

234.06211921.1	<p>COPY – Norton Coal Mining Company / General offices: Birmingham, Al  From: S. S. Lanier, Jr. / General Manager  To: Mr. E. C. Simmons / c/o Simmons Hdwe. Co.  We have been advised that you are largely interested in the Hillman Coal &amp; Iron Company tract adjoining the Crabtree Coal Company land. If this is correct kindly advise at what price you are holding this land if you care to sell it.</p>
234.06261921.2	<p>COPY – W. W. Cato &amp; Son / Dawson Spring, Ky  From: C. F. Cato  To: E. H. Simmons  I have a client who is interested in the Baker Tract of land near Crabtree. They are interested in the coal. Have asked me to get price on same in fee and also on royalty basis. They are responsible parties and should the price be satisfactory they will handle the property on condition they have 90 days to drill and prospect the coal. Please wire me Monday at my expense, give price for both, to buy outright or on a royalty basis. Now as to the royalty, this will have to be considered on a larger scale than the mines here on Alexander &amp; Eisen property.</p>
234.06271921.3	<p>From: E. H. Simmons  To: Mr. S. S. Lanier, Jr / c/o Norton Coal Mining Company / Nortonville, Ky  Answer yours of June 21<sup>st</sup> in regard to coal lands owned by this company. We have two tracts up there of approximately 1000 acres each one known as the Lynch Tract and the other as the Baker Tract. Yes these coal lands are for sale. If your company interested sure we can come to agreement on proper price but we would not name price until we were sure your Company was interested. Glad to arrange to have your representative meet our Engineer J. N. Esselstyn.</p>
234.06271921.4	<p>Hillman Land Company letterhead  From: E. H. Simmons  To: Esselstyn  Noting the attached [234.06211921.1] please follow up. Personally I don't think these people or anybody else is interested to make a purchase now but if they show enough interest and if they are in market for it then we would be glad to go into the price subject. I haven't slightest idea of the value of this property from the coal standpoint but if we can get anything like the coal off of it that we have been getting off the Eisen &amp; Alexander Tracts it ought to be worth a lot of money. Many years we got offered \$35.00 per acre; now I could support to stockholders an offer of \$100 to \$150 per acre. But also know they are anxious to sell any property we can they would be happy at \$100 per acre.</p>
234.06271921.5	<p>From: A. S. Hartt, Secretary to Mr. E. H. Simmons  To: Mr. C. F. Cato / c/o W. W. Cate &amp; Sons, Dawson Springs, Ky  Acknowledge receipt of yours of June 26<sup>th</sup> in regard to Baker Tract near Crabtree. Mr. Simmons is out of city just now but I have forwarded your letter to our Engineer Mr. J. N. Esselstyn</p>
234.06271921.6	<p>COPY – Norton Coal Mining Company  From: S. S. Lanier, Jr. / General Manager</p>

	<p>To: E. C. Simmons</p> <p>Referring to our letter of 21<sup>st</sup> to which we have had no response. We have taken over the old Crabtree Coal Company property which is adjoining the land known as the Grand Rivers property. We understand that you are interested largely in the Grand Rivers Company. If this is not correct, please give us information regarding the ownership of this land. The writers finds that there is approximately 150 acres of #9 coal in the hill land of the Grand Rivers property which could be hauled to our present tipple with about three quarters of a mile of outside tram. We have completed the plans and started the work on making a new opening to the present Crabtree mine. As above mentioned we are holding up the new work until we get this matter settled.</p>
234.06271921.7	<p>Hillman Land Company letterhead</p> <p>From: A. S. Hartt, Secretary of E. H. Simmons</p> <p>To: Esselstyn</p> <p>Please note attached copy of letter from W. W. Cato &amp; Son and copy of my acknowledgement. You will also find enclosed a letter from Mr. Simmons dictated to you before he left attaching copy of letter from S. S. Lanier, Jr. of Norton Coal Mining and copy of Mr. Simmons answer. Evidently this is the same party.</p>
234.06281921.8	<p>Norton Coal Mining Company letterhead</p> <p>From: Sterling S. Lanier, Jr. / General Manager</p> <p>To: Esselstyn</p> <p>We have taken up with Mr. E. H. Simmons the question of purchasing some of your land adjoining our Crabtree holdings and Mr. Simmons referred the writer to you. I will be glad to meet you at Ilsley.</p>
234.06281921.9	<p>Written in ink, W. W. Cato &amp; Son / Dealers in Coal Lands and Oil Leases letterhead</p> <p>From: Charles F. Cato</p> <p>To: Esselstyn</p> <p>I wrote Mr. Simmons on 26<sup>th</sup> in regard to the Baker Tract of land. I rec'd letter from his sec'y stating he had forwarded the letter to you. My parties are crowding me for some kind of information. You will note from the letter the proposition they are big people and want some coal on the Ile. They are now drilling properties on L &amp; N but can pull them off if we can get everything lined up right away.</p>
234.06291921.10	<p>From: Esselstyn</p> <p>To: Mr. C. F. Cato</p> <p>Acknowledge receipt of your letter of the 28<sup>th</sup> regarding Baker Tract and to advise you that I have also received a copy of your letter addressed to Mr. E. H. Simmons. The Company would be willing to sell this tract but will not put a price on the property. If you client is sufficiently interested to look over the property and desires to name a price or a proposition we will consider it. For you personal information, we have two different parties who have this tract of land under consideration for some time but they have delayed any investigation until we have completed a survey of the property; this survey is now in progress. If your client should be either of the parties, we could not consider them as your clients.</p>

	Noted on top: " Mr. Simmons – please note"
234.06291921.11	<p>From: Esselstyn  To: Mr. S. S. Lanier, Jr. / General Manager, Norton Coal Mining Company  Acknowledge receipt of your letter of the 28<sup>th</sup> regarding appointment to go over Baker Tract. It will be impossible to meet you next Saturday or Monday but I will be on the property someday next week and will be glad to meet. If you will select any day from the 6<sup>th</sup> to the 9<sup>th</sup>, I will make my plans to be there.  Noted at top: "Mr. Simmons – please note"</p>
234.06291921.12	<p>From: Esselstyn  To: E. H. Simmons  Acknowledge receipt of your letter of 27<sup>th</sup> regarding Baker Tract and I herewith enclose copies of my letters to both Mr. Cato and Mr. Lanier. Mr. Mason has wanted to consider this tract for several months but has been waiting until the survey was made that he might see where the boundary lines were. The Boundary line survey will be finished early next week and then we will locate all the outcrops of coal which will give some idea of the extent of the coal on surfaces. I don't want to go on property until survey lines are defined. Crabtree Company are now stripping coal near the Baker Tract and we will have their steam shovel operations located with reference to boundary lines. Crabtree Company have been talking about this property for several months and shall not be surprised to find their underground workings are already extended into the Baker Tract. All things being equal, would like Mr. Mason get the property but if there is case of trespass, Norton Coal Mining would probably be willing to pay more. Think Mr. Cato trying to butt in on the deal so will not give him such consideration .</p>
234.06301921.13	<p>From: A. S. Hartt, Secretary of Mr. E. H. Simmons  To: Mr. S. S. Lanier, Jr / Norton Coal Mining Co.  Acknowledge receipt of your letter of June 27<sup>th</sup>. We wrote you on June 27<sup>th</sup> in reply to your letter of June 21<sup>st</sup> and evidently our letters crossed. We stated in our letter of June 27<sup>th</sup> we would be glad to have your representative meet our Engineer. Advise me when you want to go over the property and we will notify Mr. Esselstyn  Noted at top: "Mr. J. N. Esselstyn, as a matter of information"</p>
234.06301921.14	<p>Norton Coal Mining Company letterhead  From: Sterling S. Lanier, Jr. / General Manager  To: Esselstyn  I have your letter of 29<sup>th</sup> and will meet you at IIsley the morning of July 6<sup>th</sup>.</p>
234.07011921.15	<p>Written in ink, W. W. Cato &amp; Son / Dealers in Coal Lands and Oil Leases letterhead  From: Charles F. Cato  To: Esselstyn  Your letter received in regard to Baker tract. I note very carefully the course you outlined. My parties are not any now figuring on this property. They know nothing of the property except my description and location of same. I am authorized to offer your company \$50 per acre or 6 cents per ton royalty with 90 days to drill and prospect the coal. They have several drilling rps and</p>

	will probably give it a good test. Your early action in the matter will aid in getting matters to ahead. My parties are people that mean business and are able to carry out the proposition on a large scale.
234.07021921.16	From: Esselstyn To: Mr. S. S. Lanier, Jr. When we can meet depending on weather. On Baker Tract at Mr. Andrew Jacksons or at Dawson Springs, at offices of Mr. W. P. Scott near the Post office.
234.07021921.17	Hillman Land Company letterhead From: A. S. Hartt To: Esselstyn Acknowledge receipt of letter of June 29 <sup>th</sup> in regard to Baker Tract which will be held for Mr. Simmons' return.
234.07071921.18	K. & K. Oil Company letterhead From: Charles F. Cato To: Esselstyn I ? my parties to day they raised their proposition to 10 cents per ton royalty or \$85.00 per acre. You will please let me hear from you by return mail.
234.07091921.19	From: Esselstyn To: Mr. C. F. Cato Acknowledge receipt of your letter of the 7 <sup>th</sup> in which you offer of 10¢ per ton royalty for the coal on the Baker Tract or a purchase price of \$85.00 per acre. Your proposition on a royalty basis is getting up to somewhere near where it should be but your price per acre is entirely too low. For your personal information, we have two other parties considering the purchase of this tract and I would suggest that your parties look the property over so they can make an offer from their own knowledge for if property sold it will go to the party making best offer.
234.07131921.20	7x8 Postal Telegram From: Sterling S. Lanier To: Esselstyn Would like to see you New Centuary Dawson tomorrow afternoon if possible
234.07151921.21	From: Esselstyn To: Mr. S. S. Lanier, Jr On my return here last night I received your telegram requesting me to meet you in Dawson Springs yesterday. At this time of year I am away a great deal. In the future if you want to make an appointment with me it would be well to advise me a day or two in advance.
234.07161921.22	5.5x8.5 From: E. H. Simmons To: Esselstyn I have noted with interest the memorandum on your weekly report in regard to offers which you have for the Baker Tract. While I have no confidence in Mr. Cato's ability to raise the cash yet we must of course give him every consideration during the balance of July. Keep me posted. Address me for balance of July c/o Frye, Phipps Company
234.07181921.23	From: Esselstyn

