242.00064024.04	
243.08061921.01	To: Hillman Land Company
	From: Chas. C. Prinz
	 "We beg to acknowledge receipt of your order given
	our representative Mr. Hough calling for 2/5 gal. cans
	Supreme Auto Oil, Med. and 2/5 cans Auto Oil, Heavy
	to go forward at once."
243.09171921.02	To: Gulf Refining Company
	• From: J.N. Esselstyn
	• "Enclosed find check for \$10.83 in payment of your
	invoice of September 8 th , 1921."
243.11191921.03	To: Standard Oil Company
2 10111101021100	 From: J.N. Esselstyn
	 "Enclosed find check for \$17.00 in payment of your
242 01211022 04	invoice of 11/13/21."
243.01311922.04	To: Hillman Land Company
	• From: Chas. C. Prinz
	• "In looking over your account, I find that we have
	shipped you no Supreme Auto Oil for several months.
	At this time you are probably in the market for Oil and
	we would be glad for you to use the enclosed order
	card. Please understand that we can ship you Supreme
	Auto Oil Light, Medium, Heavy or Extra Heavy in either
	iron drums or wood barrels."
243.05021922.05	Order receipt from the Gulf Refining Company to the
	Hillman Land Company
243.05131922.06	To: Gulf Refining Company
	From: J.N. Esselstyn
	 "Enclosed find check for \$13.07 in payment of you
	invoice of May 8 th , 1922."
243.08021922.07	Order receipt from the Gulf Refining Company to the
	Hillman Land Company
243.08101922.08	To: Gulf Refining Company
	 From: J.N. Esselstyn
	 "Enclosed find check for \$16.20 in payment of your
	invoice of 8/5/22 less 16 cents discount."
243.05051923.09	To: Standard Oil Company of Louisiana
243.03031323.03	
	• From: J.N. Esselstyn
	 "Enclosed find check for \$53.70 in payment of your
242.054.04000.40	invoice of the 2 nd ."
243.05101923.10	• To: Hillman Land Co.
	From: J.T. Massey
	 "Kindly let us have the return to Dover, of empty iron
	barrel #3027 shipped you April 2 nd . In the event the
	above package has been returned, kindly let us have
	copy of bill of lading."
243.05181923.11	To: T.J. Martin

243.05191923.12	 From: J.N. Esselstyn "We are in receipt of your invoice for lubricating oils and you will receive a check for the same in a few days. We find there are no faucets with the steel drums and we are unable to find any in this part of the country. We have asked Mr. Gray to get us three faucet, either from you or from Clarksville." To: Standard Oil Co.
	 From: J.N. Esselstyn "Enclosed find check for \$46.80 in payment of your invoice of the 18th."
243.07211923.13	 To: Standard Oil Company From: J.N. Esselstyn "Enclosed find check for \$30.03 in payment of your invoice of the 16th."
243.08111923.14	 To: Standard Oil Co. From: J.N. Esselstyn "Enclosed find check for \$25.84 in payment of your invoice of the 7th."
243.09081923.15	 To: Standard Oil Co. From: J.N. Esselstyn "Enclosed find check for \$30.57 in payment of your invoice of the 3rd."
243.10131923.16	 To: Standard Oil Co. From: J.N. Esselstyn "Enclosed find check for \$23.27 in payment of your invoice of the 8th."
243.10201923.17	 To: Standard Oil Company From: J.N. Esselstyn "Enclosed find check for \$20.06 in payment of your invoice of the 17th."
243.11241923.18	 To: Standard Oil Company From: J.N. Esselstyn "Enclosed find check for \$23.34 in payment of your invoice of the 17th, 1923."
243.12151923.19	 To: Standard Oil Company From: J.N. Esselstyn "Enclosed find check for \$20.13 in payment of your invoice of the 10th."
243.01121924.20	 Blueprints from Leander Iron Works for standard welded underwriter's stage tanks horizontal. Drawn by R.M.H.
243.02081924.21	To: Hillman Land CompanyFrom: J.T. Massey

	<i>(k</i>)
	 "Will appreciate your promptness in emptying and returning to Dover the listed iron barrels, Thanking you in advance for your prompt attention, we remain."
243.02091924.22	 To: Standard Oil Company of Louisiana From: J.N. Esselstyn "This is to acknowledge receipt of your several letters regarding the return of 5 empty iron barrels. These barrels have been ready for return for several weeks but on account of River conditions it has been impossible to return them, but we feel reasonably sure that they will be returned to Dover before the end of the month. Our storage capacity is small, but we intend to put in larger storage tanks this Spring."
243.02211924.23	 Net price list for Leader Iron Works for the Underwriters underground gasoline and oil storage tanks and Light gauge gasoline and oil storage tanks.
243.03051924.24	 To: Hillman Land Co. From: T.J. Martin "Dooms & Mitchell ask us to quote your prints on 5 BBI Gulbert & Barker underground storage tank F.O.B. Nashville, Tennessee. \$55.00."
243.03101924.25	 To: T.J. Martin From: J.N. Esselstyn "This is to acknowledge receipt of your letter of the 5th quoting prices on storage stanks, of 5 bbl. capacity. We do not understand whether the price is \$55.00 per tank or \$55.00 for the two tanks. Will you please advise us of the diameter and length of the tanks and their capacity in gallons."
243.03141924.26	 To: Leader Iron Works From: J.N. Esselstyn "We are in the market for two Steel storage tanks of about 300 to 350 gal. capacity for the storage of coal oil and gasoline. The Gulf Refining Co., have referred us to you as being able to supply such tanks. Will you please send us descriptive matter and prices of such tanks."
243.03171924.27	 To: Hillman land Co. From: T.J. Martin "In answer to your letter of the 10th will say that the price of our tank is 55.00 and have 250 gallon capacity. As to the diameter and length we are not certain, but it is something like 6 ft. by 2 ft 9". Trusting that we may be favored with your order."
243.03191924.28	 To: Hillman Land Company From: J.T. Massey "Will ask that you empty and return to Clarksville the listed iron barrels, and oblige."

