

**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.

751218-C.LTR<sup>1</sup>

**TO: W. H. Neilson**  
**FROM: R. S. Stevens**

12/18", 1875

W. H. Neilson, Prest.

Dear Sir:-

Upon examining our passenger rates for local business, I find there is no regular tariff, but that they range from .03¢ to .05¢ per M. On the Iowa division of the "C. B. & Q." during last summer, they put their rates down to 3¢ pr mile all thro' Iowa, and their General Passenger Agent states their gross earnings are largely in excess of previous years, upon that division.

Mr. Penfield is decidedly of the opinion that a rate of 4¢ per mile on all local business, with a reduction of ten per cent on all round trip tickets, would not only produce a much better feeling upon the part of our patrons, but increase our earnings.

In this view I agree with Mr. Penfield, and unless you and your associates advise otherwise, shall proceed to revise our tariff on that basis. Please advise me at an early day in reference thereto.

Yours respectfully,  
R. S. Stevens  
G.M.

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<sup>1</sup>FROM: Letter Book, "FROM R.S.S. - 1875-76."