	<p>To: E. H. Simmons</p> <p>Enclosed find copies of correspondence I have had with Mr. Cato regarding the Baker Tract. Note he has price up to \$85.00 per acre or 10¢ per ton royalty. On 10<sup>th</sup> he telephoned to ask what commission the Company would pay him if he “put his parties on the land?”. I replied we would pay no commission. My idea is if Mr. Cato can get parties on land, the purchaser should look to prospective purchaser for commission. I wish you would write me your views on matter of Commission. Please advise me as to your views as to length of time you would be willing to grant for drilling the property</p>
234.07181921.24	<p>From: Esselstyn</p> <p>To: E. H. Simmons</p> <p>On July 6<sup>th</sup> I met Mr. S. S. Lanier of the Norton Coal Mining Company on the Baker Tract to go over the property. After going over the property we went to their steam shovel mine on the Crabtree property which is about a half mile away from the nearest point on the Baker Tract. He finally made an offer of \$25.00 per acre or 5¢ per ton on royalty basis. On July 11<sup>th</sup> I was over the Baker Tract with Mr. Mason but get no expression from him in regard to price. He is investigating the possibility of extending his super tract from his Carbondale mine onto the Baker tract. This is a point that Mr. Lanier seems to think his company are the only ones who can work the Baker Tract. The more I see of the Baker Tract, the more I think that a sale price of \$100.00 per acre for the entire tract would be a good price but if should decide to sell 100 or 200 acres next to Crabtree property then I think it ought to bring from \$125 to \$150 per acre (3 pages)</p>
234.07181921.25	<p>COPY – W. W. Cato &amp; Son / Dawson Springs, Ky</p> <p>From: Chas. F. Cato</p> <p>To: E. C. Simmons</p> <p>I wrote you some time ago in regard to sale or lease of Baker tract of land. My letter was referred to Mr. Esselstyn. As yet we have not come to any understanding. My last offer was \$85.00 per acre in fee or 10¢ per ton royalty. My parties are still calling on me for an answer. Shall be glad to know if this offer will buy or lease the property provided that it will stand the test.</p>
234.07191921.26	<p>From: Esselstyn</p> <p>To: E. H. Simmons</p> <p>Acknowledge receipt of your letter of 16<sup>th</sup> from Boston. Yesterday I wrote you all the developments in the possible coal deals on the Baker Tract.</p>
234.07191921.27	<p>COPY</p> <p>From: A. S. Hartt, Secretary to Mr. E. H. Simmons</p> <p>To: Mr. Chas. F. Cato</p> <p>Yours of July 18<sup>th</sup> in regard to the Baker Tract received in Mr. E. H. Simmons' absence from the city. Our Mr. J. N. Esselstyn is handling this matter but I will hold your letter and refer it to Mr. Simmons when he returns.</p> <p>Noted in pencil across left top “Mr. J.N. Esselstyn”</p>
234.07231921.28	<p>Frye, Phipps Co. / Hardware and Cutlery letterhead</p> <p>From: E. H. Simmons</p> <p>To: Esselstyn</p>

	<p>Answer yours of July 18<sup>th</sup> in regard to Mr. Cato wanting to buy Baker Tract. My files in St. Louis are filled with letters from Mr. Cato which leads me to have no confidence in him whatsoever as having any BONIFIED customer. As I see it, all Mr. Cato is trying to do is to get our property on his "list" with the hope that he may sell it and get a commission. I will be in St. Louis on the first day of August and you can let me know what the situation is at that time.</p>
234.07251921.29	<p>From: Esselstyn  To: E. H. Simmons c/o Frye Phipps Co.  Acknowledge receipt of your letter of 23<sup>rd</sup> regarding Mr. Cato and the Baker Tract. You have not replied to my letter of the 18<sup>th</sup> regarding the deal with Mr. Lanier or the Norton Coal Mining Co. The deal with Mr. Lanier looks more encouraging that with Mr. Cato. Without instructions from you I am unable to go into this matter with either of these parties. It may be that Miss Hartt did not forward to you my letter in connection with the Lanier deal, If not, I cannot hope to hear from you until you return to St. Louis.</p>
234.08031921.30	<p>Hillman Land Company letterhead  From: E. H. Simmons  To: Esselstyn  Have you heard anything from Mr. Cato? I am quite sure he is "cornered" and we can prove that he has no customer at all or that if he has his \$85.00 price is "phony". I would be willing to spend a little money to find him to be unreliable so in the future we would not be bothered with him.</p>
234.08031921.31	<p>Hillman Land Company letterhead  From: E. H. Simmons  To: Esselstyn  This is to answer yours of the 18<sup>th</sup> in regard to Mr. S. S. Lanier of the Norton Coal Mining company. To a large extent I would be guided by your suggestions but of course the Board of Directors would have to make the decision unless they authorize me to make it. It seems it is not time to place a price on the property. When the time comes you can verbally set price of \$125 per acre. As for what we would accept, I am sure your idea to get \$100 per acre as things are depressed and we need money. In general not in favor of royalty proposition. As a separate proposition, I think we ought to get somebody on the timber on the Baker Tract in order to arrive at some valuation per acre. (2 pages)</p>
234.08041921.32	<p>From: Esselstyn  To: E. H. Simmons  Acknowledge receipt of letter of 3<sup>rd</sup> regarding Mr. Lanier and the Baker tract. I have heard nothing more from Mr. Lanier but have had talk with Mr. Mason and find the Lanier's are trying to buy everything in the County. I think I understand regarding price and will work along the lines you mention. Regarding the timber on the Baker and Lynch tracts, there is not much timber on either tract and I hardly think at this time it is worth going to any expense to have it estimated.</p>
234.08041921.33	<p>From: Esselstyn  To: E. H. Simmons</p>

	<p>Replying to your letter of 3<sup>rd</sup> regarding Mr. Cato, will say at present time I have heard nothing more from him since he telephoned to ask what commission he would get if he placed his parties on the Baker Tract. His silence indicates he was only laying the plan to get the Company to name a price and commission and then he would butt in on the Lanier deal as I know he had talked with them and it may be that they were using him to get a line on the price.</p>
234.08051921.34	<p>Hillman Land Company letterhead  From: E. H. Simmons  To: Esselstyn  Acknowledge receipt of your letter of August 4<sup>th</sup>. I agree with you in regard to Mr. Cato, while I think we want to continue to jolly him along, I don't think there is a thing in it for us.</p>
234.08051921.35	<p>Hillman Land Company letterhead  From: E. H. Simmons  To: Esselstyn  Acknowledge your letter of August 4 regarding timber on the Baker and Lynch tracts. When the saw timber was cut off of the two tracts some ten or twelve years ago, nothing was cut off, as I remember it, under eighteen inches in diameter (possibly I may be wrong as to the diameter). I feel sure there is lot of timber on these two tracts unless something has happened in meantime.</p>
234.08121921.36	<p>From: Esselstyn  To: E. H. Simmons  Went to Dawson Springs. Did not see anything of Mr. Cato or hear anything of interest regarding the operations of the Laniers. Had talk with Mr. Bashear who has an option on the Earl Land which adjoins the Baker tract on the north. Mr. Bashear has turned over his option to Mr. Troendale and others of Hopkinsville who are now drilling on the property within 600 feet of the lines of the Baker Tract. On Thursday they struck No. 11 coal at about 35 feet; No. 9 coal should be about 80 feet below No. 11. Mr. Des Rochers should finish his work of outlining the coal in two or three days but while he is there I want him to locate these drill holes as they are of interest to the Baker tract. Mr. Bashear turned his option over for \$10,000 the original option provided for a purchase price of \$80,000 for the 1000 acres of the Earl Tract and a right of way for the property to the I. C. tracks which he purchased years ago. The \$80,000 is payable \$30,000 cash with \$50,000 in first Mortgage bonds bearing 6% interest semi-annually for a period of ten years. The Laniers have been trying to get this tract of land, but if Mr. Troendale takes over this property it will be a decided advantage to the Baker tract.</p>
234.08161921.37	<p>Hillman Land Company letterhead  From: E. H. Simmons  To: Esselstyn  Acknowledgement of your letter of August 12 regarding Baker Tract (Hopkins County) coal lands. Your letter is quite interesting and it looks as if it might lead to something on some subsequent visit.</p>

