

252.06291921.1	<p>From: Esselstyn  To: E. B. Ferguson Implement Co.  Under separate cover we are sending you a part from a rake we would like to have you send us by parcel post a duplicate of this part. Please send your invoice for this part with the part and the one we are sending to Hillman Land Company, Hematite, Ky.</p>
252.06291921.2	<p>From: Esselstyn  To: Mr. F. M. McCawley  The implement part cannot be gotten here so I have forwarded the part to the E. B. Ferguson Implement Co., Paducah and request that they send the part and invoice directly to you.</p>
252.09101921.3	<p>From: Esselstyn  To: E. B. Ferguson Implement Co.  Please ship us by freight to Kuttawa, Ky., with invoices in duplicate to same address: Vulcan Chilled Plow Points of two sizes.</p>
252.09131921.4	<p>From: Esselstyn  To: E. B. Ferguson Implement Co.  Herewith we return you your invoice of the 12<sup>th</sup> for correction as we are quite sure there is a mistake in not allowing us another 25% off in order that we may sell these points in completion with other stores. On all previous orders we have received 20% and 25% discount from the list. Please send corrected invoice that the bill may be paid promptly</p>
252.09151921.5	<p>E. B. Ferguson Implement Co., Wholesale and retail, Hardware, Farm Machinery, Stoves, Ranges letterhead  To: Hillman Land Co.  Replying to your letter of the 13<sup>th</sup> with regard to discount on Vulcan Points beg to say we billed these points to you at our regular dealers price which is 20% Trade discount and 5% cash discount on 70 cent. This makes the points net you about 53 cents whereas the 20% &amp; 25% discount you refer to is made on a 85 cent list and make the points net you about 51 cents. The established retail price on these points made by the factory is 70 cents so we are returning you the invoice and trust our explanation is entirely satisfactory.</p>
252.09171921.6	<p>From: Esselstyn  To: E. B. Ferguson Implement Co.  Enclosed find check for \$5.32 in payment of your invoice of 9/12/21 less 5% discount as per your letter of the 15<sup>th</sup>.</p>
252.03201922.7	<p>From: Esselstyn  To: Elder-Conroy Hardware Co. / Clarksville, Tenn.  Please send us by parcel post to Hematite, Ky., the following: 1 only No. 10 Vulcan Land Side; 1 doz. Point bolts. Please send invoice in duplicate to Kuttawa, Ky.</p>
252.03221922.8	<p>From: Esselstyn  To: Elder-Conroy Hardware Co. / Clarksville, Tenn.  Will you please send us a duplicate if your invoice of 3/21/22, also please advise us if you allow a cash discount.</p>
252.03261922.9	<p>From: Esselstyn</p>

	<p>To: Elder-Conroy Hardware Co.  Enclosed find check for \$1.52 in payment of your invoice of 3/21/22 less 2% discount.</p>
252.03201922.10	<p>From: Esselstyn  To: Elder-Conroy Hardware Co.  Please send us by parcel post to Hematite, Ky. with invoice in duplicate to Kuttawa, Ky. Assorted Vulcan Plow Bolts to the amount of \$1.00. Do not include any plow point bolts.</p>
252.04131922.11	<p>From: Esselstyn  To: E. B. Ferguson Imp. Co.  Please ship us by parcel post at once to Hematite, Ky., 1 land side for steel beam Oliver Chill plow No. 13, with invoice in duplicate to Kuttawa, Ky.</p>
252.04131922.12	<p>From: Esselstyn  To: Elder-Conroy Hardware Co.  Please ship us at once by parcel post to Hematite, Ky. one Mole Board for No. 9 Vulcan Steel Beam plow with invoice in duplicate to Kuttawa, Ky.</p>
252.04151922.13	<p>From: Esselstyn  To: Elder-Conroy Hardware Co.  Enclosed find check for \$1.13 in payment of your invoice of the 10<sup>th</sup> less \$0.02 discount.</p>
252.04151922.14	<p>The Elder-Conroy Hardware Company letterhead  From: Chas. A. Welch  To: Hillman Land Co.  We regret to advise that we are unable to ship you a #9 Vulcan Moldboard by parcel post, as per your order received today. Several years ago we, as well as the factory, were compelled to discontinue mail moldboards by parcel post. The reason for this is on account of the peculiar construction of a mold we were unable to get them to our customers without being broken in transit. Kindly advise by return mail if we may send you a moldboard to Kuttawa or Eddyville and very greatly oblige.</p>
252.04151922.15	<p>7.5x8.5 E. B. Ferguson Implement Co. letterhead  To: Hillman Land Co.  We are in receipt of your order of the 13<sup>th</sup> for one #13 S. B. Landslide and regret to advise that we are entirely out of these landslides, but have a shipment coming and just as soon as they come in will gladly mail you one unless advised to contrary.</p>
252.04161922.16	<p>From: Esselstyn  To: Elder-Conroy Hardware Co.  This is to acknowledge receipt of your letter of the 15<sup>th</sup> advising you cannot ship a No. 9 Vulcan Moldboard by parcel post. Please ship the same by Express to Kuttawa.</p>
252.04291922.17	<p>From: Esselstyn  To: E. B. Ferguson Implement Co.  Enclosed find check for \$1.08 in payment of your invoice of the 25<sup>th</sup>.</p>
252.04241922.18	<p>From: Esselstyn  To: Elder-Conroy Hardware Co.</p>

	Enclosed find check for \$2.20 in payment of your invoice of the 17 <sup>th</sup> less \$0.05.
