The following sketch, by Olympia's pioneer merchant, Gustave Rosenthal, gives so true and life-like a picture of early business conditions, that it is presented word for word as written by Mr. Rosenthal himself, in compliance with a request that he furnish some of his experiences for this volume:

To comply with your request, I most respectfully submit the following:

"At that time, it was hard for settlers to reach this county. Emigrants crossing the continent had to follow the Columbia River, which landed them at or near Portland, so in 1869, I collected a subscription — about four hundred dollars. This I handed to Mr. James Longmire, of Yelm Prairie, and he superintended the construction of a wagon road through the Natchez Pass, over the Cascade Mountains.

"The first use of the road was made by Mr. Sam Coulter, bringing a band of cattle, which produced very choice beef.

"Since that time various parties have discovered different kinds of minerals in the Cascade Mountains, and mineral springs have been discovered and attractive places and health resorts established, and the government of the United States has built a fine road and designated Mount Rainier and surrounding country a park, which I suggested."