234.09071921.38	<p>From: Esselstyn  To: E. H. Simmons  Estimate of timber on the Baker tract in Hopkins County by Joe Mitchell. White Oak, Black Oak, Soft wood, Hickory. The estimate is probably more than the Company would cut from this tract at this time; the purpose was to get a value for purpose of arriving at value in case of sale of property and for taxation. Lynch tract is being estimated now.</p>
234.10231921.39	<p>From: Esselstyn  To: E. H. Simmons  While in Dawson Springs I learned from Mr. Beshear that Mr. Troendale and his associated were getting very satisfactory results from their drilling and prospecting the Earl land which adjoins the Baker tract. There is every indication that the first payment on the property will be made on November 1<sup>st</sup> the terms of the sale I wrote you August 12<sup>th</sup>. It is also understood that the I.C.R.R. will build a tract out on their Providence grade to a point where a side tract can be built to the Earl tract.</p>
234.10251921.40	<p>Hillman Land Company letterhead  From: E. H. Simmons  To: Esselstyn  Answering yours of October 23<sup>rd</sup> regarding the Hopkins County coal properties. Glad to have this information. I would like a rough free hand sketch as to the shape and location of the Earl land as it adjoins the Baker tract and also if the Crabtree Coal and Mining tract is alongside our Baker tract as to just where that comes in. We are particularly desireous of selling the Baker Tract at this time as Mr. Harrison was in my office with his attorney urging the payment of some notes which I told him would be impossible to pay at this time. From my standpoint we not want to sell at sacrifice price and wait for reasonable price.</p>
234.11061921.41	<p>From: Esselstyn  To: E. H. Simmons  Under separate cover I am sending you maps of the Baker and Lynch tracts. Description of features on maps [not in file 234]. Estimated values of No. 9 and No. 11 coal provided. If this tract was sold on a basis of only 5¢ per ton, the coal would bring \$117,900.00 but the price of 5¢ is extremely low, in fact 10¢ per ton would be the right price at the present time. My "approach" would be not to put a price on the property as it is valued for taxation purposes at on \$16,756.00 for year 1922. If weather permits will go to Dawson Springs to get in touch with the parties that have taken over the Earl land and see that it gets to Mr. Lanier that the property is for sale. (2 pages)</p>
234.11081921.42	<p>Hillman Land Company letterhead  From: E. H. Simmons  To: Esselstyn  Acknowledge yours of November 6<sup>th</sup> in regard to the Baker tract which is unusually intelligent and just what I want. I am now outlining a letter to stockholders to see what they want to do because we are out of funds. I also had letter from Mr. Layton which is most discouraging on ties and it looks like we could hardly get enough out of ties to pay for hauling because of radical change in inspection. It looks like we might need to temporarily</p>



	<p>dispense with the services of everyone except yourself, Mr. Long, and Mr. McCawley with sufficient help on the farm to take care of live stock and crops.</p>
234.11091921.43	<p>From: Esselstyn To: E. H. Simmons</p> <p>Acknowledge receipt of your letter of the 8<sup>th</sup> and to refer especially to the last paragraph in which you suggest to dispense with the services of everyone with exceptions. Such plan is possible but I would consider it unwise and unprofitable. There are many things involved that it is almost impossible to intelligently present the by correspondence. You have planned to come down here for a long time I would like to talk over with you, can't you come down next Sunday so we can talk over matters.</p>
234.11101921.44	<p>From: Esselstyn To: Fred Beshear</p> <p>Enclosed find sketch of that portion of the Baker Tract about which we were talking. You will note there are apparently three tracts which ought to be investigate as apparently No. 9 will go onto all of them. I believe that the John D. Eli property is the most important. You will note that for each tract I have given two names of the owners –ones marked "Formerly" are taken from an old map made in 1905 by A. Y. Kennedy, Surveyor for Hopkins County. Other name marked "now" are supposed to be the present owners of the properties and these names were given me about a year ago by Mr. Andrew Jackson.</p>
234.11111921.45	<p>From: Esselstyn To: E. H. Simmons</p> <p>Yesterday I went to Dawson Springs to find out what had been done with the Earl Land which adjoins the Baker Tract and I found that the payment which was to be made November 1<sup>st</sup> had not been made but it was claimed that was due to the abstract of the property had not been completed but the money was ready to be paid as soon as the abstract and deed are ready for delivery. Talked with Mr. Beshear who promoted the deal and he says that Mr. Troendale and his associated have spoken about considering the Baker Tract so I gave him some idea of value. Also talked with Mr. Mason about the tract but don't think he will be able to consider it. Also had talk with Mr. Scott about the payment of the Eison-Alexander tract, he will be ready to make payment in February</p>
234.07081922.46	<p>From: Taylor Cranor To: Hillman Land Company / Mr. Esselstyn, agent</p> <p>I have been informed that you are the agent for the Hillman Land Company known throughout this country as the Grandriver land. Desirous to know if the tract that lies a little north of West of IIsley switch is for sale. I and associates have quite an acreage south of this tract and we are in position to handle this land in a coal stripping operations if it is for sale.</p> <p>Reference: Commercial Bank, Dawson Springs, Ky</p>
234.07091922.47	<p>From: Esselstyn To: Taylor Cranor</p>

	Acknowledge receipt of your letter of the 8 <sup>th</sup> regarding a tract of land owned by this Company which is located westerly from Ilesley switch. I assume you refer to what we call our Baker Tract where Mr. Andrew Jackson lives which is on the westerly side of the Crabtree property and adjoining their first stripping operations. If this is the tract you refer to it is for sale and if you care to purchase it we will be glad to have you make an offer for the same.
234.07111922.48	From: Taylor Cranor To: Esselstyn Your letter of the 9 <sup>th</sup> at hand. I would like more information as to the company's holdings at this location. Would like to know the acreage in this tract, whether or not the Company made any tests in the way of drilling. Would also like to know about the thickness of the coal, price per acre, and whether the Company would consider a royalty proposition. As soon as get this info, will have engineer look over the property. We have a 5500 acre tract now under test near here
234.07121922.49	From: Esselstyn To: Taylor Cranor Replying to your letter of the 11 <sup>th</sup> regarding Baker Tract. It contains 916.58 acres. This tract has not been drilled although the Company has considerable information regarding the tract. Whether or not the Company would consider a royalty proposition would depend largely on the caliber of the parties who propose to operate it. It might be well to advise us whether you are seeking the property to operate it yourself or as a promoter
234.07131922.50	From: Taylor Cranor To: Esselstyn In reply to yours of the 12 <sup>th</sup> , will say that I am neither a promoter nor an operator but am representing Mr. J. R. Collins, President Southern Coal Company, Memphis, Tennessee and also the Kershaw Mining Co., Birmingham, Al. I am not asking for any commissions but only acting as medium to get you people together. All negotiations will be direct with them and not with me
234.07131922.51	From: Esselstyn To: Taylor Cranor Acknowledge receipt of your letter of the 13 <sup>th</sup> in regard to the Baker Tract. If weather permits I will drive out to St. Charles but if not, will come over on train.
234.07171922.52	From: Taylor Cranor To: Esselstyn You will find map as requested. We went over the land yesterday and Mr. Wood will report today. I will report to you as soon as I hear from Mr. Collins and Mr. Kershaw. If it meets with their approval will arrange for you to meet them. Thanking you for the use of the map and your explanations. Note in pencil on bottom: "PS your letter returned to day. I am sorry that I made this mistake"
234.07171922.53	From: Esselstyn To: E. H. Simmons

	<p>During the past month or so several inquiries have been made regarding the Baker Tract as a coal stripping proposition and in running them down I have been satisfied that some of them have come from the Norton Mining Company or which Mr. Lanier is the local representative with whom the matter was being considered last year. Have had several letters from a Mr. Taylor Cranor of St. Charles. He represents Mr. J. R. Collins, President of the Southern Coal Company of Memphis and also the Kershaw Mining Company of Birmingham. About a year ago we had an understanding that \$100,000.00 would be an acceptable price for this tract but as Mr. Lanier price was so far below that the matter was dropped. I still think this property should bring the above price perhaps not all in one payment but say 1/3 cash and the balance in one or two years.</p>
<p>234.07191922.54</p>	<p>From: Esselstyn  To: E. H. Simmons  Today I have had a call from Mr. Edwards personal representative of Mr. Lanier of the Norton Coal Mining Company. They are wise to the fact that Mr. Cranor is after the property. His attitude was very different from Mr. Laniers a year ago; now that there is another big company working. I showed him that the Baker Tract was worth \$300,000.00 to the Hillman Land Company on a royalty basis and that I thought it was worth half that amount on a sale basis. He stated that these prices were more than they had paid for any of their properties but I told him that they were not more than others had paid and were willing to pay.</p>
<p>234.07201922.55</p>	<p>Hillman Land Company letterhead  From: E. H. Simmons  To: Esselstyn  Answering yours of July 17<sup>th</sup> in regard to Baker Coal Tract in Hopkins County. I have two suggestions to offer. One is that you indicate to these people (Southern Coal Co.) that the property is for sale and at one time during hard times it was offere3d for \$100,000.00 but now that conditions are better you understand it is being held for \$150,000.00. The other suggestion would be that you simply indicate to these people that the coal property is for sale and the price is \$150,000.00. I am very sure if the Southern Coal Co. actually want the property that holding it at this figure will not deter them going into it further. It would seem the Norton Mining Co can afford to pay for this than an outsider because of their adjoining but if it came to a showdown, I believe they would overbid the other people.</p>
<p>234.07221922.56</p>	<p>From: Esselstyn  To: E. H. Simmons  Acknowledge receipt of your letter of the 20<sup>th</sup> regarding the Baker Tract. Only new development since I wrote was a telephone message from Mr. Wilson early yesterday wanting to know if he could lease the property on a royalty basis if he would extend the railroad tracks to the property and make a railroad shipping proposition out of it. I told him his proposition could not be considered at the present time (2 pages)</p>
<p>234.07241922.57</p>	<p>7x8 Postal Telegram  From: J. T. Edwards (Norton Coal Mining Company)  To: Esselstyn</p>