252.04251922.19	From: Esselstyn To: E. B. Ferguson Implement Co. Please ship us by freight to Kuttawa, Ky., with invoice in duplicate the following: varies sizes Vulcan Plow Points. Under date of the 13 <sup>th</sup> we ordered 1 No. 13 land side for steel beam Oliver plow to be shipped but up to date we have not received it. If you have received your shipment please include it with the shipment above. Please send us the latest price list on plow parts as we find our competitions are selling these parts for less than we are.
252.04261922.20	7x8 E. B. Ferguson Implement Co. letterhead To: Hillman Land Co. We are in receipt of your favor of the 25 <sup>th</sup> and advise we mailed one #13 SB Landside to Hematite yesterday. We have been out of these landsides for several weeks and got in a shipment yesterday. In regard to shipping you Vulcan Plow Points, we are not permitted by the Company to ship Vulcan Goods into that territory. They are very rigid in their rules and were we to ship in there we would not doubt get into trouble. We are however enclosing you one of their price lists and regret very much that we are unable to ship you these points.
252.04271922.21	From: Esselstyn To: Elder-Conroy Hardware Co. Please ship us by gasoline boat "Harry Mc" to Empire Landing, with invoice in duplicate to Kuttawa, Ky. Vulcan plow points of various sizes. Please send us the latest list of Vulcan Parts as we find our competitors are selling parts for less than we are.
252.05061922.22	From: Esselstyn To: Elder-Conroy Hardware Co. Enclosed find check for \$7.10 in payment of your invoice of the 5/1/22 less \$0.15 discount.
252.05111922.23	American Railway Express Co. / Mississippi Division / Memphis, Tenn. Letterhead From: B. F. Lloyd, Claim agent To: Hillman Land Company Hillman Land Company, Kuttawa, Ky., from Elder-Conroy Hardware Company, Clarksville, Tenn. 4-18-22. I would thank you to please see that I am furnished with a certified copy of the original invoice as rendered by the shipper against you, at which time I will handle this claim upon it merits.
252.05121922.24	From: Esselstyn To: Elder-Conroy Hardware Co. Under date of 4/17/22 you shipped us by Express one No. 9 Vulcan Mold which was broken when it arrived. As our customer was in a hurry for this part we went to a local dealer and purchased the same on a 10% discount or \$2.70. We filed a claim with the local Express agent \$2.70 plus the express charges. The claim agent of American Railway Express now demands a certified copy of the original invoice. Please send a bill for this shipment.
