

that Mr. Hooker made a mistake in not locating his bleacheries or dye house at one end or the other of the road over which he is to ship."

On the principle you suggest, every iron foundry and every consumer of pig iron in Cincinnati, should move to Birmingham, Ala., or to Chicago or Cleveland; every rolling mill should move to Birmingham or Pittsburg, and every manufacturer of door sash blinds, furniture, vehicle bodies, white lead, etc., should establish his manufactory either at the source of supply of raw material or else at some point beyond Cincinnati at which the finished product is finally marketed. Also all our hay and grain dealers handling through shipments should remove their elevators to the country districts where the hay and grain originates.

We will not take space to follow this thought further, except to say that your theory would deprive Cincinnati of many of its industries. The manufacturing and commercial interests of our city cannot stand for any such absurd theory.

On December 22, 1904, the board of directors of this association called on you at your office to urge you to support legislation which would confer upon the interstate commerce commission the right to substitute a reasonable rate for a rate, which upon careful investigation by the commission, has been found to be unreasonable.

The matter was discussed quite at length. You seemed interested, and from the inquiries you made you had doubtless previously heard one side of the question only. We were glad to have the opportunity to place before you information sufficient to convince any fair-minded person that the mercantile interests of the metropolis of the state, which you represent in the United States senate, were suffering through an unjust and unfair discrimination in railway rates. Surely it was not too much for us to expect that having a senator of commanding influence (a fellow citizen) to represent us, our cause would be safe in his hands. Our hopes were dissipated, however, when at the hearings before the senate committee on interstate commerce, during the summer, you seemed to ignore the appeal made to you by the Receivers and Shippers of your own city and leaned to the side of the railways. And right here we want to say that we are not hostile to the railways in any sense; we have given them all that it was possible for us to give, we have fairly turned our city over to them, and what we ask in return is that in transportation charges we shall be put on an equality with our competitors north, south, east and west. In the great competitive struggle for trade growing keener and stronger all the time, we must and shall have, in the matter of rates, what our worthy president calls "a square deal."

We feel hopeful that when you have full knowledge of the injustice which our shippers are forced to bear under the established schedule of rates for cities in the central west, and your own city in particular, you will be ready to join hands with President Roosevelt in the passage of remedial legislation which will insure equal rights to all and special privileges to none.

The Receivers & Shippers association embraces a membership of nearly 300 of the largest shippers in this city. The organization is supported by the contributions of its individual members, and may be truly called a representative body. Surely such a body of supposed intelligent business men would not be foolish enough to put itself on record as complaining of a grievance, which you say is more apparent than real. Therefore, your utterance in your Bellefontaine speech is misleading. You say: "But the truth is that, while there are many kinds of discriminations to

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be complained of, there are, on the other hand, any alleged discriminations that investigation has shown are only apparent.

"Cincinnati affords another illustration. That city is situated only about one-half the distance from Atlanta that New York is from Atlanta, yet New York has practically as low an all-rail rate to Atlanta as Cincinnati has, but why? Not because the railroads want to discriminate against Cincinnati, but because the New York shipper has the advantage of water transportation, with its low rates, for the greater part of the distance to the nearby

points on the coast."

A flat contradiction to this statement is found in the report of the interstate commerce commission in the findings relating to the case of rates from New York to Atlanta, versus Cincinnati to Atlanta. Here is the language used by the commission:

"The weight of testimony of railroad officials connected with the roads leading from central territory to the south, as appears from our findings of facts, tends to show that the idea is prevalent in western railroad circles, that the adjustment of rates from central and eastern territories

is unjustly prejudicial to the former, and that those roads and lines, south as well as north of the Ohio, are disposed to favor a readjustment of their rates on a basis more favorable to central territory, but that they have not done so on account of their alliance with the eastern lines as members of the Southern Railway & Steamship association—the latter lines not being willing to agree to such an adjustment.

"Our conclusion on the whole is that, as charged in the complaint of the Chicago case, the rates on the (Continued on Page 13)