	Can you meet Mr. Lanier at Nortonville Wednesday.
234.07241922.58	5.5x8.5 From: Esselstyn To: J. T. Edwards c/o Norton Coal Mining Company Will be in Nortonville Wednesday morning by train or automobile.
234.07241922.59	From: Esselstyn To: Mr. J. T. Edwards c/o Norton Coal Mining Company This is to acknowledge receipt of your telegram asking if I could meet Mr. Lanier at Nortonville on Wednesday and to confirm my reply that I would be in Nortonville by train or automobile. Due to rain, I will be on train 122
234.07261922.60	From: Norton Coal Mining Company, Sterling S. Lanier, General Manager To: Hillman Land Company Confirming today's conversation with Esselstyn, we would consider entering into a lease contract on your Baker Tract in Hopkins County adjoining our Crabtree property with following general terms and conditions. Noted in pencil on bottom: "Original sent to St. Louis" Stapled to letter, dated July 27, 1922 From: Esselstyn To: E. H. Simmons On Monday I received a telegram from Mr. Edwards asking me to meet Mr. Lanier at Nortonville on Wednesday. At all previous conferences they had been in favor of purchase of the property but yesterday they were strong for leasing and not much for purchase especially which I told them was the price. Told them while I personally recommended the leasing plan, I did not think you favored the leasing plan. I wanted them to commit themselves on paper so you would have a definite proposition and this proposition would be a basis from which to work to arrive at a lease that would be acceptable. (4 pages)
234.07261922.61	Hillman Land Company letterhead From: A. S. Hartt To: Esselstyn Acknowledge receipt of your several letters received in the last couple of days. E. H. Simmons is absent from the city just now.
234.07261922.62	Southern Coal Company letterhead From: J. R. Collins, President & General Manager To: Mr. Taylor Cranor Referring to your letter of the 17 <sup>th</sup> about the land you referred to around near Dawson Springs, I don't believe we will have time to look into this land just now as we will be so busy going into the other property that we all went over and that Mr. Woods is now working on.
234.07311922.63	From: [Taylor Cranor] To: Esselstyn Enclosing a letter from Mr. Collins [234.07261922.62] which I received Saturday and I am sorry to inform you that it will be impossible for Mr. Collins to take up your proposition as you will see from the tone of his letter. I would also like to say that I have some other people who are interested in a proposition out of Linton, Indiana and Chicago, Illinois who are said to be

	perfectly reliable and have two shovels that they would like to place somewhere; also interested in a deep mine proposition.
234.08011922.64	Hillman Land Company letterhead From: A. S. Hartt To: Esselstyn Acknowledge receipt of yours of July 27 <sup>th</sup> which was received in Mr. E. H. Simmons absence and will be held for his return.
234.08031922.65	From: Esselstyn To: Taylor Cranor Acknowledge receipt of and thank you for your letter of July 31 <sup>st</sup> advising Mr. Collins will not consider the Baker Tract at this time. The Hillman Land Company is not seeking a purchaser for this tract yet there are several parties who are seeking the tract and the Company is willing to sell at a fair price and as I consider it one of the very few larger tracts of coal land which is not owned by a Coal company, I believe Mr. Collins would have found it an attractive piece of land.
234.08031922.66	Hillman Land Company letterhead From: E. H. Simmons To: Esselstyn Answering yours of July 27 <sup>th</sup> in regard to the Baker Tract which has been handed to me on my return to the city. You have a price on the property which is low as compared to your figures but rather than make a lease, we would sell to the other party even at a less price than you write about.
234.08031922.67	Hillman Land Company letterhead From: E. H. Simmons To: Esselstyn Answering yours of July 27 <sup>th</sup> in regard to the Baker Tract which has been handed to me on my return to the city. I don't believe we would be interested in any leasing proposition. The property is for sale and it is up to you to do the very best you can on a sale basis.
234.08031922.68	Hillman Land Company letterhead From: E. H. Simmons To: Esselstyn I have written you two letters so you can use either one of them to show these people if you think advisable. In any event, please let me know which you keep and which you destroy so we can destroy the carbon. At present, I don't think favorably of a lease. Main thing is to get someone to make an offer on which we can hold them either for sale or lease. It will pay to cultivate the Southern people and if they are not interested it might pay to offer one of their representatives a small commission provided we sell to the Norton people.
234.08061922.69	From: Esselstyn To: Sterling S. Lanier, Jr.; General Manager Norton Coal Mining Company In reply to your letter of July 26 <sup>th</sup> in which you made a proposition for a lease of the Baker Tract. Mr. Simmons has advised me that his not interested in a leasing proposition. We will be glad to hear from you at any time you care to consider the purchase of this tract.

234.08061922.70	<p>From: Esselstyn  To: E. H. Simmons  Acknowledge receipt of your letters of the 3<sup>rd</sup> regarding the Baker tract. I will keep both of these letters as conditions might develop that either one or both of them might be of service. Enclosing copies of correspondence with Mr. Cranor which will explain itself. I think that when the present strike troubles are over that we will have a better opportunity to sell this tract than at present.</p>
234.08091922.71	<p>Norton Coal Mining Company letterhead  From: Sterling S. Lanier, Jr.  To: Esselstyn  I have your letter of the 6<sup>th</sup> and note that Mr. Simmons will not consider a lease proposition. As to sales proposition, we can offer you \$50.00 per acre for the entire tract. If you will eliminate the land which does not carry #11 and #9 coal, we, of course, would be willing to pay a higher price per acre for the remaining area.</p>
234.08121922.72	<p>From: Esselstyn  To: E. H. Simmons  Enclosed find copy of letter received from Mr. Lanier in regard to the Baker tract which will explain itself. There are 916.58 acres in the tract which would make Mr. Lanier's offer \$45,829.00. If you care to consider such an offer I would like to submit your new price to Mr. Mason and see if he will raise Mr. Lanier.</p>
234.08141922.73	<p>Hillman Land Company letterhead  From: E. H. Simmons  To: Esselstyn  To answer your letter of August 12<sup>th</sup>. We don't care to consider Mr. Lanier's offer at this time but I suggest that you see what he has in mind in way of offer for a part of the Baker tract – just what part – just how many acres and how much per acre and whether for coal rights only or for surface also whether it includes timber. Now that we have a fairly definite offer for the land, it would seem you could use the fact that you have an offer. I see not objection to your letting Mr. Mason know what our holding price is -- \$150,000.00</p>
234.08161922.74	<p>From: Esselstyn  To: E. H. Simmons  Acknowledge receipt of your letter of 14<sup>th</sup> in regard to Baker Tract. When Mr. Lanier states he will pay a higher price for just those areas covered by No. 9 and No. 11 coal, I assume he will pay more for something like 250 to 300 acres. Something like \$100 per acre. I do not think advisable to sell on part of the tract; my idea is to make the good coal land sell the worthless land. Last year Mr. Lanier offered \$25.00 per acre and my idea is that he will offer more in course of time as they have lots of money invested in stripping machinery and as they work out one place, they will have to have other places to work their machinery.</p>
234.08171922.75	<p>Hillman Land Company letterhead  From: E. H. Simmons</p>

	<p>To: Esselstyn</p> <p>Much obliged for your letter of August 6<sup>th</sup> enclosing correspondence with the Southern Coal Company. I suggest that you see if you can get the Southern Coal Company to send a representative to look over the property. The more people who look over the property the better. It will be alright to offer the pay railroad fare and sleeper fare and hotel bill for such a party. This would also apply to other parties from Linton, Indiana and Chicago, Illinois that Mr. Cranor refers to. I am going to see if I cannot get a representative of the National Enameling &amp; Stamping Company of Granite City (East St. Louis), Illinois to go down there and look over the property. They have just put up a blast furnace and I think might be interested in coal lands. Just at present I have just returned from a visit to the Winchester Repeating Arms Company's factories and now the Winchester people are her in St. Louis.</p>
234.08191922.76	<p>Hillman Land Company letterhead</p> <p>From: E. H. Simmons</p> <p>To: Esselstyn</p> <p>Answer your letter of August 16<sup>th</sup> in regard to Baker Tract. At present I agree with you that we should not sell a portion of this tract. The best thing we could do would be to get several good prospective purchases to MAKE A TRIP TO THE PROPERTY.</p>
234.08201922.77	<p>From: Esselstyn</p> <p>To: Taylor Cranor</p> <p>Since writing you on the 3<sup>rd</sup> in reply to your letter of July 31<sup>st</sup> advising that Mr. Collins could not look over the Baker Tract at this time, it has occurred to me that perhaps Mr. Collins did not have presented to him some of the real facts regarding the tract. Here are the facts. (2 pages; 2 copies)</p>
234.08201922.78	<p>From: Esselstyn</p> <p>To: E. H. Simmons</p> <p>Reply to your letter of 17<sup>th</sup> regarding the Baker Tract and suggestion we invite Mr. Collins of the Southern Company to investigate the property at this time. I have written Mr. Cranor as per enclosed copy [234.08201922.77]. You will note I did not refer to the Chicago or Linton Indiana parties. Mr Cranor has committed himself on paper he would not expect commission if sale made to Mr. Collins but did not do so for other parties. I don't think Mr. Cranor has sold a property but he claims the Lanier's have blocked one or two of his deals by buying small pieces of property at high prices to cut off from a right of way and the Laniers claim he has caused them a lot of trouble</p>
234.08221922.79	<p>From: Taylor Cranor</p> <p>To: Esselstyn</p> <p>Your most elaborately explained letter of the Baker Tract and am mailing to Mr. Collins today with especially comment upon the merits of this tract of land. I will do everything that I can to get him on this proposition.</p>
234.08251922.80	<p>Hillman Land Company letterhead</p> <p>From: E. H. Simmons</p> <p>To: Esselstyn</p>