252.05141922.25	From: Esselstyn

	<p>To: Mr. B. F. Lloyd, Claim Agent / American Railway Express Co.  In accordance with your request of the 11<sup>th</sup> enclosed find duplicate invoice for Moldboard purchased for the Elder-Conroy Hardware Co., Clarksville, Tenn. Which was broken in transit. On account of this accident we were obliged to purchase from a local dealer another Moldboard and paid \$2.70 for the same, we also paid \$0.45 express charges on the broken one.</p>
252.03031923.26	<p>From: Esselstyn  To: E. B. Ferguson Implement Co.  Please ship is by rail to Kuttawa, Ky., with invoice in duplicate to the same address the following: Vulcan Chill Plow Points of various sizes.</p>
252.03051923.27	<p>From: Esselstyn  To: E. B. Ferguson Implement Co.  Please deliver to Covington Bros. &amp; Co. for shipment with an order we are sending them the following: 2 No. 7 Vulcan Chill Land sides; 1 No. 13 South Bend Oliver Chill Point. Please send invoice in duplicate to Kuttawa, Ky.</p>
252.03101923.28	<p>From: Esselstyn  To: Michael-Ferguson Co.  Enclosed find check for \$14.44 in payment of your invoices of the 6<sup>th</sup> and 8<sup>th</sup>, less \$0.76 discount.</p>
252.03191923.29	<p>From: Esselstyn  To: The John Deere Plow Co. / St. Louis, Mo.  Enclosed find check for \$5.83 in payment of your invoice of the 10<sup>th</sup>.</p>
252.04191923.30	<p>From: Esselstyn  To: Elder-Conroy Hardware Co.  Please ship us by parcel post to Hematite, Kentucky with invoice in duplicate to Kuttawa, Ky. the following: Vulcan Plow Points; Double shovel blade bolts, Assorted bolts, other than above.</p>
252.04281923.31	<p>From: Esselstyn  To: Elder-Conroy Hardware Co.  Enclosed find check for \$2.20 in payment of your invoice of the 20<sup>th</sup>.</p>
252.05141923.32	<p>From: Esselstyn  To: Michael-Ferguson Co.  Will you please deliver to O. M. Seitz Co., for shipment with potatoes which we are ordering by this mail, the following: ½ doz. No. 13 Oliver Chilled Plow Points? Please send invoice in duplicate to Kuttawa.</p>
252.05191923.33	<p>From: Esselstyn  To: Michael-Ferguson Co.  Enclosed find check for \$3.19 in payment of your invoice of the 15<sup>th</sup>, less \$0.17 discount.</p>
252.11121923.34	<p>From: Esselstyn  To: Michael-Ferguson Co.  Please ship us at once to Kuttawa, Ky. with invoice in triplicate to same address the following: 1 – No. 10 steel beam Vulcan Chill Plow, right hand / 1 case 10" x 14" Window glass.  PS: we would like the above shipped not later than Wednesday so that they will arrive in Kuttawa on Thursday morning, as there will be a boat here on Thursday going up the Cumberland River.</p>

252.11131923.35	<p>Michael-Ferguson Co. Incorporated: Wholesale manufacturers of Harness-Saddles-Collars. Jobbers of Kindred Lines letterhead  To: Hillman Land Co.  Referring to yours of the 12<sup>th</sup> your order for one #10 Steel beam Vulcan chilled plow, and a case of window glass. We are sorry to advise that we cannot furnish you with either of these items as we do not carry window glass in stock. We refer you to E. P. Gilson Co., or Hank &amp; Davis, this city who no doubt can supply you. The reason we are unable to furnish you with Vulcan goods is that the factory advised us we are encroaching on the territory of other dealers and we must discontinue selling to customers of other territories. We know we have sold you in past. Regretting we are unable to take care of your wants.</p>
252.11171923.36	<p>From: Esselstyn  To: Elder-Conroy Hardware Co.  Please ship us by the next trip of the gas boat "Virginia" to Empire Landing with invoice in triplicate to Kuttawa, Ky., the following: 1 – No. 10 Steel beam Vulcan Chilled plow, right hand ; 1 box 10" x 14" window glass. Please prepay freight.</p>
252.11241923.37	<p>From: Esselstyn  To: Elder-Conroy Hardware Co.  Will you please send us the latest price list of Vulcan plows and parts.</p>
252.11241923.38	<p>From: Esselstyn  To: Elder-Conroy Hardware Co.  Enclosed find check for \$18.38 in payment of your invoice of the 20<sup>th</sup>.</p>
252.11261923.39	<p>The Elder-Conroy Hardware Company letterhead  From: Chas. A. Welch  To: Hillman Land Co.  Enclosed find the revised price list on Vulcan plows and repairs, as of August 1<sup>st</sup>. Also you will find a revised price on Vulcan Chilled Points, page 6, as of September 10<sup>th</sup>. This shows a slight reduction in the Points. Our discount to you is 25% from the list price, F.O.B. Clarksville, for shipment to your landing on the Cumberland River.</p>
252.03041924.40	<p>From: Esselstyn  To: Elder-Conroy Hardware Co.  Please ship us at once by gas boat "Virginia" to Empire Landing with freight charges prepaid, invoice in triplicate to Kuttawa, Ky., 1 – No. 10 Vulcan Chill Moldboard. We think the "Virginia" will be in Clarksville about the time this letter reaches you. If you miss the "Virginia" please send it by Express to Kuttawa.</p>
252.03081924.41	<p>From: Esselstyn  To: Elder-Conroy Hardware Co.  Enclosed find check for \$3.69 in payment of your invoice of the 5<sup>th</sup>.</p>
252.03181924.42	<p>From: Esselstyn  To: Elder-Conroy Hardware Co.  Please deliver to Hurst-Boillin Co., to be shipped with an order we are sending them by this mail, to come on the next trip of the "Virginia" the following: 1 – No. 10 Vulcan Mold Board / 34 ft 1 ½" corrugated ridge roll. If</p>

	the Ridge roll comes in lengths that will not make 34 ft. send the nearest number of feet over the amount you can. Send invoice in triplicate to Kuttawa.
