

Stephen, George

Sept. 6, 1878

Hill to Stephen

Henry Beatty knows to what extent we have served Canadian steamer interests this season, because his line has had a special rate all summer lower than we have charged on American goods from St. Paul.


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Hill to Stephen

H.E. Sargent, gen. manager of Nor. Pac., W.H. Fisher, asst. gen. manager of St. Paul & Pac., & N. W. Kittson met at K's office along with Henry Beatty of the Canadian North Western Transportation Co., to fix rates & make arrangements for the business between Canada & Manitoba for the season of 1878. It was agreed that the rates on Duluth to Winnipeg via the Nor. Pac. to Glyndon as from St. Paul via St. Paul & Pac. & the Nor. Pac. was to have two thirds of the rate from Duluth to Fisher's Landing, leaving the St Paul & Pac. one third for hauling from Glyndon

to Fishers Landing, and the N.P. and St. P & P were to maintain the  rate on Amer. goods then in force from St. Paul & Duluth. Before the opening of navigation on Lake Superior Sargent made a new tariff of rates from St. Paul & Duluth to Moorhead which was lower than the tariff in force when the agreement re Manitoba freight was made & this new tariff on many articles was lower than the St. Paul & Pac. proportion of Manitoba rate formerly agreed upon, in other words the Nor. Pac. charged less on single shipments from Duluth to Moorhead than on through Canadian business from Duluth & in addition they paid a rebate of 25 % to Burns & Tuttle of Moorhead on all goods shipped them.

See next card

Stephen, Geo.

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Sept. 6, 1878

Effects of this action on part of N.P. was to make rate on wheat % less on Amer. goods going through hands of B & T and via flatboats or a steamboat owned at Moorhead to Manitoba than by the Red River Transportation Co. from Fishers Landing, & in addition to this Sargent ordered all freight from Canada via Duluth billed at about 10% higher to Glyndon than the proportion of the through rate agreed upon in Feb. Kittson remonstrated repeatedly but in vain and in order that Can. goods via Duluth should go into Manitoba as low as Amer. goods via Moorhead Kittson had the overcharge out of the steamboat co's proportion of through rate from Duluth to Winnipeg. On the 1st of

Aug. this overcharge mounted to nearly \$7000.0 and Kittson after try[redacted] to get the whole or a part refunded & the rates from Duluth to Glyndon made to conform with the rates from St. Paul to Glyndon, made an arrangement with the Duluth St. Paul rr. which enabled him to ship goods from Duluth to Fishers Landing via St. Paul at same rates as are charged from St. P. to ~~DZZZZ~~ Fishers L. and also to make as good rates and time from Duluth via St. Paul on passengers as was made via Glyndon and in case of necessity even lower rates. This makes St. P. & P. independent of N.P. by virtually having a line of her own from Duluth to Winnipeg. How long this will continue depends on N.P.'s willingness to carry out agreement-it enables us to protect Canad. Lake lines. JJH Le.Bk.4/11628-1/16/79
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