	<p>Much obliged for sending me copy of the letter from Taylor Cranor. I have no objection to paying any small commission to any man like Cranor if you think it is a good thing provided it is registered with me ahead of time as I will know about it and able to back you up. Main thing as I see it is to get two or three people interested even though we have to pay some of them to come.</p>
234.09221922.81	<p>From: Taylor Cranor To: Esselstyn As Mr. Collins is a little slow as to taking hold of your proposition, I thought I would write you as to a plan that I have been formulating with some capital here to buy the land if you will entertain a proposition like that. The Men I have in view now are not the Laniers but men who have money and are wanting a cola proposition. So If you will entertain a proposition like this let me hear from you at once.</p>
234.09241922.82	<p>From: Esselstyn To: Taylor Cranor Acknowledge receipt of letter of 22<sup>nd</sup> regarding Baker Tract. When we made you the proposition to pay the expenses of Mr. Collins or his representatives it was the intention that the offer was for immediate action and we are sorry that Mr. Collins has not been interested. In your letter of July 31<sup>st</sup> you referred to parties in Chicago and Linton, Indiana – our offer to pay R.R. fare, Pullman and Hotel Expenses will extend to these parties if they are interested. The offer will only be good during the month of October. Question of commission has been taken up with President of our Company suggesting the Company pay 5% commission.</p>
234.08241922.83	<p>From: Esselstyn To: E. H. Simmons Enclosed find copy of letter received from Mr. Cranor and my reply to same. I have not much faith in his being able to interest local capital in this property but I think he is using this means to get Mr. Collins to look the property over. Usually the commission on such deals is 10% but as he will have little or no expense in any deal he may take I think 5% ought to be satisfactory.</p>
234.10181922.84	<p>From: Taylor Cranor To: Esselstyn I guess that you have come to the conclusion that I had to quit the job of securing a buyer for the Hillman Land. I have had two parties to look the field over but have not been able to get the matter properly arranged to meet you. The great trouble with the field is that the acreage is too large for the amount of coal that will strip. If this is true, it would be a good idea to combine the two tracts together. Mr. Earl told me that it was for sale and I am sure that I can make a deal to handle it, if it will strengthen the acreage with strip coal. I am looking for strip men every day. I am trying to get Mr. C. D. Smith out of Memphis.</p>
234.11091922.85	<p>Hillman Land Company letterhead From: E. H. Simmons To: Esselstyn Is there anything new on the possible sale of the coal properties?</p>



234.11121922.86	<p>From: Esselstyn  To: E. H. Simmons  Acknowledge receipt of your letter of the 9<sup>th</sup> asking “is there anything new on the possible sale of coal property” Enclosed find copy of letter from Mr. Cranor dated October 18 [234.10181922.84] which is the only communication I have received from him since I wrote you under date of September 24<sup>th</sup>. I occasionally hear of persons inquiring about the property but they are promoters of the Cato type and they never have anything definite to offer</p>
234.12111922.87	<p>Clark, Beshear &amp; Clark – Furniture, Undertaking and Licensed Embalmers letterhead  From: Fred Beshear  To: Esselstyn  Beg to advise you “CONFIDENTIAL” however that I have closed a contract for the sale of the Earle property subject to some investigations. The investigation will stand up and the property is sold this time to some real business people. There are some matters we have talked about pertaining to your holdings up here that would be very interesting and I am just wondering if you are going to be up here at an early date to have a talk soe we can make a nice piece of MONEY</p>
234.12121922.88	<p>From: Esselstyn  To: Fred Beshear  Acknowledge receipt of letter of 11<sup>th</sup>. At this season of year I am very busy and cannot say when I could come to Dawson but if you can come to Kuttawa will be glad to have a talk with you. If possible, let me know a day in advance.</p>
234.12121922.89	<p>8x5 written in pencil  From: Andrew Jackson  To: Esselstyn  I want you to meet me at Dawson Springs on December 18<sup>th</sup> on business. Please let me know if you can come. I will try to have the rest of the rent you spoke about be sure to come Mr. Esselstyn</p>
234.12191922.90	<p>From: Esselstyn  To: Fred Beshear  Last night I received a letter from Andrew Jackson want me to meet him at Dawson on next Monday, the 18<sup>th</sup>, in regard to rents, etc. I have written him that I will be there if it is possible so if you don’t have the time to come over before that time I will see you next Monday.</p>
234.12191922.91	<p>From: Esselstyn  To: Andrew Jackson  For all that I know a the present time I can meet you at Dawson Springs on next Monday the 18<sup>th</sup> but can’t say on which train I will be able to come over.</p>
234.12201922.92	<p>From: Esselstyn  To: J. S. Beshear  After considering the various conversations I had in Dawson Springs regarding the renting of the Baker tract for 1923, I have decided to give you</p>

	<p>the first opportunity. The price for the year will be \$200.00 payable on or before December 1<sup>st</sup>, 1923. The rental would be secured by note with approved security due on the above date. The lease would be of general form such as we lease all of our agricultural lands which would give you the right to cultivate such land as you desired; would provide you with fuel, the fuel rights would extend to any one living on the farm working for you in the actual production of crops. If you decide to take the property please advise me; if I do not hear from you on or before December 26<sup>th</sup>, will rent to other parties.</p>
234.12241922.93	<p>From: Esselstyn To: J. S. Beshear Enclosed find two copies of lease to the Baker Tract please sign both of them on the bottom right hand line and have your signature witnesses on the bottom left hand line. Also enclosed find a note for the amount of rental which you will please sign with one other person as security and return the note and leases to me for the Company signature. (13x8.5) Original and copy of Land Lease (2 pages)</p>
234.12261922.94	<p>Hillman Land Company letterhead From: E. H. Simmons To: Esselstyn I note in your report that Mr. and Mrs. Andrew Jackson are leaving the Hopkins County property which of course is what might be expected at his age. You can make new arrangements for the use and supervision of that property that will be better than before and will result in a better revenue.</p>
234.01051923.95	<p>7x8.5 Clark, Beshear &amp; Clark – Furniture, Undertaking and Licensed Embalmers letterhead From: Fred Beshear To: Esselstyn Referring to our talk on your last trip up here regarding the Baker tract I beg to advise that Mr. W. J. Borries is here and will be for the next few days. We would be glad to have a conference with you during the first days of the coming week. I would suggest you come up and spend the night and bring all the data that you have pertaining to the Baker tract.</p>
234.01071923.96	<p>From: Esselstyn To: Fred Beshear If you can arrange for Mr. Borries to be in Dawson Springs some afternoon this week, I will try to come over on any day that will be convenient for him. This is a very busy time of the year for me but I cannot select one day that will be more convenient than another so I will let the selection of the day to you and Mr. Borries.</p>
234.01121923.97	<p>From: Esselstyn To: E. H. Simmons Yesterday I was in Dawson Springs at the request of Mr. Beshear to confer with Mr. Borries in regard to the Baker tract. Mr. Beshear is the one who interested Mr. Troendal in the Earl Land which adjoins the Baker Tract. That deal did not go through and he has now interested the Harlin Coal Co. in the same land. Mr. Borries is the same Engineer who was here about two years</p>

