

GENERAL CORRESPONDENCE

1866 JAN - MAR

FOLDER NO.

3-8

GENERAL CORRESPONDENCE  
JAMES J. HILL PAPERS

PLEASE RETAIN  
ORIGINAL ORDER

OFFICE OF  
THE North Western Packet Company,

JOHN LAWLER, President,  
GEO. A. BLANCHARD, Secy and Treas.  
WM. E. WELLINGTON, Superintendent.

GENERAL OFFICE  
DUBUQUE IOWA.

Dubuque, Iowa, Jan 22 1866

J. J. Stein &

Personal.

Dear Sir

Yours of Jan'y 8<sup>th</sup> has just reached me. The paper will hold in spite of anything we can do to prevent it. So the best thing we can do is to let them hold it out. So far as this Co. is concerned we believe we have dealt fairly with them, and done all that can be done for the public good - we have fulfilled our obligations in every respect, given them better and cheaper transportation than they ever had before. Yet the "Dear public" is not satisfied, neither are we. for we have not some "Solid ore packets", and "ore Coffers" we know to be empty. we catch it on any hand. There is an old adage "a man may as well be hung for a sheep as a lamb", we are hung for the lamb, let us go for the sheep, and old Rom.

OFFICE OF

THE

North Western Packet Company,

JOHN LAWLER, President,  
GEO. A. BLANCHARD, Secy and Treas.  
WM. E. WELLINGTON, Superintendent.GENERAL OFFICE  
DUBUQUE IOWA.

Dubuque, Iowa,

186

V

next time. We saw Capt. Landon in Chicago, and we pointed out his Boat & he will probably buy one, but we have stock enough to run our line in good style.

We will not give any Express Co. any exclusive privilege, until we hear further from you - if there is anything to be made out of this new concern, we want it, if not, let it go.

The American Ex. Co. want something of us, but we have not closed any arrangement with them.

We would like to know when you are going to leave your New business, what size it is to be, how many years you have run, the terms conditions and full particulars concerning it, what with the building cost, and what does your arrangement with the R.R. Co. do, all the freight to and from the Road have to pass through your hands? and if so, do you have a commission on it and how much? Let us have the full particulars.

OFFICE OF

THE

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GEO. A. BLANCHARD, Secy and Treas.

WM. E. WELLINGTON, Superintendent.

GENERAL OFFICE

DUBUQUE, IOWA

Dubuque, Iowa,

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about this, as we deem it very important.  
 We would like to allow you Salt and Tonnage as  
 you wish, but we find it impossible  
 to do so, we have been thoroughly sworn  
on Salt, so much so, we think of making  
 our Tariff on it another dollar, free. We  
 will give particulars on it personally, when we  
 meet, as one can do much better talk than  
 write. The dollar tonnage as, as what you did  
last ships, our people thought fairly steep, they  
 claimed that by working as we did it increased  
 our up tonnage eighty, as it left Davidson  
Hill, and as our up tonnage paid better  
 than the dollar, they thought Mr Hill had better  
 say nothing about it, in fact John they couldn't  
do it, they had in when the "wool was shut",  
 the question was asked how much we thought  
 Mr Hill had cleared out of the Agency, we thought  
 he had made a big thing had some money, in  
 Dollars and Cents we guessed from what

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*Personal* Dubuque, Iowa,

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we could judge of his earnings. ~~It~~ ~~rather~~  
he had made some three or four thousand dollars.  
we finally concluded, "discretion was the better  
part of valor" and to drop the claim of one  
thousand dollars. and let well enough alone.  
it could not be forced through without "making a  
stink" or I said. I would not allow it. Our  
Co stands just the same as last year. we  
now propose to make such arrangements as will  
be satisfactory to you. and not to have any bills  
coming in at the last of the season. our arrange-  
ments must all be made in the spring and  
written out. or there will be no dodging it.  
we must not have any imaginary arrangements  
nor "ifs. Ands or buts" put it down in black  
and white next spring. then it will be settled  
we think the prospects for business good. and with  
the Minnesota River business. the S. & P. line Agency will  
be quite an institution. we will so arrange  
things the coming season. that it will show better

[1-22-66]

OFFICE OF

THE

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DUBUQUE, IOWA

Dubuque, Iowa,

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than the past. we like the ~~other~~ <sup>our</sup> ~~apc~~ <sup>statement</sup> and have some anxiety <sup>for</sup> the statement in full, as we have carried several heavy loads, and they ought to weigh somewhere tride on our shoulders. let us hear from you in full, and at your earliest convenience, and at the same time suggest to us what you may want for the coming season. that we may have a little time to think it over, and act accordingly.

This had better be turned over as read as that is the safest disposal to make of it, and the only sure way of disposing the thing quiet and winning the thing successfully and to the advantage of all. Let us posted on all moves and meetings, if anything turns up there is any money in. Go for it. we shall look for your statement of seasons business soon. Remember me to Capt. Remy Mr. Mills and others. don't let tride see this but turn over as read. Yrs Truly, J. E. W.



