

INDIANA

INDIANA, both as a producer and consumer of fuel, takes high rank among the eastern North Central states in the coal trade history of the country. A producer early in the last century, the development of its mining resources has encouraged a healthy growth of its manufacturing enterprises until today the state is dotted with cities that have made places for themselves in the commercial annals of the times. While the events of the past two and one-half years have widened the market for domestic consumption for Indiana coal within its own borders, its use in railroad and general industrial activities has been its chief contribution to the economic expansion of the state.

The Indiana coal measures, underlying the southwestern part of the commonwealth and extending from Warren county on the north to the Ohio river on the south and eastward to Perry county, form the eastern edge of the great interior eastern coal basin of Illinois, Indiana and western Kentucky. The total area of the Indiana beds is estimated at 6,500 square miles and is distributed through 26 counties, in 18 of which coal is produced upon a commercial scale. According to G. H. Ashley, of the United States Geological Survey, the Indiana measures have an approximate thickness of 1,300 feet. "Of this 1,300 feet there are 600 feet of barren beds at the top, then a 500-foot interval which contains most of the workable coals, followed in descending order by 200 feet or more of rocks consisting mainly of sandstone."

As a general commercial proposition, the third, fourth, fifth and sixth vein coals come into the greatest present-day prominence. Fourth vein, which has been exploited to a great extent in the Clinton district, is in high favor, not only for general domestic and steam purposes, but as a gas coal. Brazil block has long held a special place in the esteem of coal consumers, particularly in agricultural communities, while the many uses—both steam and domestic—to which the other coals forming the major workable deposits in the Indiana coal measures are put are very well known to the buying public. Cannel coal is also mined in several places in Indiana.

While coal has been found in at least 20 different horizons and as many as 17 beds have been passed through in one 800-foot vertical drill, exclusive of

the Minshall and Brazil Block veins, commercial operations are confined to five horizons. The stratigraphy of the Indiana measures may be graphically illustrated by the following condensation of a tabulation appearing in Bulletin 381 of the Survey:

INTERVALS AND THICKNESS, IN FEET, OF PRINCIPAL COALS.

	Clinton District.	Vigo County.	West Terre Haute.	Sullivan County.	Northern Knox.
Coal VII.....	4½	5	5	3-4	3
Space	55	50	50	30-55	40
Coal VI.....	0	0	0	4.5-7	5.5
Space	50	50	45	45	50
Coal Va.....	1.5	1.5	1	2-3	3
Space	20	35	30	30-35	30
Coal V.....	6	5	5	5-6	7
Space	60	60	63	65-85	75
Coal IVa.....	1	2	2	1.5-3	1
Space	30	35	45	25-45	25
Coal IV.....	4	4	5	0-5	4
Space	45	30-40	30	30-45	..
Coal IIIa.....	2	1.5-2.5	2	1	..
Space	40	25-40	25	20-25	..
Coal III.....	6	6.5-7	6	5-7	..
Space .....	..	110*	..	..	..
Minshall .....	..	4*	..	..	..
Space .....	..	30*	..	..	..
Upper Block.....	..	3*	..	..	..
Space .....	..	30*	..	..	..
Lower Block.....	..	4*	..	..	..

*Northeastern Vigo County.

	Washington-Davies Counties.	Central Gibson County.	Warwick County.	Evansville.	Western Kentucky
Coal VII.....	..	3.5	2.5-3	3	2-7
Space .....	..	15	.5-10	15	3-40
Coal VI.....	..	0-4.5	0-3	0	0-9
Space .....	..	80	65-90	60	80
Coal Va.....	2	0-1	0-1	0	0
Space	35	50	25	25	25
Coal V.....	4-7	6	4-9	4	5
Space	90	90	45-50	45	..
Coal IVa.....	1.5	0-1	.5-1	0	..
Space	35	20	45	40	..
Coal IV.....	1	4	2.5	3	..
Space	40	..	40*	..	..
Coal IIIa.....	1.5	..	0*	..	..
Space	40	..	35*	..	..
Coal III.....	2	..	0-3*	..	..