	<p>ago to look over the Company lands and Mr. Marshall's lands for the purpose of locating oil wells for Mr. Cooley. Mr. Borries is now in charge of the drilling of the Earl lands for the Harlin Coal Co. It looks like Harlin Coal Co. would take over the Earl Land and Mr. Borries is anxious to have them take over the Baker Tract as they could operate it to advantage in connection with the Earl land. In regard to price, I gave him usual talk that Company would not name a price on property but at one time you would take \$100,000. He only considers the stripping coal in No. 9 and 11 veins of any value and concluded price was too high and that \$65,000 would be right price. Satisfied in getting him to name prospective price . Deal on Earl Land is for \$100 per acre (1086 acres) or \$108,600.00. Earl Lands supposed to contain 13 million tons. Harlin paid \$10,000 down and now drilling to prove tonnage. (2 pages)</p>
<p>234.01161923.98</p>	<p>Harlan Coal Company letterhead  From: K. U. Meguire  With reference to your conversation with Mr. Borries to work up something to mutual advantage on your 916 acre tract adjoining the Earle property, I will probably be around Dawson Springs from Thursday to Saturday. You understand we have not yet purchased the Earle or any other property; we have investigated a number of properties but they were unsatisfactory. We are doing some drilling on the Earle property and will probably have a drill outfit available in that neighborhood for some weeks to come. If the results of drilling on Earle property are interesting we might consider drilling additional acreage nearby and therefore if you have any proposition to make on your land it might be a good time for us to get in touch with you.</p>
<p>234.01161923.99</p>	<p>Hillman Land Company letterhead  From: E. H. Simmons  To: Esselstyn  Answer yours of January 12<sup>th</sup> in regard to the possible sale of the Baker tract in Hopkins County. If they don't consider any part of the Baker tract valuable except that part which can be stripped for coal and do not consider any other vein of coal underneath being of value then possibly they would like to pay a price for only that which they think of value and leave rest to us.</p>
<p>234.01171923.100</p>	<p>5.5x8.5  From: Esselstyn  To: K. U. Meguire  Will meet you Dawson Springs Friday. Arriving train 102.</p>
<p>234.01171923.101</p>	<p>From: Esselstyn  To: E. H. Simmons  Acknowledge receipt of letter of 16<sup>th</sup> regarding the Baker tract. Enclosed find copy of a letter received from the Harlin Coal company. I am not sure the gentleman's name is Meguire but that is all that I can make out of it. I am going over to get acquainted with the gentleman but I have no proposition to make him and it will also give the local people something to talk about which will help to keep all "prospects" interested. My idea is that if they do not take over the Earle land they would not be interested in Baker tract but from what I learned from Mr. Borries there is every indication that</p>

	they will take over the Earle land and so the Baker tract becomes very important.
234.01191923.102	<p>From: Esselstyn  To: E. H. Simmons</p> <p>This afternoon I have been to Dawson Springs to confer with Mr. K. U. Meguire of the Harlin Coal Company regarding the Baker tract. Mr. Meguire has met you but is better acquainted with Mr. &amp; Mrs. G. W. Simmons also Mr. &amp; Mrs. O. F. Richards. Nothing developed in the conference excepting that he seems very interested in the tract although not the entire tract; he is interested in the northern portion which would include the No. 11 vein. He does not think they would be interested in the No. 9 stripping which is located in the south-easterly portion. He is going to consider the matter and write me. This would be good division for it is the No. 9 stripping vein that Mr. Lanier has been anxious to get while he did not want the portion that Mr. Meguire seems to want. Mr. Beshear is the one who promoted deal of Earl land to the Harlin Coal company and please write me if you will be willing to pay commission on the sale of 10% to Mr. Beshear at time company receives any payment on property.</p>
234.01221923.103	<p>Hillman Land Company letterhead  From: E. H. Simmons  To: Esselstyn</p> <p>Answering letter of January 17<sup>th</sup> regarding the Baker Tract. The "plot" thickens but it looks more favorable – continue to keep me posted.</p>
234.01231923.104	<p>Hillman Land Company letterhead  From: A. S. Hartt, Secretary to Mr. E. H. Simmons  To: Esselstyn</p> <p>Acknowledge receipt of letter of January 19<sup>th</sup> which is received in Mr. Simmons' absence from the city.</p>
234.01261923.105	<p>Hillman Land Company letterhead  From: A. S. Hartt, Secretary to Mr. E. H. Simmons  To: Esselstyn</p> <p>Attached find copy of telegram from Omar J. Oates of Dawson. I have acknowledged Mr. Oates telegram as per copy attached in Mr. Simmons' absence. Please send me promptly any information you can on this subject so I can take it up with Mr. Simmons.</p> <p>Stapled to:  From: A. S. Hartt  To: Omar J. Oates</p> <p>Acknowledge receipt of telegram of January 26<sup>th</sup> addressed to Simmons Hardware Company asking whether we will sell the Hillman Land north of Dawson Springs and if so to wire price per acre. Mr. Simmons is out of office and I have written Mr. J. N. Esselstyn referring matter to him.</p> <p>Stapled to:  7x8.5 Western Union Telegram  COPY, dated January 26, 1923  To: Simmons Hdwe. Co.,  "Will you sell Hillman land northeast of Dawson Springs if so wire price per acre"</p>

234.01271923.106	<p>From: Esselstyn  To: Mr. W. P. Scott / Dawson Springs, Ky  Please advise me by return mail who is Mr. Omar J. Oates of Dawson Springs. I have no recollection of ever meeting Mr. Oats or hearing of him. He wants to buy land therefore I would like to know who he is and who his associates are.</p>
234.01271923.107	<p>From: Esselstyn  To: E. H. Simmons  Acknowledge receipt of letter of 26<sup>th</sup> enclosing copy of telegram from Mr. Omar J. Oates of Dawson Springs. I do not recall that I have ever met Mr. Oates nor do I associate the name with any one in Dawson Springs. From wording of telegram I conclude he is not personally familiar with the land he wants to purchase therefore it is fair to assume he is someone who has heard of the property and is trying to get in on some deal or he has wired in behalf of someone who is familiar with property.</p>
234.01271923.108	<p>Dawson Pharmacal Company, Manufacturing Pharmacists, Dawson Springs, Ky letterhead  From: Scott [W. P. Scott]  To: Esselstyn  Oats is a son-in-law of W. H. Kington of Morton's Gap, the county. They have the cash to make a trade good and I guess he means business. He does not live here but came here a year or so ago with the idea of opening a mine on the Providence branch but when it shut down he left but said if they ever opened the road he wanted to come back here and open mines on that route. He may be here for all I know but that is who he is old sox.</p>
234.01271923.109	<p>From: Esselstyn  To: Sterling S. Lanier, Jr. / Norton Coal Mining Co.  Under date of August 9<sup>th</sup>, 1922 you wrote us regarding the Baker Tract offering \$50.00 per acre for the whole tract and stated "if you will eliminate the land which does not carry No. 11 and No. 9 coal we would be willing to pay higher price. At that time the Company would not consider selling of a portion but at present time we have prospective purchasers for whole and also portion and it may be Company's advantage to divide the tract and if you care to consider portion of tract we would be glad to have you make an offer.(2 copies)</p>
234.01281923.110	<p>From: Esselstyn  To: E. H. Simmons  Immediately upon receipt of your letter regarding Mr. Oates, I wrote Mr. Scott of Dawson Springs to find out who he was and who might be his associates. I have letter from Mr. Scott. [234.01271923.108]. I do not know who Mr. Kingston is but it sounds very good. Mr. Scott's reference to the Providence branch may mean that Mr. Oates is after the Lynch tract and not the Baker tract.</p>
234.01281923.111	<p>9.5x6 New Century Hotel Company / Dawson Springs, Ky stationary  Written in ink  From: W. J. Borries  To: Esselstyn</p>

	<p>Beg to acknowledge receipt of tracing of the property south of us owned by Hillman Land Co. I returned late from the field yesterday afternoon and only received same at that time. I am to have a conference again with Mr. Meguire on this proposition and presume you will have direct from him on the matter. Run over and spend Sunday with me when at leisure.</p>
234.01291923.112	<p>Harlan Coal Company letterhead  From: K. U. Meguire  To: Esselstyn  My tardiness in writing you outlining some sort of proposition on which we might acquire part of the acreage adjoining the Earle tract has not been due to indifference so much as to the fact that a great part of our office organization is laid up with the grippe. I am trying to formulate something that will be interesting to your people who I understand have rather large ideas of the value of this property, and at the same time afford an advantage to me in blocking up our property. I will try and let you have some tentative proposition within next week. FYI, the drilling on the Earle tract has been going rather badly during wet weather and I have not yet accepted that property but am making progress</p>
234.01311923.113	<p>From: Esselstyn  To: E. H. Simmons  Enclosed find copy of letter received from Mr. Meguire of Harlan Coal company regarding the Baker Tract. Not much in letter but shows he is interested.</p>
234.01311923.114	<p>Norton Coal Mining Company letterhead  From: S. S. Lanier, Jr.  To: Esselstyn  Have your letter of 27<sup>th</sup> and will be glad to meet you either in Nortonville or Kuttawa any day next week to see if we can get together on your #9 coal. Prefer to meet in Nortonville as I am now living in Hopkinsville.</p>
234.01311923.115	<p>Winchester-Simmons Co. letterhead  From: E. H. Simmons  To: Esselstyn  Answer yours of January 19<sup>th</sup> and to authorize you to say to Mr. Beshear that we will pay him a commission of 10% on any sale that he may make or assist us to make of our Baker tract in Hopkins County during year 1923.  Stapled to:  5x8 Noting the attached, I have written this so that you can show it to Mr. Beshear or you can write him a memorandum yourself and keep this one. Ten percent is too high a commission to pay on a big valuation but if he splits this in three parts it will be about right.</p>
234.02091923.116	<p>From: Esselstyn  To: Mr. S. S. Lanier, Jr. / Norton Coal Mining Co  Acknowledge receipt of letter of January 31<sup>st</sup>. At this time I cannot set a day I can come to Nortonville and I have other matters that require my attention. Perhaps it will be just as well to delay this conference until some other plans have developed then we will know just what to talk about and probably come to a conclusion in less time</p>