Articles of Agreement made and entered into this Sixth day of February A.D. 1866 by and between The First Division of the Saint Paul and Pacific Railroad Company party of the first part and J. J. Hill of the City of St. Paul Minnesota party of the second part:

The said party of the first part in consideration of the covenants and agreements of the said party of the second part hereinafter contained, agrees to let and lease, and hereby does let and lease unto the said party of the second part so much of the ground above and adjacent to the freight house of said party of the first part in said City of St. Paul and between the Railroad track and the Mississippi River as may be necessary for the purposes hereinafter mentioned from the day of the date of these presents to and until the 31<sup>st</sup> day of December A.D. 1868, unless this agreement shall be sooner terminated in the manner hereinafter provided.

And in consideration of the premises the said Hill party of the second part hereto, doth hereby covenant and agree to and with the said party of the first part, that he the said Hill will erect & build at his own cost and expense upon the said grounds, one or more suitable buildings and structures, for the receipt of goods from the said Company, party of the first part, and the delivery thereof to the Boats on said river, and for the receipt of goods from the boats on

Said river and the delivery thereof to Said Company at their Railroad in Said City, and for the protection and safe keeping, of all such goods intermediate such receipt and delivery: Such buildings and structures to be of sufficient size and capacity to afford ample accommodation for all the business of the character herein contemplated to be done at Said City of St. Paul and of such form and structures as to make such receipt and delivery at all times safe and convenient and to afford entire security and protection to all goods that may in the course of such business be received thereat. Also that he the Said Hull will receive and transship all goods which shall be delivered at Said House by Said Company for transshipment upon Said boats and will receive and deliver to Said Company at their Said Railroad, all goods that may be landed at Said House for delivery to or transshipment by Said Company, and protect and safely keep all such goods intermediate such receipts and delivery or transshipment free of all charges or expense to Said Company or to such goods or the owners thereof and that he will at all times furnish and allow equal facilities to all boats having goods for delivery to Said Company to land and unload at Such House, and equal facilities to all boats to land at, and receive from Said House any goods delivered thereat by Said Company for transshipment by Said boats, showing partiality

to none

And said Company in consideration of the premises hereby agrees to deliver to said Hill at said House all goods by said Railroad transported to said City of St Paul for transshipment at that point and not otherwise consigned; also at all times to receive and remove punctually any and all goods that shall have been received by said Hill at said house for said Company upon his delivery thereof to them so that the same shall not unreasonably accumulate to the injury of said Hill.

And it is hereby expressly understood and agreed by and between the parties thereto, that the said Hill shall be at liberty to do and transact at such house such other business as he may deem, in connection with the receipt and delivery to and from the boats on said river of any goods other than those hereinbefore referred to, and the said buildings and structures may be so located and constructed as that such business may be transacted without obstruction from the said Company: provided however that such business shall not interfere in any manner with the business hereinbefore provided for.

And it is further expressly understood and agreed by and between the parties hereto, that said Company may at any time after the First day of October A.D. 1866 upon three months notice in writing to said Hill of an intention so to do, terminate

this agreement and take and own all and singular the buildings structures and improvements that shall or may have been created made or put upon such grounds by said Hill under this agreement upon payment by said Company to said Hill of the actual cost of such buildings structures and improvements with interest thereon from the date at which it accrued at the rate of twelve per cent per annum: A statement of which costs is to be made and rendered by said Hill to said Company from time to time as such buildings, structures and improvements shall be made: provided however that this agreement shall not be so terminated by said Company for the purpose of making a similar arrangement or agreement with any other party or parties but only when the said Company shall desire to put the said grounds and property to other or further uses or to transact themselves the business herein provided for, or to have the same discontinued upon the said grounds: and provided also that said Company shall not be at liberty to give such notice between the first days of February and October in each year during the continuance of this lease.

And it is further expressly understood and agreed by and between the parties hereto, that in case

this agreement shall not be terminated by said Company in the manner hereinbefore provided before the expiration of the time herein first mentioned, that is to say, before the 31<sup>st</sup> day of December AD 1868, that said Company shall thereupon and on said 31<sup>st</sup> day of December AD 1868 become and thereafter remain the absolute owner of all and singular the buildings structures and improvements that shall at that time have been put upon the said grounds by said Hill, for the purposes aforesaid under this agreement and shall then upon the surrender of the possession thereof with the said grounds by the said Hill, pay to said Hill for the same if then in good condition and repair, the actual first ~~part~~ cost thereof, and if not in good condition and repair then such actual cost less the deterioration in the value thereof from such defects in the condition or repair thereof as may then exist.