*Central Warwick County.

The coal resources of the state first began to attract attention about 1804, when the public land surveys showed a number of outcrops. Perry County coal was part of the first cargo taken by Robert Fulton in the maiden trip of the steamer "Orleans" down the Ohio river in 1811. It seems reasonably certain that coal was mined for local consumption in the state between

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1811 and 1837, when the American Cannel Coal Co. inaugurated the commercial mining history of the state with the opening of a mine at Cannelton in Perry county. This coal, mined on the bluffs along the Ohio and Wabash rivers, was loaded directly into boats for shipment down the Ohio during the first decade of the company's operations.

The first official government recognition of the Indiana industry appears in the census for 1840, when the state was credited with an output of 9,682 tons. Progress for the next 25 years was steady, but slow, marked increases in production not appearing until towards the close of the Civil War. Discovery that the block coal mined in the Brazil and Terre Haute districts could be used in blast furnace work gave the industry its first big impetus, while the rapid expansion in railroad construction which began at about the same time made possible a wider distribution of the coal which encouraged the operators to increase their facilities for production. Since that time the advance of Indiana in importance has been persistent, the upward swing temporarily checked at times only by labor troubles or general commercial depression. Detailed production figures since 1883, the first year in which the output passed the 2,000,000 ton mark, are shown in the following table:

Year.	Ton.	Year.	Ton.
1883.....	2,560,000	1900.....	6,484,086
1884.....	2,260,000	1901.....	6,918,225
1885.....	2,375,000	1902.....	9,446,424
1886.....	3,000,000	1903.....	10,794,692
1887.....	3,217,711	1904.....	10,842,189
1888.....	3,140,979	1905.....	11,895,252
1889.....	2,845,057	1906.....	12,092,560
1890.....	3,305,737	1907.....	13,985,713
1891.....	2,973,474	1908.....	12,314,890
1892.....	3,345,174	1909.....	14,834,259
1893.....	3,791,851	1910.....	18,389,815
1894.....	3,423,921	1911.....	14,201,355
1895.....	3,995,892	1912.....	15,285,718
1896.....	3,905,779	1913.....	17,165,671
1897.....	4,151,169	1914.....	16,641,132
1898.....	4,920,743	1915.....	17,006,152
1899.....	6,006,523	1916.....	20,093,528

The distribution of the product of the Illinois mines is, from the point of view of heavy tonnages, highly concentrated. Approximately 97 per cent. of the total 1915 output was either consumed within the state, sold

to the railroads or shipped to points in the neighboring state of Illinois. Of the shipments to Illinois over 76 per cent. are consumed at points within the Chicago switching district. Exclusive of the major distribution above set forth the Indiana product finds a market, under normal conditions, in ten other western and southern states. The details of this distribution are as follows:

Used in Indiana (6,394,019): At the mines, 425,352; locally, 547,761; shipped intrastate, 5,420,906. Shipped to Illinois: 4,044,528; Iowa, 149,046; Kansas, 149; Michigan, 6,086; Minnesota, 72,934; Missouri, 12,632; Nebraska, 2,833; North Dakota, 3,255; South Dakota, 3,897; Tennessee, 33; Wisconsin, 128,190; a total of 4,423,583; railroad fuel, 6,188,550.

