

Morgan, J. P. & Co.

November 8, 1898

Hill to Morgan and Co. [probably Coster]

Replying to the firm's letter of Oct. 8 [q.v.]

Hill takes up its topics point by point. In so doing he takes up much of his road's relations with the Nor. Pac. and the Can. Pac. roads, the rivalry between them for territory in northern Minn., in Manitoba, and in the Pac. N. W. Hill's aim as stated has been and is to prevent the courts' forcing a reduction of Nor. Pac. rates & thus make it impossible for that road to declare a dividend. "Coming to the main point where we seem to differ: the London Agreement of 1896 provided [gives details of purchase of stock]

...now this large investment was not made by the Gt. Nor. Ry. in any way whatever, but was made by Lords Mount-Stephen, Strathcona & myself

for the purpose of securing to both the Nor. Pac. & Gt. Nor. Companies a common policy & a unification of interests, such as would prevent the building of unnecessary lines involving the investment of large sums of money by both cos.' and "a management and policy dictated by common ownership to the largest extent possible. Reviews events and comments made in 1896, especially those in the presence of H.W. Cannon and John G. Moore. Explains why the Gt. N. built its Fosston Branch to keep out of the Red River Valley the Can. Pac., whose agents were out working up county aid in the form of bonds in Polk and Norman counties, Minn., and Trail & Steele Cos. in

N.D. We defeated this vote by spending a large sum in cash & promising to build certain local

(See card 2)

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lines, & thus keep the territory for the N.P.  
as well as the G.N. "I may say that Sir Wm. Van  
Horne had repeatedly stated his object in buy-  
ing and extending the Duluth & Winnipeg was to  
give him control of the Red River Valley & to  
~~make~~ reprisals for the Northern Pac.'s building  
in Montana." Tells how "with the aid of Lords  
Mount-Stephen and Strathcona" he purchased the  
Duluth & Winnipeg by, in part, "making of busi-  
ness concessions elsewhere to the Canadian Pac!.  
As for the Fosston Branch, "Originally, we sur-  
veyed (h)at line through Brainerd to a connect-  
ion with the Eastern Minnesota, south of Lake  
Superior, but the Duluth & Winnipeg necessitated

the change."

General Correspondence by Date  
carbon, 17 pp.