And it is further expressly understood and agreed that the stipulations and agreements herein contained are to apply to and bind the heirs executors, administrators and assigns of said Hill as well as the successors and assigns of the said Company and that this agreement shall not nor shall any interest or right of the said Hill under this agreement be assigned nor transferred.

by said Hill without the written consent of the  
said party of the first part

And it is further expressly understood that  
the said Hill is not hereby constituted the  
agent of the said Company to receive goods for  
the Company from any person or parties  
whomsoever

In witness whereof The said First Division  
of the St Paul and Pacific Railroad Company  
hath hereto caused its corporate seal to  
to affixed, and there presents to be subscribed  
by its President & the party of the second  
part hath hereto affixed his hand  
& seal the day and year above written

The First Division of the  
St Paul Pacific Railroad Company  
by Wm. L. Baker President  
Jas. J. Hill (Seal)

Witness  
John R. Randal  
J. R. Seaso

Agreement  
J. P. V. Hill

with  
R.R. Co.

North Western Packet Co.

GENERAL OFFICE,

Dubuque, - - Iowa.

(If not called for please return.)

625  
James J. Hill,  
Statement of  
January 1866

FREIGHT AND TICKET AGENT,  
North-Western Packet Co.,  
Mil. and Pac. du Chien Railway,  
Illinois Central Railway.

Office of

JAS. J. HILL,  
FORWARDING & COMMISSION.

St. Paul Feb 10 1866.

A. E. Wellington Esq.  
Dear Sir

11762  
Enclosed I send  
a rough sketch of the warehouse I am  
building in which I try to give you an  
idea of the position &c of the building  
You will see it gives the advantage of  
being able to put all a boats load under  
cover and deliver St Paul City freight  
from the upper End RR fct to the road  
and Minn River fct the boat can drop  
along side and take it out of the warehouse  
It will be so arranged also that freight  
for either up or down the river can be  
received as conveniently as at a Ry depot  
— On Minn River fct especially it will give  
us a great advantage as Merchants can send  
down their fct whenever it suit. Their conve-  
nience and it will go a great way towards  
giving us good trips for Minn River  
In the event of any strong competition we  
will have the inside track on handling fct  
as we will have advantages which Davidsons  
Wharfboat cannot give him and he cannot  
find another piece of ground to build on  
close enough to the levee to be available

FREIGHT AND TICKET AGENT,  
North-Western Packet Co.  
Mil. and Pra. du Chien Railway,  
Illinois Central Railway.

Office of

JAS. J. HILL,  
FORWARDING & COMMISSION.

St. Paul.

1866.

11,762  
My lease is for three years or until the first of December 1868 — I build the warehouse and have the sole use and control of it for that time and at the expiration of the lease the R.R. Co pay the cost of the improvements and take the building I pay no rent but all ft landed at the warehouse for points on the line of the road I deliver to the road free of charge and the road bind themselves to deliver all ft coming over their line for transshipment to me in my warehouse unless it is specially assigned otherwise — Last Season I shipped over the road about 2200 tons which paid me net about 900<sup>00</sup> So call the coming season as good as last season I am getting the warehouse and the advantages of all the R.R. ft &c for 900<sup>00</sup> a year But aside from the R.R. business I think it will give me such advantages that I can kill all the present warehouses — Bombaugh & Co have concluded already that it leaves them no show so they are going to quit business Again on the question of rent I will make a large saving as I would have to pay for Bombaugh & Co's warehouse 2000<sup>00</sup> a year

FREIGHT AND TICKET AGENT,  
North-Western Packet Co.,  
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Illinois Central Railway.

Office of

JAS. J. HILL,  
FORWARDING & COMMISSION.

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St. Paul,

1866.

13762  
or 1800<sup>00</sup> for where I now occupy  
— The building will rest on piles on  
the river side and will cost about  
\$5500<sup>00</sup> — The estimates are 5000<sup>00</sup>  
but I put it 500<sup>00</sup> more for any  
change ~~or~~ may make or to cover  
any thing that may arise  
I have bot the lumber and have the  
work under way and will have it all  
complete for the opening of Navigation  
Dec solente —

The Great Anti Monopoly  
blow is about over but we will have  
considerable apposition beyond any  
kind of doubt as Hart & Archer are  
putting on a line under the management  
of Geo. B. Davis and Jim Hatchers which  
will probably run to Lacrosse — Hatcher  
says that Geo Robeson will give him  
all his wheat and if that is the case it  
cannot do otherwise than make Davidson  
fight — The Nor-Line are promising to  
big things for the coming season and  
Davidson says that he will put on two  
daily lines from Lacrosse — one a fast  
line for passengers making it with  
two boats and making 24 hours

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St. Paul,

1866.

11.76.2  
From St Paul to Chicago and the  
other an accommodation line for  
foot and passengers making the  
same time as last season 36 hours  
Leave St Paul and Lacrosse morning  
and evening — If he does as he says  
and Jim Hatcher assured me that  
such was the programme we will  
have to do better than make 48 hours  
to Chicago if we expect to get any  
passengers and beyond doubt the  
passenger business from St Paul is  
a very large item — Last season it  
was double our down foot at least  
— I am very busy buying my pipe the  
coming seasons business in a quiet  
way — I do not think it best to make  
much fuss about it but to work  
quietly and surely —  
Diamond Joe or someone else should  
have been up here before now to buy wheat  
for Lacrosse have half a dozen buyers  
I have written Milkins about it but  
he seems to think we will get our share  
He is right if our share is to be a very  
small one but if he wants to compete  
for the business he must not let the

FREIGHT AND TICKET AGENT,  
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Illinois Central Railway.

