

Stephen, George

June 9, 1889

Hill to George Stephen

"I note what you say about the iron &c. at Marquette. There is little room for doubt that with proper means of handling the ore the large bulk of this traffic can be done via Lake Superior." But competition will be ~~fierce~~. "Mr. Lowry showed me a memorandum from you about an extension into the iron district of Menomonie on the Soo Line." The Northwestern Road has a long contract on that ore. "The more I look into it the more I am satisfied that the Sault and to some extent the south shore roads are too much in charge of hired men." Fitch and Underwood are doing the best they can. Lowry has no experience in railroading. "The Sault road can be made to

carry itself by carefully developing its local traffic & in my judgment not otherwise. The through business is done on such low rates and with so much expense to save time &c that it leaves little if any profit, while the rolling stock & rails are being worn out & the local business is overlooked." "I not that you say about Villard. He is a very sanguine man & full of his own importance at the same time I am sure he had not enough control to satisfy himself - or he would not have concluded the treaty he has with the Union Pacific." "The more I think it over the more I am convinced that the thing for us to do is to 'take the bull by the horns' and get control of the Northern Pacific. It is pursuing a reckless course & forcing the Manitoba & CPR to expend large sums of money to no good end."

JJH

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