

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.

751026-H.TOR¹

TO: R. S. Stevens
FROM: Charles Hugo

AMERICAN EXPRESS COMPANY.

ASSISTANT GENERAL SUPERINTENDENT'S OFFICE.
NORTH WESTERN DIVISION

CHICAGO, ILL., Oct 26th 187 5

R. S. Stevens, Esq.
Genl Mang^x., H. & St. Jo R.R.
Hannibal, Mo.

Dear Sir:-

I have yours of the 22^d inst.: delayed answering till now waiting for statement of the business done over your road.

From July 1st 1874 to Sept 30th 1875 - 5 months - we carried an average of 10,308 lbs., long and short haul, which reduced to through weight averaged 5,840 pounds per day, at cost of \$1.32 per 100 lbs or 11-7/10 cents per ton per mile; total payment \$30,890.²⁰ - average of \$62.79 per day.

We prefer paying you for freight as carried from day to day instead of a fixed rental, still if you prefer a fixed rental we will base it upon the business done past fifteen months, you allowing us 6,000 Pounds of freight per day. We cannot consent to an increased cost of transportation. Our margin now over cost is very small; We are obliged to make low rates in order to get business, all important points being competing points with other lines. A large proportion of the business that we carry to Kansas City, St. Joseph and West which goes over your road we get barely enough over and above cost of paying us for handling. We have to make rates to compete with St. Louis. We hope that you will consider the position of things and treat us accordingly.

Yours truly
Chas Hugo
Asst. Genl. Supt.

¹FROM: 1875 Book of Letters to R.S.S.