242 02101024 20	• Toullillmon Lond Commons
243.03191924.29	To: Hillman Land Company
	• From: R.F. Doepel
	• "As per your request dated March 14, we are mailing
	you herewith our latest price list #9, which gives prices
	on our standard Underwriters underground gasoline
	storage tanks and also tanks constructed of lighter
	gauge material. If you will note the prices on
	Underwriters tanks you will find that we list the 320
	gallon tank at \$39.00. We have all tanks as listed in
	stock for immediate shipment."
243.03271924.30	To: Leader Iron Works
	From: J.N. Esselstyn
	"This is to acknowledge receipt of and thank you for
	your letter and quotations of the 19 th . We feel
	reasonably sure that just as soon as road conditions will
	permit, we will place an order with you for two 320 gal.
	tanks. Our store is located about 16 miles up the
	Cumberland River from Kuttawa, but just at present the
	roads from here or from our River Landing are
	impassable and we do not want to place the order until
	we are sure we can get the tanks through to the store."
243.03311924.31	To: Hillman Land Company
	• From: R.F. Doepel
	• "As you requested in your letter dated March 27, we
	are mailing you herewith, a copy of your blue-print
	#20035. This blue-print shows the number and size of
	openings furnished on our standard tanks. We are
	pleased to note that you will order two 320 gallon
	tanks."
243.04161924.32	To: Leader Iron Works
	From: J.N. Esselstyn
	• "This is to acknowledge receipt of your letter of March
	31 st , enclosing blue print of oil storage tanks. As we
	understand the blue print, these tanks have the taps on
	the curved or longest dimension of the tanks, or they
	are horizontal tanks. You may enter our order for
	shipment at once to Kuttawa, Ky., with invoice in
	triplicate to same address, for the following:"
243.04171924.33	To: Hillman Land Company
	From: Leader-Trahern Company
	Order Acknowledgment
243.04171924.34	To: Hillman Land Company
	• From: J.T. Massey
	• "We kindly refer you to our letter of March 19 th , listing
	barrels L-2980, L-14498 and 41095. These deliveries
	were made you Oct. 17 th , and Dec. 10 th , 1923. As they
	have been out of our equipment for some months, we
	have been out of our equipment for some months, we

	are, therefore, very anxious to have them returned, and will appreciate your early assistance forwarding them to Clarksville, Tenn."
243.05031924.35	 To: Leader Iron Works From: J.N. Esselstyn "Enclosed find check for \$95.30 in payment of your invoice of April 30th less 95 cents discount."
243.05121924.36	 To: J.N. Esselstyn From: E.H. Simmons "In January when you were in St. Louis, I authorized you to buy a tank for Gasoline for the Hematite Store, also one fore lubricating oil. If you bought these, let me know who you bought them from so I may look up the invoices (which I assume I have here, if you have bought them)."
243.05131924.37	 To: E.H. Simmons From: J.N. Esselstyn "This is to reply to your letter of the 12th, regarding Coal Oil and Gasoline tanks for Hematite Store. It too some time to find a suitable tank that was reasonable in price and after finding the tanks, we had to wait until River and Road conditions would permit getting them to the store. The tanks reached the store this morning and if it does not rain tonight, will take a couple of men up in the morning to get them in place."
243.09291924.38	 Guarantee Liquid Measure Co. Rochester, Pa. Installation diagram of Cut 17 & Cut 117 "Add 2 in. to total height of 17 for 117."
243.02071925.39	 To: Gulf Refining Co. From: J.N. Esselstyn "Enclosed find check for \$27.54 in payment of your invoice of the 4th, less 56 cents discount."
243.04081925.40	 To: Hillman Land Company From: Gulf Refining Company "The following drums are charged to you on our drum account at \$9.00 each and have been out over 60 days. We need them badly, and must request you return them at once, via same route as received, to the Gulf Refining Co."
243.04091925.41	 To: Gulf Refining Co. From: J.N. Esselstyn "We are in receipt of your request for the return of drum No. 261057. This drum has been ready to return for several weeks but as we have had no boat services on the Cumberland, for more than a month, we have had no way of returning it. It has only been during the past two weeks that we could get through to our store

	with a truck and it was our intention to return this drum by truck as soon as road conditions would permit."
243.04171925.42	 To: Gulf Refining Co. From: J.N. Esselstyn "Drum No. 261057 will be on the 'Virginia' due to be in Paducah on Monday night or Tuesday morning. Please ship us by the next trip of the 'Virginia' to Collins Landing, 3 drums of gasoline."
243.04251925.43	 To: Gulf Refining Co. From: J.N. Esselstyn "Enclosed find check for \$74.13 in payment of your two invoices of the 21st, less 77 cents discount on Lubricant."
243.05301925.44	 To: Gulf Refining Co. From: J.N. Esselstyn "Enclosed find check for \$34.65 in payment of your invoice of the 26th.
243.06131925.45	 To: Gulf Refining Co. From: J.N. Esselstyn "Please ship us to Collins Landing, on the Cumberland River, by the next trip of gas boat 'Virginia', Tuesday, the 16th."
243.06201925.46	 To: Gulf Refining Co. From: J.N. Esselstyn "Enclosed find check for \$44.00 in payment of your invoice of the 16th."
243.06271925.47	 To: Gulf Refining Co. From: J.N. Esselstyn "Please ship us to Collins Landing, by the Gas Boat 'Virginia', on her next trip, Tuesday."
243.07301925.48	Statement from the Gulf Refining Company
243.07041925.49	 To: Gulf Refining Co. From: J.N. Esselstyn "Enclosed find check for \$22.26 in payment of your invoice of June 30th."
243.07111925.50	 To: Gulf Refining Co. From: J.N. Esselstyn "Please ship us to Collins Landing on the Gas Boat 'Virginia' on Tuesday, July 14th."
243.07181925.51	 To: Gulf Refining Co. From: J.N. Esselstyn "Enclosed find check for \$48.40 in payment of your invoice of the 14th."
243.08291923.52	To: Gulf Refining Co.From: J.N. Esselstyn