The per capita consumption of bituminous coal within the state is 4.24 per ton, against a country average of 2.04. This per capita is exceeded only by Illinois, Delaware and Montana. Combining anthracite and bituminous figures the per capita for Indiana is the same as for Pennsylvania, 4.45 tons, and is exceeded only by Delaware, Illinois, Montana and the New England states. The consumption upon the square mile basis is 460 tons. Although as shown in the distribution figures, 38 per cent. of the output of the state is consumed within its own borders, that tonnage represents less than 40 per cent. of the total coal bituminous requirements of Indiana. Approximately 55 per cent. of the coal burned in Indiana comes from the eastern states of the Appalachian coal measures. West Virginia alone contributes, under normal conditions, over 25 per cent. of the fuel used by Indiana. Study of the detailed figures following throws an interesting light on the troubles experienced by Indiana under the famous lake Priority Order No. 1 of the summer of 1917, showing, as they do, that over 50 per cent. of the potential sources of supply for the state were affected, adversely to Indiana's interests, by the order in question. Detailed figures on the consumption and origin of fuel consumed follow: Illinois, 825,601; Indiana, 6,394,019; Kentucky, 2,886,806; Maryland, 6,947; Ohio, 350,251; Pennsylvania, 855,259; Tennessee, 22,590; Virginia, 152,291; West Virginia, 4,072,001; lake coal, 551,000; total, 16,116,765; Pennsylvania anthracite, 600,000; grand total, 16,716,765.

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WALTER A. BLEDSOE, Terre Haute, Indiana,
President Walter Bledsoe & Co., Terre Haute, is also Secretary of the Fayette Realty & Development Co., and has been in the coal business twenty-five years. He was formerly with the New Pittsburgh Coal & Coke Co. and the Indiana Southern Coal Co., filling the position of General Sales Agent. Mr. Bledsoe is one of the best known of Indiana operators and has a wide and favorable acquaintance in the coal trade.

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ALFRED M. OGLE, Terre Haute, Indiana,
President Vandalla Coal Co., Terre Haute, Indiana, was born at Stamford, Connecticut, September 28, 1882, and has been in the coal business for fourteen years. He also organized the Indiana Coke & Gas Co., Vigo Mining Co., and the Atlas Mining Co. Mr. Ogle is one of the most prominent of the Indiana coal operators. He is now connected with the United States Fuel Administration.



BERNARD H. BATTY, Indianapolis, Indiana,
Vice President and Sales Manager of the Vandalla Coal Co. at Indianapolis, Indiana, has been connected with the coal business for twenty-three years, formerly as a jobber and with the Island Coal Co., which was merged with the Vandalla Coal Co. in 1905. He was born in Indianapolis March 1, 1879, and has many warm friends in the trade.



HARRY W. REDMAN, Chicago, Illinois,
Northwestern Sales Agent for the Vandalla Coal Co., 1500 Old Colony Building, Chicago, Illinois, was formerly with the Victoria Coal Mining Co., the Shirley Hill Coal Co. and the Monon Coal Co., and has been in the coal business fifteen years. He was born near Casey, Illinois, November 23, 1876.

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GEORGE H. RICHARDS, Terre Haute, Indiana, President of Richards & Sons, Terre Haute, Indiana, was born at Bristol, England, May 11, 1873, and has been in the coal business for twenty-six years. He is also General Manager of the Lower Vein Coal Co. and a Director of the Willow Creek Coal Co.



CLEMENT J. RICHARDS, Terre Haute, Indiana, Vice President of Richards & Sons, Terre Haute, was born in Shelburn, Indiana, December 5, 1881, and has been in the coal business eighteen years. He is also President of the Willow Creek Coal Co. and Treasurer of the Warren Coal Co.



FRANK W. RICHARDS, Terre Haute, Indiana, Secretary and Treasurer of Richards & Sons, Terre Haute, Indiana, was born in Woodhouse, England, November 3, 1874, and has been in the coal business for twenty-one years. He is also Vice President of the Lower Vein Coal Co., Secretary of the Willow Creek Coal Co. and Secretary of the Warren Coal Co.



BERNARD J. RICHARDS, Terre Haute, Indiana, Director of Richards & Sons, Terre Haute, Indiana, was born at Woodhouse, England, July 24, 1876, and has been in the coal business for nineteen years. He is also General Manager of the Willow Creek Coal Co.

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EDWARD SHIRKIE, Terre Haute, Indiana,
Was born in Scotland January 11, 1859, and has been engaged in the coal business forty-three years. Mr. Shirkie is President of the Bickett-Shirkie Coal Co. He started with his father to operate a coal mine and in 1884 opened the first shipping mine in the Clinton field and has been in that field ever since that time. Mr. Shirkie is a member of the Indiana Coal Operators' Association and the International Railway Fuel Association.