234.02051923.117	<p>From: Taylor Cranor  To: Esselstyn  I guess you will be somewhat surprised to hear from me but as Spring is approaching my mind naturally runs on your coal stripping proposition near Ilsley. I have great faith in this land and I would be glad to have a chance to handle it. I had a letter from Mr. C. D. Smith and he says he is in the market for a proposition and if we could get him on ground I believe it would interest him. So if you think the Company would allow me a 5% commission I will take matter up with him. Could you give me any idea as to what the Company would want per acre for this land? By the way, Mr. Jerry Black told me that you had got married.</p>
234.02121923.118	<p>6.5x8 Western Union telegram  From: K. U. Meguire  To: Esselstyn  If you could come to Louisville Thursday I would like to have further discussion please wire. Noted in pencil on bottom: "Received by telephone from Paducah 11:30am 2/12/23"</p>
234.02121923.119	<p>TELEGRAM  To: K. U. Meguire  Will confer with you Thursday morning as per your request</p>
234.02131923.120	<p>From: Esselstyn  To: E. H. Simmons  Yesterday afternoon I received a telegram from Mr. Meguire of Harlin Coal asking me to come to Louisville for a conference on Thursday. Have replied I would be there but I do not really want to go at this time but think it best to do so as it looks as though both Mr. Meguire and Mr. Lanier were getting "warm" as Mr. Lanier told me last week that he understood that Mr. Meguire has taken over the Earle land.</p>
234.02151923.121	<p>From: Taylor Cranor  To: Esselstyn  Pardon me for writing you again but as I have received another letter from Mr. C. D. Smith today, you can see I will have to have an answer from you sooner than I expected. You will note that Mr. Smith and Mr. Collins will be combined together in a deal therefore this combination will insure us a sale if the field proves a stripping proposition. If you will not be exorbitant in the price I am sure that we can interest these gentlemen.  Noted on bottom in ink: "Please return me Mr. Smith's letter for I can use it on another proposition if you are not interested"</p>
234.02151923.122	<p>Harlan Coal Company letterhead  From: K. U. Meguire  To: Esselstyn  As I have mentioned to you today I have just purchased the Earle tract of 1086.55 acres and now have options on several hundred acres adjacent to the northern side of this tract which I am drilling. If your principals wish to consider selling all or part of the Baker tract I can arrange in near future to survey, drill and otherwise prospect this property. I would prefer to consider only 680 acres. Various tracts of land with various prices per acre given. Also</p>

	<p>timber rights discussed. Terms if interested would be suggested at one-third cash and balance in 10 equal bonds carrying 6% interest and maturing each year commencing on January 1<sup>st</sup> 1925. (2 pages)</p>
234.02161923.123	<p>Harlan Coal Company letterhead  From: K. U. Megure  To: Esselstyn  Too bad I could not get to see more of you yesterday afternoon. In regard to proposed deal on Hillman land, we might get together at Dawson Springs in a week to 10 days if by that time you have anything from your people indicating their disposition. It occurs that they might be willing to consider a lease. I would be willing to consider many options.</p>
234.02171923.124	<p>From: Esselstyn  To: Mr. K. U. Meguire  Acknowledge receipt of your letter of 15<sup>th</sup> regarding Baker tract. I cannot recommend the sale of this property at the price you offer however I am forwarding a copy of your letter to Mr. Simmons for his consideration. Mr. Simmons is not at home at the present and there probably will be some delay in hearing from him.</p>
234.02181923.125	<p>From: Esselstyn  To: E. H. Simmons  My trip to Louisville to see Mr. Meguire did not produce any tangible results however did get him committed on paper as per enclosed copy of his letter and my reply to same. His letter was dictated in my presence and I think his proposition is only a "feeler" and I think we will hear from him again in near future. Acquired some information which will be of service in dealing with others. They have closed the deal for purchase of Earle tract for \$90,000 and incorporated it as the Dawson Daylight Coal Company. Mr. Meguire has had talk with Mr. Lanier regarding Baker tract and impression I got was that Mr. Lanier does not think much of the Baker tract. While in Louisville, Woodruff Bros. of St. Charles were here to see me regarding the same land and they told Mr. Black that if they could buy Baker tract at reasonable price they had money to pay for it. Also Mr. Cranor of St. Charles was here and had letter from him stating Mr. Collins of the Southern Coal Company and Mr. Smith of Memphis Stone &amp; Gravel Co. would look over Baker tract.</p>
234.02181923.126	<p>From: Esselstyn  To: Mr. Taylor Cranor  Acknowledge receipt of your two letters of the 5<sup>th</sup> and 15<sup>th</sup>. I have been very busy and not had time to take matter up with you until now. You mention exorbitant price. That is matter of personal opinion. I do not think you can recall a single sale of coal land during past few years where price has been in excess of agricultural value which means the Companies buying land have gotten coal for nothing. In regard to commission if a sale is made through your efforts this present year, I will recommend a 5% commission. I would suggest you do not delay in getting Mr. Collins and Mr. Smith onto the property for investigation as you know there are others very much interested in this property.</p>
234.02201923.127	<p>From: Taylor Cranor</p>



	<p>To: Esselstyn</p> <p>Your letter of February 18<sup>th</sup> at hand. In reply will say that I am writing Mr. Smith today and will urge him to make arrangement to see the property. I would like to say that Mr. Smith has some advantages that others do not have. He is closely allied with Mr. Hill, Supt. Of the I.C.R.R. and feel sure he can secure the switch at Ilsley provided he becomes interested.</p>
234.02201923.128	<p>Hillman Land Company letterhead</p> <p>From: A. S. Hartt, Secretary to Mr. E. H. Simmons</p> <p>To: Esselstyn</p> <p>Acknowledge receipt of letter of February 15<sup>th</sup> regarding Baker tract. Also acknowledge copy of your letter of February 18<sup>th</sup> to Mr. Cranor at St. Charles, Ky</p>
234.02211923.129	<p>Harlan Coal Company letterhead</p> <p>From: K. U. Meguire</p> <p>To: Esselstyn</p> <p>Of course I am a novice in the matter of Western Kentucky property but I would like to understand why you say you cannot recommend the sale of the property at the prices fixed in my letter. What is your standard of value? In proportion to the price of the Earle property I would think the price suggested are very much higher, that is on a tonnage basis. As your opinions are unquestionably founded on both knowledge and experience I would like to get your own personal views as to what this property is worth and why it is worth more than the figures I suggested which seemed rather liberal to me and which I felt I was discounting the future pretty far ahead (2 pages)</p>
234.02241923.130	<p>5x8</p> <p>From: E. H. Simmons</p> <p>To: Esselstyn</p> <p>I have written the attached letter [234.02241925.131] to you in regard to Mr. Meguire so that you can show it to him if you desire.</p>
234.02241923.131	<p>Winchester-Simmons Company letterhead</p> <p>From: E. H. Simmons</p> <p>To: Esselstyn</p> <p>Miss Hartt forwarded me your letter of February 18<sup>th</sup>. All very interesting and shows that you are on the job. Your letter of February 17<sup>th</sup> to Mr. Meguire covers the situation. In return, I could not recommend to our Board of Directors or Stockholders that they consider at this time Mr. Meguire's proposition on account of price. I will not be back in St. Louis for about a month</p>
234.02261923.132	<p>From: Esselstyn</p> <p>To: Mr. K. U. Meguire / Harlan Coal Company</p> <p>On account of other matter which are demanding my attention I have been unable to acknowledge receipt of your letter of the 21<sup>st</sup> until now. In regard to Earle tract, will say you made an exceptionally good purchase. You paid a little over 64/100 of a cent per ton for the supposed coal on the property and by using this as a basis of comparison for your offer for the Baker tract your offer of 1.4 cents per ton is quite liberal. This is assuming there are 4,000,000 tons of coal on Baker tract. It is not my intention to argue over</p>

	price for the property because Hillman Land is not seeking a purchaser but rather, purchasers are seeking the property.
234.02261923.133	<p>From: Esselstyn  To: E. H. Simmons</p> <p>Enclosed find copy of letter from Mr. Meguire and copy of my reply. Only new thing I have learned is that Woodruff Bros. who were here while I was in Louisville are not connected with the Norton Coal Mining Co. but one of them was formerly connected with Carbondale Mine which is the property now owned by Mr. Mason. It seems Mr. J. C. Black who travels for Covington Bros &amp; Co. wants in on 5% commission and has rustled Woodruff Bros and has another operator at Providence he thinks will be interested.</p>
234.02271923.134	<p>From: Esselstyn  To: E. H. Simmons</p> <p>Had call today from Woodruff Bros. in connection to Baker tract. As usual they wanted to know price of property and I told them Company would not put price on it but a year ago I was authorized to sell the property for \$100,000 and if they wanted to make an offer I would submit it to you. They made an offer of \$100,000 with 1/3 cash and after investigation balance in 10 equal payments bearing 6% interest. The terms are almost exact terms made by Mr. Meguire except that there is considerable difference in price. They claim they want property for their own operation. I think we are now getting the price up to the selling point and if you agree with me will begin to find out if all other prospective purchasers are through or if they want to raise the bid.</p>
234.02271923.135	<p>COPY  From: D. H. Earle, Mgr. / Earle Hdw. Co  To: Mr. Simmons</p> <p>I am writing in regard to tract of land known as the Baker land that lays adjoining G. W. Earle tract. Would you option this or sell it? Would like to figure with you on this. How many acres are there of this tract?</p>
234.02281923.136	<p>10x7 Dozier Brothers / Real Estate / Madisonville, Kentucky  From: W. B. Dozier  To: Esselstyn</p> <p>Please give information regarding the coal rights you have near Dawson Springs, Ky., amount of acreage and your piece [price] per acre, provided you wish to sell same. Might be able to handle this property for you, provided you will make a reasonable price on same. Noted in pencil on bottom: "Not answered"</p>
234.02281923.137	<p>Harlan Coal Company letterhead  From: K. U. Meguire  To: Esselstyn</p> <p>Appreciate your frank letter of the 26<sup>th</sup> although it indicates that it will be difficult for me to meet your idea in regard to price, which you say are based on the fact that you are offered by someone else better figures that I suggested. Please advise me the date Mr. Simmons return from the South, whereupon I will communicate with him direct or through you with a view to getting an appointment for a personal interview in St. Louis. Meanwhile will</p>

