THE NORTH AMERICAN TELEGRAPH COMPANY.

Connecting with Postal and United Lines Telegraph Companies and Mackay-Bennett Ocean Cables,

H. A. TUTTLE, General Superintendent.	C. M. LORING, President.
Receiver's No. Time Filed	Check
SEND the following message subject to the terms on back hereof, which are hereby agreed to.	September 23rd 1897
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Receiver's No.	Time Filed	Check		
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Form No. 1-For Typewriter.

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Estevan:

Following from Feejee: "Deutsche Bank recommend begin at once quarterly dividend half per cent on Northern Pacific preferred. All interests here agree. Do you approve?" Replied: "Northern Pacific last year earned barely enough to pay its interest. Gross earnings first two months this year practically no improvement. There has been expended or authorized this season about two million dollars. most if not all of which might well have been charged to Operating Expenses; thus diminishing net earnings. While general business shows improvement and farm products bring higher prices, injury to grain crops just before harvest will reduce total yield forty per cent. Mellen will do everything to economize from this forward and has already taken steps to secure necessary information for intelligent estimates as to results for future and we will co-operate fully with him, but in view of past experience I think it would be unwise and extremely hazardous to begin payment dividends of any amount until more is known of Company's ability to earn and maintain a surplus over its interest. Earnings from now until December will be large, but grain is being rushed to market, and later earnings may be less than last years. With proper economy Company should earn three per cent or more. but I would strongly urge waiting until November at least for results of new management before considering payment of any dividend. Preferred shares sell above fifty on speculative expectation of dividends. It is doubtful if rate of two per cent annually would advance price but might be a disappointment." Gaspard concurs. Kindly write Berlin at once. Answer.