	"Enclosed find check for \$12.20 in recomment of your
	 "Enclosed find check for \$13.38 in payment of your invoice of the 25th loss 27 cents discount."
243.08311925.53	invoice of the 25 th , less 27 cents discount."
243.09191925.54	Statement from the Gulf Refining Company Tay Culf Refining Co
243.09191925.54	To: Gulf Refining Co.
	• From: J.N. Esselstyn
	 "Enclosed find check for \$43.85 in payment of invoices as follows:"
243.09211925.55	
243.09211923.33	To: Gulf Refining Co. From: I.N. Foodlature
	 From: J.N. Esselstyn "Please ship us on the next trip of Gas Boat 'Virginia', 1
	 "Please ship us on the next trip of Gas Boat 'Virginia', 1 bbl. Supreme Auto Oil, Medium, (for Fords).
243.09261925.56	To: Gulf Refining Company
243.05201525.50	 From: J.N. Esselstyn
	 "Enclosed find check for \$22.64 in payment of your
	invoice of the 22 nd , less 46 cents discount."
243.10031925.57	To: Gulf Refining Co.
2 10120001020107	From: J.N. Esselstyn
	 "Please ship us on Tuesday by the Gas Boat 'Virginia', to
	Birmingham Landing, with invoice to Kuttawa, Ky., 3
	Drums Gasoline."
243.10101925.58	To: Gulf Refining Co.
	• From: J.N. Esselstyn
	• "Enclosed find check for \$41.80 in payment of your
	invoice of the 6 th . Your invoice No.23378 calls for 4
	Drums, 230 Gal, of gasoline, we received only 3 drums,
	which was the number we ordered. Up to this time we
	have been unable to see the boat 'Virginia' to find out
	whether they failed to put off the fourth drum, or
	whether there were only three drums shipped."
243.10121925.59	To: Hillman Land Co.
	From: Richard Gordon
	 "This will acknowledge receipt of your letter addressed
	to our Louisville Office with your check in the amount
	of \$41.80 in payment of our invoice #23378. I also not
	what you say relative to this invoice calling for four
242 40424225 62	drums Gasoline whereas you only ordered three."
243.10181925.60	• To: Gulf Refining Co.
	From: J.N. Esselstyn (Diagon chin we but he ()/insinie/ on Tugodou 2 Drume
	• "Please ship us by the 'Virginia' on Tuesday 3 Drums
	Gasoline. Replying to your letter of the 12 th , regarding the last shipment of 4 drums of gasoline. When the
	boat went up, they only put off 3 drums but we
	received the other drum later."
243.10241925.61	To: Gulf Refining Co.
	 From: J.N. Esselstyn
	- 110111. J.IV. LOOCIDLY11

	 "Enclosed find check for \$73.15 in payment of invoices as follows:"
243.11061925.62	 To: Gulf Refining Co. From: J.N. Esselstyn "Please ship us on the trip of the 'Virginia', which we think will be Tuesday, the 10th, the following:- 3 Drums Gasoline."
243.11141925.63	 To: Gulf Refining Co. From: J.N. Esselstyn "Enclosed find check for \$31.35 in payment of your invoice of the 10th."
243.12081925.64	 To: Hillman Land Company From: Leader Iron Company Order Acknowledgement
243.12121925.65	 To: Leader Iron Works From: J.N. Esselstyn "Please quote us your price on one 1000 gal. Gasoline Storage Tank, with Galvanized fill pipe, complete with cap, lock, strainer, etc., also the three openings on the top are to be fitted with cast plug, at the time of shipment instead of with tin coverings."
243.12151925.66	 To: Hillman Land Company From: C.R. Walmsley "Yours of December 12, File #243. We take pleasure in quoting you on equipment as follows: We do not manufacture measuring pumps and therefore, of course, cannot quote you on that item."
243.12161925.67	 To: Leader Iron Works From: J.N. Esselstyn "This is to acknowledge receipt of yours of the 15th, you may ship us at once to Kuttawa, Ky., Please have the openings closed with cast plugs for which, we assume there will be an extra charge."
243.12191925.68	 To: Hillman Land Company From: M.I. Ware "We are today forwarding to the Citizens Bank, of Kuttawa, a sight draft on you, with bill of lading attached, for \$61.55, covering the tank and fill pipe shipped you on the 18th, as per the attached invoice."
243.12251925.69	 To: Leader Iron Works From: J.N. Esselstyn "Will you please send us a Measuring Chart for your 320 gal. tank, 36 in x 73 in. We have two of these tanks, purchased last year."
243.12291925.70	 To: Hillman Land Company From: C.R. Walmsley

243.01281926.71	 "Referring to yours of December 25, File #243. We are attaching hereto three charts on our 320 gallon, 36" x 73" underground storage tank. If we can be of further service to you, please do not hesitate to call on us." Attached are two charts on the 320 gallon, 36" x 73" underground storage tank To: Hillman Land Company From: Richard Gordon "We note that you have several empty drums, that have been in your possession for a considerable length of time, also we are advised that the gas Boat Virginia, has delivered to you several drums. I would like to ask if you would kindly arrange to have all the empty drums that you have on your land, returned to us as soon as possible."
243.01291926.72	 To: Gulf Refining Co. From: J.N. Esselstyn "This is to acknowledge receipt of your letter of the 28th, regarding gasoline drums which are supposed to be in our possession. Your representative, Mr. Mason has been here this morning in regard to the same matter and I have given him all the information which we have on the matter. In looking up the drum numbers with Mr. Mason we found that the numbers given in the invoices do not check with the numbers in the memorandum of Mr. Mason."
243.01291926.73	 To: Gulf Refining Co. From: J.N. Esselstyn "Since writing the enclosed letter Mr. Mason has found all of the drums in question on the Virginia, which came in here this morning. The Virginia is leaving here tomorrow for Paducah and we have given Mr. Mason an order for 16 Drums of Gasoline, axel grease and cut grease to be shipped on the Virginia to any River Landing in the State of Kentucky that will give us the lowest price on gasoline, but the price must not be more than 19 cents per gallon."
243.01291926.74	 To: Hillman Land Co. From: Gulf Refining Co. Product receipt
243.01301926.75	 To: Hillman Land Company From: Gulf Refining Company Statement
243.02061926.76	 To: Gulf Refining Co. From: J.N. Esselstyn "Enclosed find check for \$174.14 in payment of your invoices of January 30th, less 14 cents discount."