JOHN S. SHIRKIE, Terre Haute, Indiana,
President of the West Clinton Coal Co., Terre Haute, Indiana, was born in Carbon, Indiana, May 4, 1878, and has been in the coal business twenty-three years. He was formerly connected with the Retlaw Mining Co. and W. S. Bogle & Co., Inc., and has served as member of the Indiana Coal Operators' Association.

HUGH SHIRKIE, Terre Haute, Indiana.
President of the Shirkie Coal Co., Terre Haute, was born in Elyrshire, Scotland, January 13, 1862, and has been in the coal business forty-three years. He is President of the Glendale Coal Co. and the Glenco Coal Co. Mr. Shirkie was formerly connected with the firms of Shirkie & Sons, Bruietts Creek Coal Co., Dering Coal Co., Kelly mines and Oak Hill Coal & Mining Co. He served as President of the Indiana Coal Operators' Association for two years and as Vice President for a period of eleven years.



STEWART SHIRKIE, Terre Haute, Indiana,
General Manager and Treasurer of the West Clinton Coal Co., Terre Haute, Indiana, was born in Carbon, Indiana, April 3, 1873, and has been in the coal business twenty-seven years. He was formerly connected with the Oak Hill Mining Co., Dering Coal Co., Indiana Bituminous Coal Co. and others and with his brother started the West Clinton Coal Co. in 1912. He is a member of the Indiana Bituminous Coal Operators' Association.

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WILLIAM M. ZELLER, Brazil, Indiana.
 President of Zeller, McClellan & Co., Inc., and also of the American Coal Mining Co., Brazil, Indiana, is also interested in the Brazil Collieries Co. and has been in the business for thirty-nine years. Formerly he was connected with the following: Superior Block Coal Co., Clay County Block Coal Co., Zeller & Zigler Coal & Mining Co., Zeller & McClellan Coal & Mining Co. He was born in 1861 at Harmony, Indiana.



WILLIAM J. SNYDER, Brazil, Indiana.
 Secretary and Treasurer of the American Coal Mining Co. and of Zeller, McClellan & Co. at Brazil, Indiana, has been nineteen years in the coal business and is a member of the Indiana Coal Operators' Association. He was born at Catasauqua, Pennsylvania, August 16, 1863. Mr. Snyder has a wide acquaintance in the coal trade.



HOMER BEESON TALLEY, Terre Haute, Indiana.
 President of the Coal Bluff Mining Co., Terre Haute, Indiana, was born in Terre Haute, Indiana, September 4, 1877, and has been in the coal business sixteen years. He is also President of the Coal Creek Coal Co., and Treasurer of the Fort Harrison Mining Co. He has served on the Executive Committee of the Indiana Bituminous Coal Operators' Association and Indiana Coal Trade Bureau's Executive Committee.



ARCHIBALD D. SPEAKS, Clinton, Indiana.
 Secretary-Treasurer of The Ferguson-Spears Coal Co. at Clinton, Indiana, has been in the business for twenty-one years. He was born in Butler County, Pennsylvania, June 20, 1880. Formerly he was mining engineer for the Clinton Coal Co. and others. He is a member of the Indiana Coal Operators Association.

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ANDREW J. COCHRAN, Indianapolis, Indiana. Manager of the Cochran Coal Co., Indianapolis, Indiana, has been in the business for fourteen years, formerly with the New Linton Coal Co. He was Modoc for Indiana, Order of KoKoal. He was born at Macon City, Missouri, May 6, 1867. Mr. Cochran has a host of friends in the trade.



FRANK L. FENSTEMACHER, Indianapolis, Indiana. Well-known wholesale coal salesman of Indianapolis, was formerly Assistant Manager of Sales with the Oilphant-Johnson Coal Co. For five years Mr. Fenstemacher was General Manager of the Findlay Ice & Fuel Co., Findlay, Ohio, and for fifteen years Sales Agent for the Sunday Creek Coal Co. in Ohio and at Indianapolis. He was born at Carroll, Ohio, December 3, 1864, and has many warm friends in the coal trade.



