this has been, yet they are prominent because they understand their business thoroughly. They believe that no matter how many times property may change ownership, at no matter how large an increased valuation, if such change is made between residents, it does not increase the amount of capital in the city nor does it add one iota to the future value of the property; that it may relieve present difficulties is admitted. But to build up Tacoma, to make it what it can and ought to be, requires more than this; it needs the infusion of new blood, of fresh capital from outside sources, the securing of manufactories, and dissemination of information regarding the present and probable future of this country. Every body will admit that these matters are necessary to the future growth and development of this city and country, but not every one has the energy, ambition and ingenuity to accomplish, or even attempt the accomplishment of this desired result. To do this requires an intimate knowledge of the country, and its surroundings and resources, and added to this a thorough understanding of the migratory classes of the East, and systematic ways of reaching them with reliable information. Mr. Bowen possesses these qualifications, and is familiar with the classes mentioned. Having been for many years connected with the manufacturing industries of his native State (Ohio), and principally engaged in the introduction of new manufactures throughout the East, West and South, he has been brought in contact with the capitalists and producers of a wide extent of country. What has been said of Mr. Bowen is also true of Mr. Daniels to almost the same degree; and taking the firm as a whole they are fully equipped to answer any and all inquiries pertaining to the country and their line of business in particular. They have fine lists of property and are reliable business men. A specialty is made of timber and coal lands, sites for manufactories and farm properties; these are specially advertised through journals devoted to that purpose. Strangers seeking information in regard to the Pacific Northwest cannot do better than to address a letter to Messrs. Bowen & Daniels. They will gladly furnish all information in detail, and their statements may be relied upon. Their office is located in the Opera House,

where they are always pleased to receive visitors and furnish them with all the information desired.

The Washington Fire Insurance Company is an institution of Tacoma. It was organized by citizens of Washington Territory in Tacoma, with a capital stock of \$100,000, and occupies the second floor of the Tacoma National Bank building. The manner in which it is conducted makes it impossible for the company to meet with heavy losses by any one fire. They never take to exceed \$2,500 risk upon property which might be destroyed by the same fire. This conservative policy commends itself at once to the approval of all business men. The *Walla Walla Statesman*, in speaking of the company, remarks: "The interest of the Northwest is surely not to have hard-earned money carried from her borders elsewhere. The great source of a people's wealth lies in a reliance upon their own resources. It is the same principle which actuates one to do his duty when he knows he is right, and in this case the performance of his duty clearly eventuates to his own gain. The Washington Fire Insurance Company is emphatically an institution of the Northwest and believes in the above ideas. Now that this is true, if the owners of property continue to patronize a home institution, like the Washington Fire Insurance Company, whose original capital and subsequent accumulations are, and will be, kept within the Territory, thereby benefiting the whole Northwest, we shall always have in our midst an institution whose abundant security is guaranteed to the policy holder, and whose ability to pay its losses will at all times be ample and unquestionable. During the year of 1883 the company issued nearly 2,000 policies. Its income was \$69,778.81, while its total expenditures, including losses, commission, office furniture, etc., was only \$19,249.32. The company is in a highly prosperous condition and is thoroughly reliable." The officers are: H. C. Bestwick, President; Robert Wingate, Vice-President; General J. W. Sprague, Treasurer; and F. S. Cottle, Assistant Secretary.

A brick manufacturing company has been organized in Tacoma. They have lands on Fox Island upon which a superior clay is found for making brick. Mr. Bowen, of the real estate firm of Bowen & Daniels, is one of the leading spirits of the enterprise. They will supply the Tacoma market with abundance of brick the coming summer.

Mr. Howard, the enterprising hotel man, has just completed a fine three story building, in which he will con-

duct one of the best hostelries in Tacoma. It is located near the new depot, and will be very convenient for travelers. Its appointments will be first class in every particular. Mr. E. H. Sherman, the contractor, under whose supervision the hotel was built, has made of it a very handsome and substantial structure. He has shown in this, as in many other instances, that as a contractor and builder he thoroughly understands his business, and can be trusted with the most important work. An engraving of the Terminus Hotel is given on another page.

W. B. Blackwell is proprietor of one of the best hotels in the city. Richard Welch, chief clerk, and his assistant, E. C. Smith, make the hotel popular by their able management.

George B. Evans, who has charge of the work on the N. P. R. R. Company's new hotel, is rapidly pushing it to completion. To ensure a substantial and handsome structure the work could not have been placed in better hands.

Williams, Grainger & Co. have just completed a new brick livery stable on Pacific avenue, an engraving of which will be found on another page. They have better facilities now than ever for carrying on a first-class livery stable, and, with the best turnouts in Tacoma, will continue to grow in popular favor.

Mr. J. R. Lomer, the well-known contractor, is one of the most energetic and enterprising men in the city. His thorough knowledge and careful attention to the details of his business have won for him a reputation which always keeps him with important work under contract. To show how the capitalists and property owners of Tacoma appreciate his skill, we have only to mention the fact that the Central Hotel was built under his supervision. It is a four story and basement building and one of the handsomest blocks in the city. He also built the Catholic church. He has erected five business buildings on Pacific avenue, one residence on E street, one on G, one on D, and one on Tacoma avenue, and now has several business blocks under contract upon which he is now engaged.

Stewart & Gibbs of Puyallup have just completed a handsome new store at that thriving town. Mr. Stewart is the pioneer of the Puyallup Valley, having settled there in 1857. An engraving of their new store and Mr. Gibbs' residence will be found on another page.

Mr. Thompson, the successful hop raiser of Puyallup Valley, has erected two fine business buildings on Pacific avenue.