Tay Hillman Land Community
To: Hillman Land Company
• From: C.L. Williss
• "A careful check of our records shows that the
following steel barrels are still outstanding with you
from our Clarksville Sub-Station. We will appreciate
your returning these barrels to the above station if
empty, or if you find by your records that they are not
now in your possession, please furnish us with copy of
bill-of-lading showing their return shipment."
To: Standard Oil Company
From: J.N. Esselstyn
• "This is to acknowledge receipt of your letter of the 24 th
regarding Drum No. L-18197 shipped to us from your
Clarksville Sub-station under date of 11/30/25. This
drum, with all other drums were delivered to the Gas
Boat 'Virginia' late in December and we believe you will
find that the drum has been delivered either to Dover
or Clarksville."
• To: Wayne Pump & Tank Co.
From: J.N. Esselstyn
• "We are in the market for a ten gallon visible gasoline
station pump. As our store is located in the country,
you may have a used pump, in good condition, that will
answer our requirements."
To: Hillman Land Company
• From: R.Z. Byrer
• "We are very glad to receive your letter of June 14 th ,
and are attaching copy of our 500 bulletin. This pump
can be furnished in either fill and spill, wet or dry hose,
or positive stop and 98% of the parts are
interchangeable – making the 500 series particularly
suited to oil marketers. In this pump we use our regular
piton type pump which has been used very successfully
in our Models 711 and 492 for the past two years –
therefore you are assured freedom from breakdowns
and low service cost."
Pamphlet for Wayne Honest Measure Pumps
• To: Wayne Tank & Pump Co.
From: J.N. Esselstyn
 "This is to acknowledge receipt of and thank you for
your letter of the 16 th . We note your terms are 25%
cash with the order, with the balance in 30, 60 and 90
days. If we purchase one of your pumps, it would be on
a cash basis, payment to be made on receipt of invoice.
If you care to quote us a cash price, payment to be
made upon receipt of invoice, we would be glad to
have you do so."

243.06221926.83	 To: Hillman Land Company From: R.Z. Byrer "In answer to your letter of June 20th, wish to inform you that our cash price on the #517 pump is \$105.00, f.o.b., Fort Wayne, or 25% cash with order, balance 30, 60 and 90 days In as much as we are in a position to make very prompt shipment, we hope that we may be favored with your order."
243.07021926.84	 To: Hillman land Company From: R.Z. Byrer "In as much as we have not received a reply to our letter of June 22nd, we would be pleased to receive your order by return mail, if you wish to have prompt shipment, as at this time of the year we are rushed on pump deliveries and at times it is practically impossible for us to give prompt shipment for we ship orders in sequence received."
243.07031926.85	 To: Wayne Tank & Pump Co. From: J.N. Esselstyn "This is to acknowledge receipt of your letter of June 22nd, regarding price on No. 517 gasoline pump. We note that you sell your pumps only on the installment plan and will not allow a discount to cash purchases, which is quite contrary to all institutions seeking business."
243.07071926.86	 To: Hillman Land Company From: R.Z. Byrer "We are very glad to receive your letter of July 3rd, but cannot quite agree with you on the matter of cash discount. We have adopted the policy in our factory this year to only build gasoline equipment and discontinue the manufacture of kerosene and lubricating outfits. This policy permitted us to build better gasoline pumps on a quantity production basis, making it possible for us to sell a gasoline pump with many special features as a very attractive price"
243.07101926.87	 To: Gulf Refining Company From: J.N. Esselstyn "Enclosed find check for \$52.57 in payment of your invoice of the 7th, less \$10.07 discount."
243.08071926.88	 To: Gulf Refining Company From: J.N. Esselstyn "Please ship us, on about Tuesday, the 10th, by W.J. Yates, gas boat, Please render invoice in triplicate to Route No. 3, Eddyville, Kentucky. Mr. Yates was one of the former owners of the Virginia, but is now operating a small boat of his own, but is not running on any

	regular schedule time, but I am sending him a copy of this letter, which will be his identification for you to deliver the shipment to his."
243.08071926.89	 To: W.J. Yates From: J.N. Esselstyn "Enclosed find copy of order to Gulf Refining Co., Paducah, which will be your identification for them to deliver to you oil and gasoline. Please remember, if any questions are asked, that this shipment is going to Birmingham. When you reach Kuttawa, on your return from Paducah, please drop me a line in the enclosed stamped envelope, advising when you except to be at Collins or opposite Rock Castle, as we are getting low on Gasoline and we want to get it from the River as soon as it arrives."
243.08141926.90	 To: Gulf Refining Company From: J.N. Esselstyn "Enclosed find check for \$112.75 in payment of your invoices of the 10th."
243.09111926.91	 To: Gulf Refining Company From: J.N. Esselstyn "On the next trip of W.J. Yates boat, the 'Mohawk' please send us 5 drums of Gasoline, to Birmingham, with invoice in triplicate to Route No. 3, Eddyville, Ky."
243.09111926.92	 To: W.J. Yates From: J.N. Esselstyn "We are ordering 5 Drums of Gasoline from the Gulf Refining Co., and 5 Boxes of Soap from Clark-Lack Grocery Co., to come up on your next trip."
243.09131926.93	 To: Groetken Pump Co. From: J.N. Esselstyn "Under separate cover we are sending you a broken spring, which operates the recording devise on your barrel gasoline pump. Will you please send us a new spring C.O.D. to Hematite Kentucky. Please advise us if you make a visible station pump, if so please send us descriptive matter and prices."
243.09181926.94	 To: Gulf Refining Company From: J.N. Esselstyn "Enclosed find check for \$57.75 in payment of your invoice of the 13th."
243.09181926.95	 To: Guarantee Liquid Measure Co. From: J.N. Esselstyn "Please quote us price and send us descriptive matter of your 10 gal. visible gasoline station pump, without tank or light fixtures."