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FORWARDING & COMMISSION.

St. Paul,

1866.

11,762  
Lax Line own the wheel  
Chamberlain of the Min Central road  
is running wheat from Faribault to  
Minneapolis to the Mills and having it  
ground for himself so we will not  
have much of a show for that  
The fact is Mr Watkins must not depend  
upon public sympathy as that is an  
article which pays very little for  
— There is about 2 1/2 feet of good snow  
on a level and the prospects are for  
a flood in the Spring — Min river  
business will be good beyond any previous  
year or I am a poor guesser

The St Croix people are very anxious  
that our line should put a boat into  
that Trade or else run one of the PKts  
there regularly and keep it up all  
season Davidson says he will give  
them a regular boat but they have very  
little confidence in what he says  
If you wish to make any arrangements or  
get any information in regard to it a  
letter addressed to D Bronson Jr Stillwater  
will do the work — Bronson can make  
arrangements which will control the  
Lake and he is responsible

FREIGHT AND TICKET AGENT,  
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St. Paul,

1866.

11,762  
Undoubtedly we have a great many  
more friends among the shippers gener-  
ally than Davidson has but he is  
working to get back his old prestige  
Last week he paid a claim of over  
\$1000<sup>00</sup> which he has refused to pay  
for three years and he is taking every  
step he can to try and regain his old  
popularity — He tells Raynet & Mc  
Quillan that he is going to take care  
of them the coming season sure — that  
he is going to carry their freight at any  
rate and all such manner of talk  
— I have been trying to get settled up  
with Wilkins & Co. N. W. Ry so that I can  
close the years business but Wilkins  
book keeper got his accounts all mixed  
up so that he has been very tardy  
I send you a copy of my Trial Balance  
for Jan — 66 — The a/c to Cr of  
B & W (278<sup>99</sup>) and N. W. Ry to 1082<sup>79</sup> have  
both been paid since that time  
Write me what will probably be the  
programme for next season —  
Your decision in regard to salt and  
the flour matter I think is very unfair  
You must remember that in July I told

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Office of the Northwestern Packet Co.  
JAS. J. HILL,  
FREIGHT AND TICKET AGENT.

St. Paul.

186

11,762  
you Davidson was making a rebate of 30¢ per Bbl to clear me out of the market and you told me to go ahead and sell and it would be all right and you also told me early in the spring that the PKT Co would bring my salt at less than rates and mentioned 60¢ per Bbl as about fair — Now we sold nearly twice the amt of salt sold by Davidson and he made a rebate of 30¢ per Bbl and you are unwilling to do any thing as regards the flour — if we did not carry it it was not my fault — Had I not waited to consult with you to learn if it was policy for the PKT Co to take it but gone ahead and taken it as I was fully authorized to do by the PDC Ry over Mr Spencers own signature I would have been \$1260<sup>00</sup> better off — You are undoubtedly the best judge of what is policy — but I supposed when I made the claim that it was about half the amt ~~that~~ it would have been had

FREIGHT AND TICKET AGENT,  
North-Western Packet Co.  
Mil. and Pra. du Chien Railway.  
Illinois Central Railway.

Office of

JAS. J. HILL,  
FORWARDING & COMMISSION.

St. Paul.

1866.

I asked you to carry out your own propositions - Still if you are satisfied it is best so are I -

Next season with the increased facilities the new warehouse will give us I think we can about control the up stream fots for St Anthony Minneapolis and the River and we should make something handsome out of it - I go for trying at any rate

