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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. 16<sup>th</sup> 1875*

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

Dear Sir:-

Nothing new particularly to write about but I think it important that we do something at once to secure Chicago business. Unless the C. B. & Q. will come out square, at once and work entirely with us on business for St. Joe & south, I think the best thing we can do is to go in with the J. W. C. & <?> (Gilman Line) and work it for all it is worth. Put a man of our own in Chicago and out west (in place of Fred Harvey) if necessary.

I was at St. Joe yesterday and our ticket agent informed [me] of the following fact. A member of dry good firm in St. Joe came to him & purchased a ticket for New York via H. St. Jo., C. B. & Q., & Ft. Wayne RRs. The next morning he sent the ticket back requesting his money be refunded for the reason that the KCS & WCB had furnished him with free ticket, St. Joe to Chicago. This firm had been shipping over the C. B. & Q. & H. & St. Jo. By this <?> the C. B. & Q. lost one fare order that we might be beat out of a Customer. I wrote to Mr. Harris giving him the facts and told him from the best information I could get I was led to believe that his tickets were being used in this way to a very great extent. I expect to go to Chicago the first of the week and if you think best to make any arrangement with <?> & T. W. W., please telegraph me on receipt of this.

The indications are that we are going to do a nice fall & winter business. The St. Jo & <?> are giving us all the business they can controll but if we controlled that road I think we could bring the C. B. & Q. to time.

Gov. Hall is very anxious that we run over his bridge and down to Atchison the other side. I told him I could not

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<sup>1</sup> FROM: 1875 Book of Letters to R.S.S.

see how such a movement would benefit us as we had straight, safe & level track on this side and a good bridge at Atchison on which we doubtless could get very low tolls. He then ask me what I would think of it if they would give us a free bridge at St. Joe. I replied that on such terms it might pay to consider the matter. I think he is very anxious to see you from the inquiries he made as to your whereabouts, &c. The bridge no doubt could be bought very cheap.

It is not particularly in my department but I will mention the fact that owing to the length of time it takes to transfer baggage at Kan. City, our fast train, No. 4 is from 20 to 30 minutes late leaving Kan. City every night and to make up that time she has to run at fearful speed and would respectfully suggest that you use your influence to induce the K.P. folks to either have the baggage assorted and rechecked before they reach Kan. City or else ?send their trains in an hour sooner. If they would give us an hour's more time, it would be a great help, but as it is now it is terrible on track, power & rolling stock.

Yours Truly,

H. H. Courtright

G.F.A.