

NOTE: The original of this document is in the Stevens Family Papers, #1210, at the Division of Rare and Manuscript Collections, Cornell University Library, Ithaca, New York 14853.

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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. 10th 1875

R. S. Stevens, Esq.
Genl Manager
New York

Dear Sir:-

Yours of the 8th rec'd. I wrote yesterday directing to Attica which letter I presume you will receive before you leave there. Mr. Osborn of T. W. & W. was here yesterday and I made a very satisfactory arrangement with him in regard to business from the West. We will make a very strong effort to turn some of the wheat to the Toledo market but there will not be much money in it for us at present. I have already made arrangements for increasing our stock shipments to Chicago, at least I think it will increase the shipments, if not we might as well throw up the sponge.

In regard to the lumber business, I have already adabted (*sic*) the plan you suggest, in fact feel that I have done every thing I can to protect our business. It is very unfortunate that rates have become so demoralized as they have. We are, I think receiving 35% less than last year on our freight traffic, but you can rest assured that this result has not been brought about by any action of ours. On the contrary I have fought every attempt to reduce rates and some of the time have stood alone, but now (to use a Mo. expression) I will try and "scoop" a large share of what there is going. It will be very strange if we do not get all the stock originating at Emporia.

The recent severe storms have not effected our line but the Iowa roads have suffered terribly. The weather the last few days has been excessively hot but a severe storm last night has cooled the atmosphere to the extent of about 25 degrees. I understand this A.M. that the C. & N. A. has three trains wrecked by broken bridges & culverts on one night, killing outright of persons. Our St Jo excursion train that Stuart was anxious to run against the K. C. & ?J. Co. to the Exposition

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

grounds has done very well and will probably net 5 or \$600.⁰⁰. He managed to secure most of the people coming in on St. Jo & D. & St. L. K. C. & N. trains by sending men out and providing the passengers with tickets.

I will write you again in a day or two.

Yours Truly

H. H. Courtright

GFA

R. S. S.

Had the old rates that prevailed for year been continued, the freight earnings of the Mo. P., St. L. K. C. & N., & H. & St. Jo would probably not have been less than \$3,000,000 from Aug 1st to Dec 31st. The fight ?managed by the St. L. K. C. & N. has resulted in demoralization of rates and the overage reduction will probably not be less than 25%. The freight then has cost the three roads at least \$750,⁰⁰⁰ in this year's business as we can count on but little if any increase if business by reason of the reduction.

You see by this that when one railroad Supt. or G. F. A. says to another, put up or shut up, it is a very small matter for the Owners of the Stock.

H. H. C.

[NOTE: Attached is a sheet of the August 1875 earnings. However, as much of the descriptions are covered by glue, it is impossible to determine the line items. The original can be seen at Letter No. 40-1/2.]