251.03221924.43	From: Esselstyn To: Elder-Conroy Hardware Co. Enclosed find check for \$3.19 in payment of your invoice of the 20 <sup>th</sup> .
251.04011924.44	From: Esselstyn To: Elder-Conroy Hardware Co. On the next trip of the gas boat "Virginia" please send us to Empire Landing, freight prepaid 1 No. 11 Vulcan Landside. Please render invoice in triplicate to Kuttawa, Ky.
251.04051924.45	From: Esselstyn To: Elder-Conroy Hardware Co. Enclosed find check for \$1.55 in payment of your invoice of the 3 <sup>rd</sup> .
251.05151924.46	From: Esselstyn To: Elder-Conroy Hardware Co. Please quote us prices on 48 rolls of roofing paper of both 2 and 3 ply quality. If the roofing is not put on with tacks and small tin washers, please quote us prices on such tacks and washers. Please give us the approximate shipping weights of both grades of paper.
251.05161924.47	The Elder-Conroy Hardware Company letterhead From: Chas. A. Welch To: Hillman Land Co. We have your favor of the 15 <sup>th</sup> and advise you we carry a large stock of prepared roofing on hand in Clarksville. Our best brand is Vulcanite which is high-grade asphalt felt roofing. Price follows. We also have Tuff Wear brand. We have good stock of all the above and can give you prompt service in the matter of shipment.
251.05251924.48	From: Esselstyn To: Elder-Conroy Hardware Co. This is to acknowledge receipt of and to thank you for your letter of the 16 <sup>th</sup> , quoting prices on prepared roofing. You may ship us by the next trip of the gas boat, "Virginia" to Empire Landing. 48 rolls Tuff Ware Roofing, Heavy weight (55 lbs. per sq.) Please prepay the freight and render invoice in triplicate to Kuttawa.
251.05281924.49	From: Esselstyn To: Elder-Conroy Hardware Co. This is to acknowledge receipt of your invoice of the 27 <sup>th</sup> , for 48 rolls roofing, with prepaid freight amounting to \$11.10. As near as we can make out this freight is based on a shipping weight of 58 lbs. per roll and a rate of \$0.40 per hundred which we feel is quite sure is an error. We understood rate was \$0.25 which has just been confirmed by a conversation with Mr. Mitchell of the "Virginia." Virginia is just leaving here for Clarksville and Mr. Mitchell said he would fix this freight when he reached Clarksville. When we send you check on Saturday we will omit freight and send you another check for the freight when we receive corrected amount.
