

for all the traffic you can send them, but that they will always be keen competitors for the same. Make the shortest and easiest line of all, viz., that from Guelph north-west, and what then? Why this, namely, that when your produce reaches Guelph, you have the Great Western competing to get it to carry to Hamilton, and the Grand Trunk competing to carry it to Toronto. It is a fact pretty well understood now in the Western Peninsula, that while from all places having connection with one of these railways only, freights are comparatively high, from all places where the two railways meet, freights are comparatively low. Guelph is one of those competing points, and has felt the benefit of the competition. You will easily perceive the advantages of having this competition operating on the cost of freight, *over as much as possible of the distance between yourselves and Lake Ontario.* There is another consideration which ought to add still greater force to this one. By coming to Guelph you not only secure the advantage of this competition over a considerable distance of ground, but you also *place* the competition—permanently to exist between the two principal railways in Canada—*on and over that portion of the distance between your district of country and Lake Ontario, which is the most costly to build upon at first, and permanently the most expensive to run freight over.* Your own district furnishes a comparatively easy level country to run over, while the difficult country, the steep grade up and down the mountain, is already managed by the Great Western and the Grand Trunk. Once get your produce to Guelph, and you need not trouble yourselves as to whether the road thence to the lake is a roundabout or an air line—an easy or a difficult line to build and to run. There you have the two great Canadian railways competing for your traffic, and doing it for you at the cheapest possible rates. Very probably you would not have to