Yrs truly

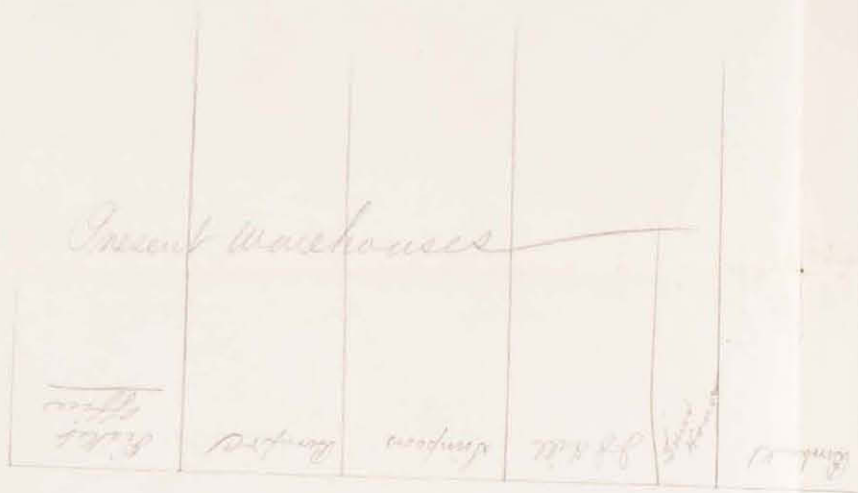
Jas. J. Hill

# Trial Balance for Jan 31<sup>st</sup> 1866

|       |     |                       |                    |           |
|-------|-----|-----------------------|--------------------|-----------|
| Polio | 3   | J. J. Hill            | 956 45             |           |
|       | 12  | Expense               | 3891 07            |           |
|       | 32  | N. W. PKT Co          |                    | 1082 79   |
|       | 44  | Cash                  | 2859 37            |           |
|       | 64  | Blanchard & V         |                    | 278 00    |
|       | 66  | P. Morrison           |                    | 5 83      |
|       | 76  | J. C. Ruzet & Co      | 1198 10            |           |
|       | 107 | Storage               |                    | 3470 62   |
|       | 173 | Ticket Office         |                    | 3 19      |
|       | 184 | " "                   | 13 30              |           |
|       | "   | " "                   | 45 49              |           |
|       | "   | " "                   |                    | 29 40     |
|       | 185 | Port Bills (In store) | 1081 00            |           |
|       | 189 | P. F. McQuillan       | 15 00              |           |
|       | 136 | Dempsie & Kelly       | 190 05             |           |
|       | 166 | Mase                  | 546 91             |           |
|       | 186 | P. Aroney             | 175 00             |           |
|       | 188 | M & R & Ry            | 25 07              |           |
|       | 190 | " "                   | 441 17             |           |
|       | 191 | " "                   | 1159 71            |           |
|       | 195 | J. Dunham             | 102 50             |           |
|       | 196 | E. C. Pratt           | 89 13              |           |
|       | 204 | Com                   |                    | 479 98    |
|       | 206 | W. Constans           | 30 80              |           |
|       | 210 | C. Bakerich           | 2 16               |           |
|       | 212 | Clarke & Co           |                    | 73 07     |
|       | 248 | PKT Off Com           |                    | 1416 17   |
|       | 246 | W. G. Loran           | 432 57             |           |
|       | 248 | D & M Ry              | 9 31               |           |
|       | 251 | H. C. Mills           | 113 31             |           |
|       | 254 | Arvey Ry              | 73 13              |           |
|       | 259 | Coal Contract         | <del>4247 96</del> | 2214 76   |
|       | 260 | Donmays               |                    | 5280 19   |
|       | 261 | J. Dady               | 10 75              |           |
|       | 264 | J. L. Walker          |                    | 148 00    |
|       | 266 | Prual & Dab           | 2 31               |           |
|       | 270 | A. Kelly              | 1347 57            |           |
|       |     |                       | 14357 87           | 144682 00 |

| Aunt's Record |                  | 14357 87 14482 00 |
|---------------|------------------|-------------------|
| 374           | St Paul & Pac RR | 73 50             |
| 376           | J. P. Puller     | 30 00             |
| 377           | G. Lutz          | 4 70              |
| 378           | D. Lowitz        | 33 24             |
| 379           | Witcher          | 13 89             |
| "             | S. C. Witcher    | 54 71             |
| 341           | W. Hag den       | 84 92             |
| 349           | D. F. Pratt      | 42 50             |
| 350           | E. W. Eddy       | 20 00             |
| 351           | J. Blum          | 42 88             |
| 352           | A. Mead          | 57 58             |
| "             | I. Markley       | 17 27             |
| 354           | Lax & St P Ry    | 4 25              |
| "             | D. D. Lloyd      | 2 25              |
| 355           | N. J. Harwood    | 15 00             |
|               |                  | 14669 93 14669 93 |

Present warehouses



Levee

Chilley St



OFFICE OF

THE

North Western Packet Company,

JOHN LAWLER, President,  
GEO. A. BLANCHARD, Secy and Treas  
WM. E. WELLINGTON, Superintendent.

GENERAL OFFICE  
DUBUQUE IOWA.

Dubuque, Iowa, March 3<sup>d</sup> 1866

James I Hile Esq

Dear Sir

Having been about some  
time weeks yours of Feb 18<sup>th</sup> has been measured  
we like the wanton arrangement and can  
- not see why it will not be a good thing.  
there is not we think as much gained in  
cost as you figure - you have not figured the  
~~cost~~ interest in the cost of building, then the repair  
to keep it up, also won't the insurance - from  
the close proximity to the Rail Road and the  
kind of building be increased? But there are  
many advantages gained and we should say  
it's a "big thing" we expect strong competi-  
- tion and are making every preparation for it, and  
do not mean to be behind anyone in anything  
we shall look after our friends first. we want and  
mean to have their business at any rate, we will  
be No 1, as regards facilities - have put our  
Boats in the top order - painted and refurnished