251.05291924.50	The Elder-Conroy Hardware Company letterhead

	<p>From: Chas. A. Welch  To: Hillman Land Co.  We have your letter today with reference to the freight charges on 48 rolls of Roofing which we invoiced to you a day or two ago. Now, gentlemen, F. P. Gracey &amp; Bro. of this city are agents for all of the boats which handle freight. It is our custom to collect freight in advance on all shipments. In regard to the \$0.25 freight rate it has been our understanding this rate was withdrawn by both Mitchell and Lewis &amp; Boswell, representing the steamer "Virginia" and the "Steamer King".</p>
252.05311924.51	<p>From: Esselstyn  To: Elder-Conroy Hardware Co.  Enclosed find check for \$94.08 in payment of your invoice of the 27<sup>th</sup> less 2% discount. This also acknowledge receipt of your letter of the 29<sup>th</sup> regarding prepaid freight on this invoice which we have omitted from the amount of the check until matter has been adjusted. We feel reasonably sure when you have taken this matter up with Mr. Mitchell of the "Virginia" that you find that the hardware rate is \$0.25 to meet the rate on the same class of shipments from Paducah and Kuttawa. We will send you a check for freight just as soon as we see Mr. Mitchel or we hear from you after you have seen him.</p>
252.06071924.52	<p>From: Esselstyn  To: Elder-Conroy Hardware Co.  Enclosed find check for \$6.60 in payment of prepaid freight on your invoice of May 27<sup>th</sup>.</p>
252.04071925.53	<p>From: Esselstyn  To: Elder-Conroy Hardware Co.  Please ship us by Parcel Post to Hematite, Ky., with invoice in triplicate to Kuttawa, Ky., the following: 1 doz. Vulcan Plow Point Bolts; 1 doz. Vulcan Plow Bolts, Assorted; 1 doz. Double Shovel point bolts 3/8 x 2 1/2</p>
252.04111925.54	<p>From: Esselstyn  To: Elder-Conroy Hardware Co.  Enclosed find check for \$1.35 in payment of prepaid freight on your invoice of the 8<sup>th</sup>.</p>
252.08071925.55	<p>From: Esselstyn  To: John Deere Plow Co.  A few years ago this Company purchased a John Deere Corn Elevator. It was used one season and then stored. There is no one in our employ who knows how to erect it and we are going to try to use it this Fall. Will you please send us descriptive matter or illustrations showing the machine set up also it would be well to send a list of parts as it may be some of the small parts have been lost.</p>
252.08111925.56	<p>The John Deere Plow Company of St. Louis letterhead  From: Otis Little  To: Hillman Land Co.  Your favor of the 7<sup>th</sup> was very much appreciated and we want to thank you for writing us for directions on setting up a John Deere corn elevator. As we manufacture various sizes and styles of elevators we do not know definitely</p>

	the one you have and ask you to give us this information so we can send you proper setting up and operating directions.
252.08131925.57	From: Esselstyn To: John Deere Plow Co.; Attn: Mr. Otis Little Acknowledge receipt of your letter of the 11 <sup>th</sup> regarding size and style of corn elevator. The writer is unable to find anything on any of the numerous parts of the elevator to indicate size or style. It is a portable affair to be erected on the outside of the crib and is operated by horse power.
252.02211926.58	From: Esselstyn To: Elder-Conroy Hardware Co. Please ship us by rail the Kuttawa, Ky., with invoice in triplicate to same address the following: Vulcan Chilled Plow Points of various sizes; assorted Vulcan Plow points; Plow points bolts for 2 house plows, double shovel bolts 3/8 x 2 1/2
252.02271926.59	From: Esselstyn To: Elder-Conroy Hardware Co. Enclosed find check for \$12.88 in payment of your invoice of the 22 <sup>nd</sup> .
252.03121927.60	From: Esselstyn To: Michael-Ferguson Co. Please ship us on the next trip of the gas boat "Nellie Geer" on Tuesday, the 15 <sup>th</sup> , to Collins Landing, freight prepaid and insured with invoice in triplicate to Route No. 3, Eddyville, Ky: various sizes of Vulcan Chilled Plow Points.
252.03151927.61	Michael-Ferguson Co. Incorporated letterhead From: E. L. Yarnell To: Hillman Land Company We thank you very kindly for your letter of the 12 <sup>th</sup> for Vulcan Plow Parts. We are sorry that we cannot make shipment of these for you but we have not handled any plow repair parts nor implements of any kind for some two years.
252.03211927.62	From: Esselstyn To: Michael Bros., Implement Co. Please ship us on the next trip of the gas boat "Nellie Geer" to Collins Landing with invoice in triplicate to Eddyville, Ky., Route No. 3, freight prepaid: various sizes Vulcan Chilled Plow Points. (Original and copy with envelope)
252.03261927.63	From: Esselstyn To: Elder-Conroy Hardware Co. Please ship us at once to Kuttawa, Kentucky with invoice in triplicate to Route No. 3, Eddyville, Kentucky various sizes of Vulcan Chilled Plow Points.
252.03311927.64	From: Esselstyn To: Elder-Conroy Hardware Co. Enclosed find check for \$12.68 in payment of your invoice of the 29 <sup>th</sup> , less \$0.26 discount.
	3x6 scrap paper E. A. Ferguson 5, #7 Vulcan Point / 5, #9 Vulcan Point / 5, #10 Vulcan Point. Noted in pencil "Get new list – other dealer selling for less than we are.