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TO: R. S. Stevens
FROM: H. H. Courtright

Hannibal and St. Joseph Rail Road Co.
General Freight Agent's Department

H. H. Courtright
General Freight Agent

Hannibal, Mo. Sept. 9th 1875

R. S. Stevens, Esq.
Genl Manager, H. & St. Jo
Attica, N. Y.

Dear Sir:-

Our competitors all seem despaired to demoralize rates and there is no confidence whatever. The St. Louis lines are fighting on grain rates to St. Louis. As we have no market for the grain of South West except Toledo, it gives us right poor picking as we can do nothing at a higher rate than about 27-1/2¢, Kan City to Toledo, a distance of about 700 miles and two bridge transfers. I dont think there is a pound of freight going east today from Mo. River that pays the roads any profit unless it may be grain for St. Louis, and they have got the rate on this down to 15¢ pr hundred.

Mr. Buchanan of Q. M. & P. got orders from three of the principal grain shippers of Quincy instructing the K. P., A. T. & S. F., & Ft. Scott roads to deliver to the St. L., K. C. & N. all grain consigned to them, the same to be sent via Kirksville. I am satisfied that Mr. B. have them a cut rate (the ~~tariff~~ being the same as to St. Louis) and I have said to the St. L., K. C. & N. folks that unless they shut up that route we will be obliged to haul all our local grain business to Hannibal and send <?> by Q. & A. or T. W. & W. (to St. Louis). We gave them about 100 Cars in the last two weeks.

Mr. Reid writes me that he will ?shut Mr. Buchanan only he thought this a better way than to cut our rates to Quincy. By reason of great reduction in rates and of C. B. & Q. sending so much of their business via Hopkins route, our earnings necessarily behind last year and will continue to be so for the next 60 or 90 days. Our two Toledo grain buyers are here today and we will meet Mr. Osborn of T. W. & W. this A.M. The stock business for Buffalo is developing and I think will work out all right. I will say right here that the T. W. & W. don't at present amount to much as a feeder as they are in rather

¹ FROM: 1875 Book of Letters to R.S.S.

bad reputé, owing to their being so dilatory in paying their claims.

Yours truly,

H. H. Courtright

Our earnings 4th Wk. in Aug. \$30,594.65