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Dubuque, Iowa,

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them, have built 18 new barges, and will have the best stock on the River. We think we know what Davidson means, and we do not mean to be behind - but as all of us are afloat at present - we shall cling to the plank that has carried us safely so long. we suppose Davidson will have B & C for his agents so you will know their points. I expect the Northern Line will throw B & C, but have not heard definitely - should they do so - they will send a man to do their business - he is an old friend of mine - and I know his points. Keep very close about this and if anyone says a word or hints at such a thing, know nothing of it. we think the quicker our work is done the better - but keep at it and do it well - we cannot afford to lose any business, but wish and must gain as our increased facilities must be supplied. We suppose

OFFICE OF

THE

## North Western Packet Company,

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Dubuque, Iowa,

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in this you have seen Diamond & as he was  
intending to go up River about the 10<sup>th</sup> of  
February. But we think he will not attempt  
to do much - The Roads do not say much  
about what they are going to do but evidently  
they mean something - they are keeping quiet.  
And we do not believe they are going to be be-  
hind - Perhaps the most of the grain on the River  
may be in the hands of Lax men - but this does  
not always control it. if they own all the grain  
on the River - some of it must go some other route  
or it will be like Minnesota River grain, as we  
know nothing of the policy of the Roads - we can  
only have faith, and judge them by the fact. Or we  
shall patiently wait and see what we will see.

We are expecting a good trade up the Minnesota  
and shall work hard for it. The Lanning will be in  
good trim for that River - also the John we have rebuilt  
her give her a Cabin like Ocean Wave, and balance added.  
in fact you would not know her - Diamond is in good

OFFICE OF

THE

North Western Packet Company,

JOHN LAWLER, President,  
GEO. A. BLANCHARD, Secy and Treas.  
WM. E. WELLINGTON, Superintendent.GENERAL OFFICE  
DUBUQUE IOWA.

Dubuque, Iowa,

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in this you know how slow Diamond & Co. as he was  
intending to go up River about the 15<sup>th</sup> of  
February. But we think he will not attempt  
to do much - The Roads do not say much  
about what they are going to do but evidently  
they mean something - they are keeping quiet.  
And we do not believe they are going to be be-  
hind - Perhaps the most of the grain on the River  
may be in the hands of Lax men - but this does  
not always control it. if they own all the grain  
on the River - some of it must go some other route  
or it will be like Minnesota River grain, as we  
know nothing of the policy of the Roads - we can  
only have faith, and judge them by the fact. Or we  
shall patiently wait and see what we will see.

We are expecting a good trade up the Minnesota  
and shall work hard for it. The Landing will be in  
good time for that River - also the when we have rebuilt  
her give her a Cabin like Ocean Wave, and balance sudden  
in fact you would not know her - Diamond is in good

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Condition, and with our new barges we can span  
sums for the Minnesota. We will write her some  
on at Stittwater about that trade if they want  
a regular boat we can send them one.

We shall run about the same as last year  
under circumstances for a change. you had better  
act as freight and Ticket Agent. Can you get  
Dodge? or have you some other man in view?  
We have had an application from a St Paul man  
named Burkhart Watson to run the Ticket office.  
do you know him? we like Dodge very well he  
done better last season than we expected, but in  
one of a fight is he the man? you must be  
the judge. Davidson undoubtedly will run Thompson  
and he is tough. in case of a strong competition  
we ought to have some one who will win as deep  
as he. it may be humiliating, but one cannot  
always choose their own course. we know what  
Charlie done last season. and we must offset  
him. Dodge is too gentlemanly to stop to send

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Dubuque, Iowa,

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Acts as Charlie did - but the voters must be put in their own dunghill - and we need not expect to do so and keep our hands clean let me hear from you. who you expect to put in the Picket office - and who will you have in the freight department. As (B & W) expects of course the concern to stand as it did last year, and we mean to try and have a better showing, and have no doubt, but it will be a handsome one one from which all can realize something substantial - as we won't have any wantonness to guide.

The decision on the salt and flour question don't affect you half as much as it does us, it was with great reluctance we came to it for it was rather humiliating to me personally as I had to come down not a little. I did think at one time 'twas best to fight it, but as it might have turned as us, we concluded "disent - in the better part of valor" and let it go. Since then it has turned up we done right

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and we are satisfied - there only getting on our feet made us care - but getting is the winner. and everything is OK - we must try and make it up this season - if we don't think we can we can't that's all

We will have a crew up for the Julia in season so she can start out soon as there is business. we do not wish to hire any seasons men and will instead Jack what to do. what are the prospects about opening? when will Sanderson have the Mendota Eleventh finished? I am afraid that will affect our Spring Run business a good deal. we will have to watch all the points closely. will there be an Eleventh at St Paul. and will it be so arranged as to take wheat from bulk barges if so. the Mendota one cannot affect us. otherwise it will. let me hear from you soon and often give us all the items. and cover all the points you can yourself. as for oats - with Wilkins - don't make any promises as our part. but hold anything you can.