243.09181926.96	To: National Recording Pump Co.
	 From: J.N. Esselstyn
	 "Please quote us a price and send descriptive matter of
	your 10 gal., visible gasoline station pump, without tank
	or light fixtures."
243.09211926.97	To: The Groetken Pump Co.
	• From: J.N. Esselstyn
	• "Enclosed find 36 cents in stamps in payment of your
	invoice of the 15 th , No. 11974. We have looked over the
	Mars pumps, but are not interested but we would be
	glad to have you quote us on 10 gal. visible as shown
	on your bill heads."
243.09111926.98	Pamphlet for Mars Gasoline Kerosene and Oils:
	Equipment for Rural Trade
243.09221926.99	To: Hillman Land Company
	• From: A.W. Hugle
	 "Thank you for the opportunity to tell you about the
	National Visibowl 10-Gallon Pump. With this letter we
	are enclosing a bulletin giving information about this
	interesting product, and telling of the many features
	built into it to give a speedy, efficient service, and to
	create satisfied customers."
242.00221026.100	Attached is the bulletin spoken of in the letter
243.09221926.100	To: Hillman Land CompanyFrom: The Groetken Pump Company
	 Please refer to your inquiry letter of September 13 at
	which time we mailed you registered springs. The latter
	part of this letter you requested price and descriptive
	matter on Visible Service Station Pumps. We are
	enclosing you folder with sectional view cut which fully
	illustrates and describes the construction, material and
	general appearance. If there is any matter that is not
	understood, please write us."
	Attached is the folder spoken of in the letter
243.09231926.101	To: Hillman Land Company
	From: J.J. Groetkin
	"We thank you for your remittance (stamps) in
	payment of our invoice of September 15 th . On Sept.
	22 nd we mailed you literature and full descriptive
	matter on our 10-gal. Visible which no doubt you have
	received."
243.09231926.102	To: Hillman Land Company
	From: Ben F. Offutt
	"Your inquiry regarding ten gallon visible gasoline pump
	has been referred to me as representative in this
	territory of the Guarantee Liquid Measure Company.
	You will find on the inside of this folder cut of the ten

	gallon pump. The price of this pump is \$125.00 f.o.b.
	Rochester, Penna. and does not include storage tank or lighting globe, but does include the two light brackets on side, but these can be removed by you, should you not wish to use them."
243.10051926.103	 To: Hillman Land Company From: A.W. Huggle "Since the introduction of the first National Pump we have had one principal thought in mind – visibility with speed and protection against short measure thru carelessness. The National Visibowl, a 10-gallon piston pump, incorporates these features."
243.10091926.104	 To: Hillman Land Company From: F.E. Worth "You are not making a mistake in selecting the Groetken Visible Pump for your Service Station. In Appearance, Workmanship and Operation we are as good, if not better than any Pump Manufacturer. You are doing business with a Reliable and Responsible Company Factory Direct, saving you the middleman's profit."
243.10091926.105	 To: Hillman Land Company From: F.E. Worth "You are not making a mistake in selecting the Groetken Visible Pumps for your Service Station. In Appearance, Workmanship and Operation we are as good, if not better than any Pump Manufacturer. You are doing business with a Reliable and Responsible Company Factory Direct, saving you the middleman's profit."
243.10091926.106	 To: Gulf Refining Co. From: J.N. Esselstyn "Enclosed find check for \$101.75 in payment of your invoices of the 5th."
243.10151926.107	 To: Hillman Land Company From: Chas. C. Prinz "We have today received from you check dated October 9th No. 1257 amounting to \$101.75 which no doubt is intended to cover purchases made at your branch at Kuttawa, Kentucky. Altho we have checked very carefully over our records we seem to be unable to locate invoices of this amount and as no doubt you have in your possession the various charges making up the amount of your payment, I wish you would advise us thereof in order that we may keep your account in proper order."
243.10161926.108	To: J.N. Esselstyn

	e From A C Hartt
	• From: A.S. Hartt
	• "Won't you please take care of the attached, and
	oblige."
243.10181926.109	To: Gulf Refining Co.
	From: J.N. Esselstyn
	 "This is to acknowledge receipt of your letter of the
	15 th , addressed to our St. Louis office regarding our
	check dated October 9 th , number 1257 for \$101.75.
	This check is in payment of gasoline and kerosene
	shipped from Paducah under date of October 5 th ."
243.11061926.110	To: Gulf Refining Company
	From: J.N. Esselstyn
	 "Please ship us on Tuesday, the 9th, by gas boat
	'Mohawk', to Birmingham, with invoice in triplicate to
	Eddyville, R.3."
243.11111926.111	To: Gulf Refining Company
	• From: J.N. Esselstyn
	 "Please ship us on the next trip of the gas boat
	'Mohawk' to Birmingham, with invoice in triplicate to
	Route No. 3, Eddyville, Kentucky."
243.11121926.112	To: Hillman Land Company
	From: Richard Gordon
	"This will acknowledge receipt of your orders for
	Gasoline, Kerosene, Supreme Ford Oil, Red Top Axle
	Grease and Cup Grease. Kindly accept our thanks for
	same. We note that you specify that shipments be
	made on the next trip of the gas boat 'Mohawk' to
	Birmingham, Ky. We have watched for this boat every
	day since receiving your order, however, same has
	failed to arrive. We have been informed today that the
	'Mohawk' will not be in this trade anymore as it has
	gone to Evansville and will operate out of that port."
243.11141926.113	To: Gulf Refining Company
	 From: J.N. Esselstyn
	"We understand from Yates Bros., who previously
	operated the 'Mohawk' that they have another boat
	and will load out of Paducah on Tuesday the 16 th . Mr.
	Yates told me Saturday that he would telephone you
	early Monday morning regarding their having another
	boat."
243.11181926.114	To: Gulf Refining Company
	 From: J.N. Esselstyn
	 "We find that Yates Bros. have not secured a boat but
	expect to within the next few days. Will you please ship
	us by rail to Kuttawa, Ky., with invoice in triplicate to
	Route No. 3, Eddyville, Ky., the lubricating oils we
	Noule No. 5, Eduyville, Ky., the lubricating ons we

