RAILWAY RATES AND REBATES 203

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sylvania Railroad, and divide profits equally with me, if I would promise to devote myself to its management. It was a great compliment to be paid to one so young; but my heart was already in steel development, and I declined. This morning I come to you and offer an opportunity to create and control a through line from the Atlantic to the Pacific. Extend your line to Pittsburg, and we will give you a contract for one-third of all our business, provided you agree to give us the rates prevailing elsewhere and enjoyed by our competitors." I offered to build west to meet him, and also to join him in building east. Fortunately he agreed, and the result is that the Gould system to-day is in Pittsburg, enjoying that contract. We were just upon the eve of arranging to extend the line castward, taking in our coke-works en route, which would have been a hard blow to the Pennsylvania Railroad, since we controlled our own coke traffic, when Mr. Morgan asked Mr. Schwab, if I wished to retire from business; if so, he thought he could let me out. I replied in the affirmative, having resolved early in life not to spend my old age struggling for more dollars. I had seen so many pitiable cases of men with fortunes to retire upon but nothing to retire to, condemned to continue like