	<p>it be agreeable to you to hold all negotiations for this property in abeyance? I hope it will be possible to do this and arrive at some satisfactory basis of price and terms so my present drill crew can go right ahead on your property after they finish their work on Earle tract.</p>
234.02281923.138	<p>Hillman Land Company letterhead  From: A. S. Hartt  To: Esselstyn  Acknowledge receipt of your letter of February 26<sup>th</sup>.</p>
234.03011923.139	<p>From: Esselstyn  To: Mr. K. U. Meguire  Acknowledge receipt of letter of February 28<sup>th</sup> in which you suggest an interview with Mr. Simmons. Mr. Simmons undoubtable would be glad to have an interview but the last letter received from him stated he did not expect to return to St. Louis for about a month so would be about April 1<sup>st</sup>. I am advising him of your desire to meet and probably will hear in a week or 10 days. You can take matter up directly by writing Simmons Hardware in St. Louis and his secretary will forward to him. In regard to holding all negotiations in abeyance will say that I do not see how it can be done as I cannot prevent people coming here or writing me and will state a considerable amount of my time this week has been occupied with this matter. If you permit a suggestion, in view of uncertainty, I would suggest you make another offer for the property by correspondence.</p>
234.03011923.140	<p>From: Esselstyn  To: E. H. Simmons  Enclosed find copy of letter received from Mr. Meguire [234.02281923.137] and my reply [234.03011923.139] to the same.</p>
234.03011923.141	<p>From: A. S. Hartt  To: Mr. D. H. Earle, Mgr. Earle Hdw. Co.  Acknowledge receipt of letter of February 27<sup>th</sup> in regard to the Baker tract which is owned by Hillman Land Company. Your letter received in Mr. Simmons' absence from city. You can communicate with our Secretary, Mr. J. N. Esselstyn at Kuttawa, Ky who will be glad to give you any information. Noted in type on bottom: "Mr. J. N. Esselstyn – please note"</p>
234.03021923.142	<p>From: Esselstyn  To: Mr. Fred Beshear  I have at last heard from Mr. Simmons regarding a commission in the event of a sale of the Baker tract. He thinks that 10% is pretty large but as long as it is to be divided into three parts it is alright but in order to receive commission the sale must be consummated by you within the present year.</p>
234.03031923.143	<p>COPY  Harland Coal Company  From: [K. U. Meguire]  To: Mr. E. H. Simmons  Several weeks ago I purchased the G. W. Earle tract in Hopkins County and now have under option several tracts to the north and west which I will probably add on. I have had some negotiation with your Mr. Esselstyn to see if I could purchase the Hillman land south of the Earle tract. As Mr. Esselstyn</p>

	tells me you may not return to St. Louis until April and I need to adopt a program to develop property at earliest date, I would like to suggest meeting you in Florida where I believe you to be. Please write me at my expense so we can meet. Noted in type on bottom: "Mr. J. N. Esselstyn"
234.03041923.144	Torn 8.5x7 page number 146 Written in pencil From: J. S. Beshear To: Esselstyn I want to inform you that John Dave Elis tenant has built a fence across the Co. land and joined fences. Please let me know what to say to them. I have told them not to do this without permission from you. My desire is not to have any trouble with any of my neighbors. So you answer soon and send written statement and I will read to them your decision.
234.03061923.145	From: E. H. Simmons To: Esselstyn I have written the attached letter [234.03061923.146] so you can show it to Mr. Meguire if you want to. My understanding of proposition is to get an option on our Baker tract (without paying anything for it) and then drill on the property with understanding that if they like it they will take it and if they do not they won't take it. This plan does not suit me because if they decide not to take property it would give it a black eye. They could drill on the property and then give their reason for not buying it coal not there – coal was not the proper thickness – coal was not proper quality, etc. when the fact might be the coal was alright they just could not raise the money to buy it.
234.03061923.146	Winchester-Simmons Co. letterhead From: E. H. Simmons To: Esselstyn Answer your letter of March 1 <sup>st</sup> in regard to your talk with Mr. Meguire. Yes, I would be glad to talk to Mr. Meguire at any time if that is necessary although I think you can handle the matter as well as I could. I do not expect to be in St. Louis until April 4 <sup>th</sup> . Be glad to meet but unless they have a better offer to make then I understand is already made, I am quite sure the meeting would be "social".
234.03071923.147	From: Esselstyn To: Mr. J. s. Beshear Acknowledge receipt of and thank you for your letter of the 4 <sup>th</sup> regarding tenant of Mr. Eli building a fence on Baker tract. Hillman Land Company spent a great deal of money marking its boundary lines and less than two years ago resurveyed and the lines cut out between the stone corners. If Mr. Eli's tenant has fenced up any of the Baker tract he is a willful trespasser and he must remove any fence he has built. You can inform the gentleman that if he does not remove the fence at once that I will take matter up with Mr. Eli. If fence not removed by April 1 <sup>st</sup> , please advise me.
234.03071923.148	Winchester-Simmons Co. letterhead From: E. H. Simmons To: Esselstyn

	<p>Answer yours of February 27<sup>th</sup> in regard to your having called on Woodruff Bros. in connection with Baker tract. I think you acted right in this matter and if they ask you again what price of Baker tract, and you think they really want to know, make them a price of \$150,000. Their offer is not acceptable on their original basis.</p> <p>Stapled to:</p> <p>I have written attached letter so you can show it to Woodruff Bros if you think best. Use your own judgement. If they want to know if they can buy the property, ask them, "Are you making a bona fide offer to buy it on these terms" As I see it, this is not an offer to buy but to get an option on property; to tie it up for three or four months without any obligation. I may be wrong on this. It would be good to get it drilled. Do you know what terms Mr. Lanier has made? Do you know what form of agreement is generally written to force them to do drilling? (2 pages of explanation)</p>
<p>234.03081923.149</p>	<p>Harlan Coal Company letterhead  From: K. U. Meguire  To: Esselstyn  I am leaving at 12 o'clock today for Dawson Springs. I sent you copy of letter I wrote Mr. Simmons several days ago but to which up to now have had no reply.</p>
<p>234.03091923.150</p>	<p>From: Esselstyn  To: E. H. Simmons  Acknowledge receipt of letter of 6<sup>th</sup> from New Haven, Conn. Enclosed find copy of letter received from Mr. Meguire and my reply to same. Explanation of people at play – Mr. Lanier, Mr. Meguire, Harlan Coal Company, Morton Coal. I do not think this property could be sold to any of the prospective purchasers for \$100,000 without their having the right to drill the property before purchasing and personally would not be afraid to have them drill as I believe I am safe in my estimate that there is 3,000,000 tons of coal on the property. Background information on the Earle property being sold. Million Dollar hotel for Dawson Springs -- \$2500 to apply to purchase price – found coal – provided report – could not take property and forfeit \$2500 (2 pages)</p>
<p>234.03091923.151</p>	<p>From: Esselstyn  To: Mr. K. U. Meguire  Your letter of the 8<sup>th</sup> did not reach me until late today. I am just in receipt of letter from Mr. Simmons and he does not expect to return to St. Louis until about April 4<sup>th</sup>.</p>
<p>234.03101923.152</p>	<p>Noted as "copy" in pencil  From: E. H. Simmons  To: Mr. K. U. Meguire  In answer to your letter of March 3<sup>rd</sup>. Do not believe to your interest to spend time coming east to St. Louis unless you have better proposition as present one would not be acceptable to me. I would not be willing to recommend to our Board sale at price you suggest. If you care to figure up the coal value in tons of properties in that vicinity I think you will arrive at same conclusion. I am personally anxious to dispose of property but must consider best interest of the stockholders. Noted in pencil on 2ns page, location of E. H. Simmons in various hotels during various dates. (2 pages)</p>

234.03111923.153	<p>From: Esselstyn To: Woodruff Bros. / St. Charles, Ky I am advised by the President of Hillman Land Company that the Baker tract is not for sale on the basis of your proposed offer made to me on February 27<sup>th</sup>. If you care to submit an amended offer, it will be considered. Noted in type on bottom: "Copy of this letter to Mr. Simmons to both St. Louis and New Haven"</p>
234.03111923.154	<p>From: Esselstyn To: E. H. Simmons Original to New Haven, Conn. / Copy to St. Louis, Mo. Acknowledge receipt of your letter of the 7<sup>th</sup> regarding Woodruff Bros. proposed offer of Baker tract. I have written Woodruff Bros. as per enclosed copy. I did not deem it advisable to quote your price of \$150,000 as it will be undoubtedly several years before prospective purchaser will be educated up to such a price and it would be valuable in the hands of the Taxing Authorities, the Board of Supervisors are now in session putting \$3,000,000 more on the taxable valuation of Hopkins County property ordered by State Tax Commission. I am still firm believer in the leasing, on a royalty basis, of the property and while you and I do not agree; the leasing proposition can be used for good advantage to drive better terms than have been offered.</p>