(OVER) I am Truly Yours W. E. Wellington.

Yours of July 23<sup>d</sup> has just arrived  
Don't know what news I can say in  
reply. The storm I find is pretty high  
Yours we cannot indulge in such luxuries  
Yours, Glad to learn the young Irish  
superintendent is thriving so well, what is his  
name? I would suggest that he be  
named, Johnny Mac."

Yours Truly

Wm. E. H.  
Jr.

Indivanda March 22<sup>nd</sup> 66

Dear Sir. Confidential

The Convention makes Rail  
Road rates to the Rail only.  
on freight going East. on Western  
and freight on Rail prospective will  
be for Lux - P D Chit & Duluth - on  
1<sup>st</sup> Class 25¢ 2<sup>d</sup> 20¢ - 3<sup>d</sup> 15¢ 4<sup>th</sup> 10¢  
from Duluth 5¢ freight - we will probably  
make a 4 or 5¢ rate on Wheat for 5<sup>th</sup> Rail  
to Rail terminals. flour & any thing else in  
prospective - the Roads charge 15¢ bushel on  
Wheat & 50¢ on flour - will send you all  
rates now as they are out. - the old man  
will be up now and contract any line. do  
not contract. but say the rates will probably  
be lower than what he will contract for. he  
said he would have nothing to do with us

Or we are going for him. He is rich  
now with the tide we give him. rights  
will be low enough. the River is open to  
all. - we will take rights for nothing &  
pay for loading & unloading. but we will  
have one share - with costly - say but  
little & keep low as possible but take the  
right - with just your share. in haste  
Yours J. B. W.

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W. E. WELLINGTON, Superintendant

Personal

Duluth, Minn. March 26<sup>th</sup> 1866

James L Hill Esq

Dear Sir

Yours of 17<sup>th</sup> at  
hand and contents noted. I wrote  
you a line from Milwaukee last week  
as I knew Davidson would notify all  
his Agents and friends - he had made  
low rates. Such was not the case.

The fact was Davidson himself was  
not at the Convention at all did not  
get into Chicago till the next day after  
the Convention - at noon. Mr Lawler  
gave the low rates for the River for the  
Reason the Roads had thrown off on us.  
so he took the stand for the N.W. Pk't  
Co. and Davidson was forced to come to  
it. Davidson swore like a trooper when  
he learned what the rates were. and  
was bound to do all sorts of things, but  
the N.W. Pk't Co. is a hard thing to cut.  
and he had to come to this. Mr Merrill  
fought the low rates in the Convention to

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the best of his ability, but when the Roads throw us, we can make our own rates, and we thought but to do so, and ~~do~~ it - and Mr Mc - had to succumb. We knew Davidson would say he was the "Father of the low rates" but they were made nearly 24 hours before he knew anything of them. Mr Rhodes was in the Convention, and wanted the rates to be ~~same~~ as we got last fall. But when Mr Lawler showed in and read our rates - Mr R. was dumbfounded and sat down in his chair as if a thunderbolt had struck him - there are facts that can be proven by the Convention. We care nothing about the credit of making low rates but when the opponents of low rates wish the credit of it - it's well enough our friends at least should know the truth.

We want to find the warehouse in full blast when we get to St Paul, and if the Rock Road Co. own that land - St Paul nor

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the devil cannot stop them putting a  
warehouse on it. we are glad you have  
a man to match Charlie Thompson. he  
has done heavy work before him. but we will  
back him all he wants. we think we will  
get our share of the Minn. River wheat.  
we own some can control it. and here  
let me say we have threw Do Reynolds  
and he is no better than any other man.  
he cannot get any inside track of us. or  
of the Road. and for this reason he  
may go on to Sax Line - thinking to force  
us into some arrangement whereby he  
can get an inside track. but we live near  
will have an inside track by our line this  
year. and if he goes there he will not force  
frighten or coerce us into anything of the sort.  
I tell you this that ~~if~~ ~~you~~ you may know  
how to take him should he figure any  
with you or Jack Reaney. if Jack trips  
out any wheat from Minn. River for him  
let it be ~~that~~ with the understanding that we



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have it to P. S. Chinn or S. Smith he may stick to us, but we would not be surprised if he left us, thinking before us to give him something. you will know how to take him. also just Reamy about it - our rates will be low as anybody's the down stream rate is not definitely fixed we mentioned 4¢ as what John S. Lane - and Sanderson has notified his Agents that is the price - but we are to meet S. in Chicago this week and have it definitely fixed - when he's done we will notify you. - whatever the rates are ours will be the same - no one can carry lower than we - we have (13) thirteen new barges - good by our best and largest on the River - the smallest carry 8500 bushels wheat the largest 20,000 bushels. or we are fixed. You can say to Mr. Edgerton and the rest we will do as well as Lax Line or any other line - we know this is not any definite but everything is at sea now and we do not

