

favor of the trade of Baltimore generally understood in the West?

Witness—Most undoubtedly; and it is a matter of argument constantly made use of for the purpose of inducing large purchases in this market. It is a common by-word used by salesmen that the advantages of the dry goods trade of Baltimore arise from the comparative lowness of the rate of freight.

Mr. Tyson—Are you speaking of your own personal knowledge?

Witness—I am, sir; it is a by-word.

Mr. Garrett—You mean to say it is a common argument adduced to induce purchasers to buy in Baltimore?

Witness—It is.

Mr. Garrett—In the previous history of the Baltimore and Ohio Railroad Company during your connection with the dry goods trade, has there been any period in which this discrimination has been more thorough in favor of the trade of Baltimore than under the present administration?

Witness—I think not. During your administration, the policy has been more particularly noted.

Mr. Garrett—In your business have you felt that it has enabled you to increase your sales?

Witness—It has, to a very considerable extent. It has attracted buyers from the West, who probably would have never visited Baltimore had it not been for the lowness of freight.

Mr. Tyson—The gentleman says he has been enabled to effect sales in New York owing to the policy of this road?

Witness—To persuade buyers to purchase who reside in the city of New York, on whom I have called, I have made use of this argument that the goods could be shipped at a low rate of freight from Baltimore, and I have effected sales thereby; it has been beneficial to me in every sense of the word. I think the policy of Mr. Garrett has been, so far as I am concerned, and so far as my interest and knowledge are concerned, thoroughly sound, and at the same time beneficial, and, through that policy, we certainly have increased our business to a considerable extent—our trade has increased in consequence of that policy.

Mr. Tyson—Do you know the difference per ton between here and New York?

Witness—The difference is just what I have stated to Mr. Garrett.

Mr. Tyson—Can you state the difference to Cincinnati?

Witness—The rate from New York to Cincinnati, first class is \$1 50, from Baltimore \$1 25; from New York, second class, \$1 20, from Baltimore 98 cents.

Mr. Tyson—Do you know how often they change these rates?