	and and namely. Diases hold the secoling for
	ordered, namely, Please hold the gasoline for
	shipping instructions or until Yates Bros. call for it."
243.11201926.115	To: Gulf Refining Company
	From: J.N. Esselstyn
	 "Enclosed find check for \$125175 in payment of your
	invoices of the 17 th , as follows,"
243.11271926.116	To: Gulf Refining Company
	From: J.N. Esselstyn
	• "Enclosed find check for \$3.82 in payment of your
	invoice No.5363, less 6 cents discount."
243.03131927.117	To: E.H. Simmons
	• From: J.N. Esselstyn
	• "Last year when you were here we talked over the
	gasoline station pump for the store, it was decided that
	we would buy a new one but there were so many
	things to do last year that I never had time to give the
	matter any attention, other than to get prices of
	various makes."
243.03161927.118	To: J.N. Esselstyn
213.03101527.110	From: E.H. Simmons
	 "Answering yours of the 13th, file #243, I am glad that
	this pump went over until 1927, but I believe that
	sometime during this year we should get a new
	gasoline pump, and as long as we will get it during this
	year, see no objection to your getting it in the near
	future. This, as I understand it, will cost in the
	neighborhood of \$150.00, and this is to authorize you
242 02221027 110	to go ahead."
243.03221927.119	To: Groetken Pump Company
	From: J.N. Esselstyn
	• "Please quote us you, cash on receipt of invoice, price
	for one 10 Gal. Visible Gasoline Service Station Pump,
	dry hose, without lighting fixtures."
243.03221927.120	To: Wayne Tank & Pump Co.
	From: J.N. Esselstyn
	"Please quote us you, cash on receipt of invoice, price
	on your pump No. 517 and advise us what provision is
	made for filtering the gasoline and removing water and
	dirt."
243.03231927.121	To: Gulf Refining Company
	From: J.N. Esselstyn
	• "Please ship us on the next trip of the gas boat 'Nellie
	Geer', freight prepaid, with invoice in triplicate to
	Route No. 3, Eddyville, Ky."
243.03251927.122	To: Hillman Land Company
	From: J.J. Groekten
L	

	• "Please refer to your inquiry of March 22 nd , File No.
	 243. Enclosed please find detailed descriptive matter on our No. 76 10-gallon Visible Gasoline Service Station Pump. We quote you net cash price with All Discounts Allowed, fully equipped with dry has as follows In our letter of March 14th we did not make mention of Underground Storage Tank. It is possible that you are in the market for a Tank, and for your convenience we are quoting you as follows" Attached is a pamphlet for The Groekten Pump Company
243.03251927.123	 To: Hillman Land Company From: R.Z. Byrer "We are very glad to receive your inquiry of the 22nd and are pleased to inform you that our cash price on the Model #517 pump is \$105.00 net F.O.B. Fort Wayne, Indiana. It is always customary to use a screen around the foot valve and by this means this screen would remove the dirt, but on this particular pump there is no provision to draw off water, although on the Model #519, our positive stop pump, there is provision made to draw the water off at intervals."
243.03291927.124	 To: The Groetken Pump Company From: J.N. Esselstyn "This is to acknowledge receipt of and thank you for your letter of the 25th, regarding your No. 76 Station Pump. While we are not ready to place our order, on account of bad road conditions, as our store is 15 miles off the railroad, yet we would like to get all our plans made for the installation of the pump and have all the fittings required, shipped at about the same time."
243.03311927.125	 To: Gulf Refining Company From: J.N. Esselstyn "Enclosed find check for \$8.63 in payment of your invoice of the 25th, less 17 cents discount."
243.04011927.126	 To: Hillman Land Company From: J.J. Groekten "In reply to your letter of March 29th in further reference to Gasoline Service Station Pumps. We note that you contemplate using both of the tanks on one Pump. This will be satisfactory but it will be necessary to put a shut-off valve in the suction line so that when you are pumping out of one tank you can close the suction line of the other tank, or vice versa." Attached is a rough sketch showing how the two tanks may be connected.

	 Also attached is a pamphlet for Groekten Pump Company
243.04041927.127	 To: Gulf Refining Company From: J.N. Esselstyn "Please ship us on the next trip of the gas boat 'Nellie Geer', with invoice in triplicate to Route No. 3, Eddyville, Ky."
243.04081927.128	 To: Gulf Refining Company From: J.N. Esselstyn "Enclosed find check for \$41.25 in payment of your invoice of the 5th."
243.04301927.129	 To: Groetken Pump Company From: J.N. Esselstyn "This is to acknowledge receipt of and to thank you for your letter of the 1st, regarding Gasoline Service Station Pump, Type 76 and the arrangement of tanks. We will probably follow your suggestions regarding the location of tanks and pump, but we can see but one objection to the plan and that is that the pump and island would be on top of the tanks, but we may be able to change our proposed site of the tanks and then follow you plan, but if not we can get the island and pump off the tanks with only one elbow."
243.05041927.130	 To: Hillman Land Company From: J.J. Groetken "We thank you for your order of April 30th and we are attaching you copy of Invoice. It will be satisfactory to send us a check less 2% cash discount. In referring to our Commercial Agency we do not find the Hillman Land Company listed. No doubt, this may come about for some unknown to us, as we are always pleased to ship our line of manufacture on our regular terms, namely: 30 days net, 2% in 10 days."
243.05061927.131	 To: Groetken Pump Company From: J.N. Esselstyn "We are sending to our St. Louis office check for the amount of your invoice and the same should reach you about two days after the receipt of this letter. On account of continuous rains and bad road conditions, we will ask you to delay shipment of the pump until May 15th."
243.05071927.132	 To: Groetken Pump Company From: J.N. Esselstyn "Enclosed find check for \$89.82 in payment of your invoice of the 4th, less \$1.83 discount."
243.05171927.133	To: Hillman Lumber Co.From: Chas. C. Prinz

