

7 EDWARD VII., A. 1907

of lumber into the Northwest Territories before trails break up, so as to enable newly-arriving settlers to obtain immediate supply of lumber, and get it out to their locations without delay.

"I am glad to learn that your association has realized the importance of this and that you have decided to make an extended trip through the district referred to for the purpose of meeting the dealers at all points and impressing upon them the necessity for immediate action. I will have our travelling freight agent accompany you and render all the assistance in his power.

"The position this company takes is that the early movement of lumber, as above explained is a necessity, not only in our interests, but in that of the country at large, and we feel that should the dealers at the different points decline to order for immediate shipment from the different mills for reason that the lumber may not be sold immediately on its arrival that we would be compelled to take some other means to get the lumber into the district. We do not desire to interfere in any way with the arrangements of your association, or the business of your members, and I sincerely hope that we will not be compelled in any way to do so, but as I have already said, the lumber must be moved at once. I need not say to you that on the opening of navigation, our power and rolling stock will be severely taxed to handle the large movement of grain to the lake front, and it will then not be so easy for us to supply cars at the different lumber mills, as it is at present. This is a further reason why lumber should move immediately.

"You brought up the question of whether this company could offer any inducement for this early movement in the matter of freight charges, and I have said to you, while we do not want to change our regular system in that respect, we would be prepared to consider a reasonable proposal in that direction, provided satisfactory protection would be afforded us, and that we should not lose our lien upon the lumber. In other words, at points where large quantities are required, and the dealers are not financially able to immediately pay our charges, and take delivery of the lumber, we might devise some means of allowing them to unload the lumber on our property, to remain in control of our agent, on the understanding that charges would be paid within a period of thirty days after arrival, if delivery was not taken and charges paid, prior to that period. Our travelling freight agent, Mr. Miles, will consider any proposal of this nature, and report the same, when it will receive our immediate consideration.

"It is, of course, understood that the lumber manufacturer would agree to give corresponding assistance to the dealers in the matter of longer dating on their bills. Let us urge upon you the importance of making your trip on the earliest possible date and wishing you every success on same.

"Yours faithfully,

"(Signed) F. W. PETERS,

"Asst. Freight Traffic Manager."

'Mr. Cockburn duly reported to the directors as follows :—

"WINNIPEG, February 10, 1903.

"To the President and Directors :

"I have to inform you that in pursuance of your direction to me, I proceeded on the 23rd of January, along with Mr. Miles, Canadian Pacific Railway travelling agent, to attend meetings of the dealers, which I had called for the purpose of bringing before them the purport of a letter received from the Canadian Pacific Railway urging importance and necessity of the dealers throughout placing their orders for lumber at once, for spring requirements.

"Meetings were held as follows :—

"Moosomin, Wolsely and Regina, the dealers there and outlying districts.

"Moosejaw, of the members there, and outlying points and dealers on the Soo line.