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intend to make any promises we cannot  
fulfill, therefore till things get settled to  
only safe to say - we are not to be outdone  
by any line - the people along the River know  
how we do our business, and we feel they  
have confidence we will not be outdone or  
go for exorbitant rates. we have made  
the prompt low rates, and are going to  
abide the consequence. Mr William will have  
Cafers in New York in season - he left Chicago  
promptly, shortly after the Convention, we saw  
an ad of William's offer to the Union Pacific  
Co. in the newspapers, by which we conclude  
the thing is all right with them. we shall  
work harder than ~~on~~ this year, and as the  
Roads do not hold us down we expect  
to reap the benefit of our labors and the  
good will of the public. our boats were  
down in as good order as this season, and  
you ought to feel proud for having the agency of such  
a fine lot of Boats. Mr Sanders goes to St Paul  
to take the agency of the Northern Line in

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plan of Bump & Champelin - Mr Sanders  
you will recollect was at St Paul with  
Mr East summer - he is a good man for  
them but will have some of the St Paul  
papers to learn things. He will be an apt  
scholar - I have spoken to him to do  
his business though you want him - or if  
he cannot consistently do that, to give  
you his storage - he will speak to you  
about it and will consult with you on  
many points relating to his business &c.

I have told him whatever you agreed to  
or told him, he could rely upon. so he  
will talk with you confidentially - and I  
would not agree to anything but what you  
can carry out to the letter. We can work  
with him and manage things much  
better than working against him. I will  
be up soon as him opens and get things  
to working all right. Present my regards to  
Mr Miles - Am glad he remains with you  
Yours Truly Geo D Wellington

*Confidential*



James I. Hill &

Dr Sir

I have just telegraphed you "Rim rates as from Port out" I am then as will be telegraphed, you wanted a rate from Port to Prairie Port. I have not as yet seen Sanborn to make the rim rates all we have done is talk 4¢ per barrel on wheat from St Paul - this would make from my low say about 20¢ per barrel but as we have not made any agreement we are all at sea - we may carry at considerably less than these figures but if we do it will be because we are forced to do so. One thing you want to understand thoroughly, that is make no steam contracts, nor for any length of time. "Our rates this season we shall change often as we can. that is we will put them up whenever we can, and thus let the "dear public" see how once it is to have the rim open to anybody. You will readily see this point. Another one is we do not expect to fight with Sanborn when

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The old man and myself get together we will  
 agree on some sort of a programme - we  
 will make water low enough to keep outsiders  
 away - then if we choose to change them we  
 will do so - I expect some trouble with the old  
 man but I think I can win him over to  
 my view if I stick to him - we all have  
 got to work continually and it is cheap  
 the old man is swearing and tearing at the  
 low water - and I expect will not let me  
 to meet him as he agreed - but will wait  
 till I get up him - when he hopes to have  
 enough to dictate to us, but he will play out  
 on that game - we are heavy enough for him  
 and he knows it just as well as we - we now  
 have enough on hand to keep us hand at  
 it till the first of June - and we think some  
 good fishing can be done by that time. the  
 old man we know will go for all that fish  
 at Minneapolis and Maudota. but it will be  
 a sore job for him should he come it I will  
 make him come it it is his - and not a

Confidential



I would of it with I track - he shall carry the  
 long freight for his money than I will carry  
 the short freight - you can join how this thing  
 is fixed - we are all thrown in concerns  
 this year - and one thing I have learned of  
 the old man - (besides his unreliability in every  
 thing) he is not such a d-d smart figure  
 when he don't have the inside track. I know him  
 where he cannot give inside rates nor draw  
backs - and he is disarmed at once - I will  
 do this if I have to carry the freight for not  
 being - The old man would like to have me  
 contract to carry the Des Moines and Minneapolis  
 freight and flour - for he knows it would take  
 the best of him to carry out the contract and  
 would throw the lion some where the cream of  
 the business is (Des Moines & below the lake) into his  
 hands - he is not going to be or a champion  
 to carry all that long freight now - he rates have  
 thrown him in the road - he may blow and  
 back at it - but shortly after he gets in you will  
 see some one very rich and some crying enough

Confidential

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Duluth, Minn.

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Or don't be in a hurry about any of that freight  
especially at the present rates - if he engages  
at a certain figure I'll offer at 5-10-15 then  
I'll make them all rich. he must come to  
time this year - Or keep our as down freight  
but go in as rates within year - especially on  
up freight. I will be at St Paul on one  
of the first Boats. Then we will arrange things  
or we can work. Keep all this to yourself  
and burn this down as dead and rejected. It  
will do to have these things out. we are in  
good standing and if there is any doubt the  
old man must stand that - as he goes for  
all the glory. we hope to find you in your  
own home when we come up. make me an  
office somewhere where I will be out of the way  
give me as pleasant a corner as you can. Say to  
Jack Reamy. I would not be in a hurry about being  
the first Boat up the Minnesota - my preference is  
the first Boat down river. the one falling makes  
down - Keep me posted if anything turns up. by  
letter or telegraph. In Fondly Yrs E. H. Wellington



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