	 "We regret to note, although we have addressed you several letters about them, the following numbered drums have not been returned. It is necessary that we charge this equipment to your account at the rate of \$9.00 per drum if it is not returned within a reasonable length of time and as you have had the above over five months, we hope it is now convenient for you to oblige us with its return without delay."
243.05211927.134	 To: Gulf Refining Company From: J.N. Esselstyn "This is to acknowledge receipt of your letter of the 17th, regarding the return of Drum No. 194697. This drum with 5 others have been on the River for several days to go down the next boat. On account of the high water it has not been safe to attempt to place these drums on the River for return until the present time."
243.05271927.135	 To: Gulf Refining Company From: J.N. Esselstyn "By the next trip of the gas boat Nellie Gear please ship us to Birmingham Landing, with invoice in triplicate to Route No. 3, Eddyville, Ky."
243.05271927.136	 To: Ausenbaugh & Yates Bros. From: J.N. Esselstyn "On your next trip there will be 5 Drums of Gasoline from Gulf Refining Company."
243.06041927.137	 To: Gulf Refining Company From: J.N. Esselstyn "Enclosed find check for \$52.25 in payment of your invoice of May 31st."
243.06071927.138	 To: Hillman Land Company From: Chas. C. Prinz "We acknowledge your letter of May 21st advising that you were returning our drum No. 194697 together with five other drums on the next boat. Please be advised that the following six drums were received at our Paducah, Kentucky station on May 30th."
243.06101927.139	 To: Gulf Refining Company From: J.N. Esselstyn "This is to acknowledge receipt of your letter of the 7th, regarding missing drum No. 194697. This is to advise you that the above numbered drum is not in our possession, but was returned to you sometime in November or early December, 1926."
243.06141927.140	 To: Hillman Land Company From: Chaz. C. Prinz

	 "We have your letter of the 10th, your file no. 243, with further reference to drum no. 194697. I notice you refer to a shipment of ten drums of Gasoline and kerosene to you on November 17th, saying that the drums were returned promptly to our Paducah Station. There was also one drum of Supreme Auto Oil 'F' shipped to you on this date, making eleven drums altogether."
243.06181927.141	 To: Gulf Refining Company From: J.N. Esselstyn "This is to acknowledge receipt of your letter of the 14th regarding missing drum no. 194697. We do not keep a record of drums received or returned, therefore the only record of drum numbers we have is from your invoices and your letters of June 14 and 7th. Since November, we have received from you a total of 19 drums and your letter of June 7th and 14th acknowledge receipt at your Paducah Station a total of 16 drums returned by us, therefore you have received all the drums you have shipped us. We believe this is an error on drum numbers only and we wish to call your attention to two errors."
243.06281927.142	 To: Hillman Land Company From: Chas. C. Prinz "We have your letter of June 18th your file no. 243 with further reference to our drum no. 194697 which you believe was returned to our Paducah station. I note you say that you have received 16 drums from us since November and in order that you may be able to check up on this matter more thoroughly and at the same time show you that we have delivered you 17 drums since November we are attaching copies of our invoices No. 5311-12-13, 8202 and 8409, showing the numbers of 17 drums delivered to you on November 17th, March 29th and April 5th." Attached are three invoices
243.07021927.143	 To: Gulf Refining Company From: J.N. Esselstyn "This is to acknowledge receipt of your letter of June 28th, regarding missing drum No. 194697. When we stated that we had received a total of 16 drums from you since last November, we referred to such shipments as had been referred to in the correspondence, the black oil drum no. 150862 had not been referred to, but we find that this drum has been returned to Paducah according to your records."
243.07121927.144	To: Hillman Land Company

	 From: H.T. Moore "If you can use supply from over Station buy I will be glad to buy with your supplies at the following prices Of course this means I not charging State tax so I cannot do that in Ky. So send our order for. I shall be glad to bill promptly." Handwritten letter
243.07161927.145	 To: Hillman Land Company From: Chas. C. Prinz "As requested in your letter of July 2nd, we wrote out Paducah Office asking them to see the boat people in question about drum #194697, which you claim to have returned. I quote you the following from the letter received from our agent We are very sorry that this drum has not been received and if you will be so kind as to send us bill of lading showing the drum was delivered to the boat, we will gladly give you credit for its return, and make the boat show what disposition was made of it."
243.07271927.146	 To: Hillman Land Company From: Chas. C. Prinz "On looking over our file we cannot find reply to our letter of July 16th, regarding drum #194697 which you claim has been returned. Please forward us bill of lading showing return of this drum as soon as possible, however, if you cannot furnish us with bill of lading we will have to look forward to you for this drum or your check for its value."
243.08111927.147	 To: Gulf Refining Company From: J.N. Esselstyn "We are receipt of your invoice of the 9th, No. 12006 and we understand the shipment is on the River bank. We have no record that we have placed an order with you for these oils and would like to know why you have shipped them to us."
243.08121927.148	 To: Gulf Refining Company From: J.N. Esselstyn "Please ship us on the next trip of the Gas Boat 'Nellie Gear'."
243.08121927.149	 To: Hillman Land Company From: Chas. C. Prinz "We are enclosing our invoice for one empty drum No. 194697 which we have charged to your account at \$9.00. Our drums are supposed to be returned to us within ninety days' time, while you have had this drum in you possession for about six months. I hope that by this time you have this drum empty and can return it to

243.08131927.150	 out Paducah Station, or if you prefer, you may remit us for the attached invoice and retain the drum until empty, at which time you may return it and receive a refund of the amount you have paid." Invoice attached To: Gulf Refining Company From: J.N. Esselstyn
243.08131927.151	 "Enclosed find check for \$86.47 in payment of your invoice of the 9th, less \$1.76 discount." To: Hillman Land Company
	 From: Richard Gordon "This will acknowledge receipt of your letter of August 11th with reference to our invoice of the 9th, #12006 covering shipment made to you. I note that you state you have no record of having placed an order with us for these oils and would like to know why we shipped them to you."
243.08151927.152	 To: Gulf Refining Company From: J.N. Esselstyn "This is to acknowledge receipt of your letter of the 12th enclosing invoice for \$9.00 for missing drum No. 194697. We have repeatedly advised you that this drum had been placed on the River for return to your Paducah Station and as all other drums have reached their destination, we believe that it is an error in accounting and not an actual loss of the drum, but if so, it was not lost by us."
243.08151927.153	 To: Hillman Land Company From: Richard Gordon "This will acknowledge receipt of your order under date of August 12th for which accept our thanks. I note that you order two dozen 1 lb. cans axle grease and two dozen 1 lb. cans Cup Grease. These items are packed in cases of 4 dozen 1 lb. cans Axle Grease to a case and 3 dozen 1 lb. cans Cup Grease to a case. We have shipped a case of each and trust that this will meet with your approval."
243.08201927.154	 To: Gulf Refining Company From: J.N. Esselstyn "Enclosed find check for \$29.30 in payment of your invoice of the 16th, less 60 cents discount."
243.08201927.155	 To: Gulf Refining Company From: J.N. Esselstyn "We have placed on the River for return to you on the 'Nellie Geer' the two drums of you invoice of August 9th."
243.08231927.156	To: Hillman Land Company

242 04021028 157	 From: Chas. C. Prinz "I have your letter of the 15th, inst., file #243 in connection with our drum #194697 which is missing. Under the circumstances surrounding this particular case we are arranging to credit your account for its value, and ask that you kindly consider the matter closed."
243.04031928.157	 To: Groetken Pump Co. From: J.N. Esselstyn "Under separate cover we are sending you a broken crank shaft of one of your barrel pumps, the only number on the bump is on the recording, which is No. B8."
243.04041928.158	 To: Gulf Refining Co. From: J.N. Esselstyn "Please ship us by the next trip of the Gas Boat 'Nellie Geer', freight prepaid, Bender invoice in triplicate to Route No. 3, Eddyville, Ky."
243.04141928.159	 To: Gulf Refining Company From: J.N. Esselstyn "Enclosed find check for \$41.72 in payment of you invoice of the 10th, less 85 cents discount."
243.05151928.160	 To: Homer Marshall From: Hillman Land Company "Please deliver Hematite store 1089 gallons gas at earliest possible date, provided there has been no advance in price since delivery of last lot. We say 1089 gallons because we understand the capacity of your tank in 363 gallons, or that you can fill our tank with three loads according to Mr. McCawley."
243.07171928.161	 To: Hillman Land Company From: Chas. C. Prinz "The following drums delivered to you on the dates indicated have not, according to our records, been returned: Drum #202510 – delivered 4/10/28. We now wish to inquire whether the original contents have been disposed of. If the equipment has been emptied, please oblige us at your early convenience by returning it to our Paducah Kentucky Station."
243.08021928.162	 To: Homer Marshall From: J.N. Esselstyn "Please deliver us as soon as possible one load of Kerosene. 100 Gal to be delivered at the light plant about 100 gal delivered at the tool shed near the scales and the balance delivered at the store."
243.10011928.163	To: Gulf Refining Company

	 From: J.N. Esselstyn "Please ship us on the first Cumberland River Boat to 'opposite Rock Castle', freight, prepaid, with invoice in triplicate to Poute No. 2. Eddwille, Kontucky."
243.10061928.164	 triplicate to Route No. 3, Eddyville, Kentucky." To: Gulf Refining Company From: J.N. Esselstyn "Please ship us by rail to Kuttawa, Kentucky, with invoice in triplicate to Route No. 3, Eddyville, Ky."
243.10061928.165	 To: Gulf Refining Company From: J.N. Esselstyn "Enclosed find check for \$23.64 in payment of your invoice of the 3rd, less 48 cents discount."
243.10131928.166	 To: Gulf Refining Company From: J.N. Esselstyn "Enclosed find check for \$5.49 in payment of your invoice of the 9th, less 11 cent discount."
243.03231929.167	 To: G.P. Ordway From: J.N. Esselstyn "As soon as road and river conditions will permit you may put us in a load of gasoline. For the past two days the Eddyville mail has been coming in over the regular route by team and it will probably be several days before the roads will be good enough to get over them with a load, but you can find out what the road condition is by seeing John Lovell at Eddyville."
243.04071929.168	 To: G.P. Ordway From: J.N. Esselstyn "Please do not forget that we are in need of a load of gasoline just as soon as the roads are passable. If John Garrett brings it please have him bring up Elizabeth Davis."
243.05241929.169	 To: G.P. Ordway From: J.N. Esselstyn "Just as soon as Road and River conditions will permit, you may fill us up with gasoline, we would like it before there is any advance in price."
243.UNDATED.170	• Slip of paper that reads "Leader Iron Works, Decatur, Tn."
243.UNDATED.171	Pamphlet for Fry Marvel Pumps
243.UNDATED.172	Advertisement for Groetken Pump Company
243.UNDATED.173	Pamphlet for Groetken Pump Company
243.UNDATED.174	 Postcard addressed to Ben F. Offutt, 664 So. Second St., Louisville, Ky.
243.UNDATED.175	Pamphlet for Guarantee Liquid Measure Company
243.UNDATED.176	Order card for the Gulf Refining CompanyThe order card is blank

243.UNDATED.177	Two order fill out forms for Wayne Tank and Pump
	Company
	Both are blank