EMMA EDITH GATES, Indianapolis, Indiana. Proprietor of the E. E. Gates Coal Co., Indianapolis, Indiana, has been in the retail business for twenty years. She was formerly with the C. Ehrlich Coal Co. and the Star Elevator Co. Mrs. Gates was born at Mattoon, Illinois, March 26, 1869. She has many friends in the trade and has built up a very successful business.



JOHN A. GEORGE, Indianapolis, Indiana. President and Treasurer Indianapolis Coal Co., 234-240 Newton Claypool Building, Indianapolis, was born in Columbus, Indiana, October 9, 1869, and has been in the retail coal business twenty-seven years. The first nine years of his business experience was in Columbus. He is a Director of the Vandalia Coal Co., a well-known Indiana mining corporation. He was one of the organizers and the first President of the Indianapolis Retail Coal Merchants' Credit Association, was the first President of the Indiana Retail Coal Merchants' Association, and has been one of the Indiana Directors of the Michigan-Ohio-Indiana Coal Association.

COAL MEN OF AMERICA



FRED GOEPFER, Indianapolis, Indiana,
A well-known Indianapolis retail coal merchant with a yard located at West Michigan Street and the C. I. & W. Ry., was born in Germany June 2, 1869, and has been in the retail coal business in Indianapolis twenty-four years. His son, Fred A. Goepfer, Jr., aged 23 years, is associated with him.



ARCH GROSSMAN, Indianapolis, Indiana,
President of the Cedar Creek Coal Co., 414 Merchants' Bank Building, Indianapolis, has been in the coal business for thirteen years, formerly with the New York Coal Co. He is a Director of the National Coal Jobbers' Association and of the Indiana Coal Jobbers' Association. He has served as KoKoal Skout in Indiana. He was born at Columbus, Ohio, May 31, 1887, and is one of the most popular coal salesmen in Indiana.



ELLSWORTH E. HELLER, Indianapolis, Indiana,
Manager for E. E. Heller & Co., Indianapolis, Indiana, has been in the retail coal business for fifteen years. He served for three years as President of the Indianapolis Retail Coal Merchants' Credit Association and is a member of the Board of Governors. He is Chairman of the Seventh district of the Indiana Coal Merchants Association. He was born June 18, 1863, in Fayette County, Indiana, and is a leading coal merchant of Indianapolis.



DONALD READ LINDLEY, Indianapolis, Indiana,
Vice President of the Bicknell Coal & Mining Co. and Treasurer of the Pike County Coal Co., Merchants Bank Building, Indianapolis, Indiana, was formerly connected with Lindley, Schmid & Co. Mr. Lindley was born February 16, 1886, at Evansville, Indiana, and is well known in the trade.

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OTIS D. MAURER, Indianapolis, Indiana, Manager of The Ehrlich Coal Co. at Indianapolis, Indiana, has been connected with the coal business for sixteen years. He was born August 31, 1876, at Brazil, Indiana, and has many friends in the trade.



A. H. MEYER, Indianapolis, Indiana, President of A. B. Meyer & Co., Indianapolis, Indiana, has been identified with the coal business for forty years. He is a Director of the United Fourth Vein Coal Co. and formerly was President of the Western Coal Dealers' Association. He has also been a Director and Vice President in the Michigan-Ohio-Indiana Coal Dealers' Association. He was born at Indianapolis in 1853. Mr. Meyer is very highly regarded in the trade.

F. A. KROEFF, Ft. Wayne, Indiana, Vice President of Niezer & Co., Ft. Wayne, and Manager of the coal department, has been connected with the retail business six years. The company operates a branch coal yard at Monroeville, Indiana. He was born in Sheboygan, Wisconsin, October 27, 1875.



FRANCIS H. RAGAN, Indianapolis, Indiana, General Sales Agent and Manager Ragan-McAbee Coal Co., Indianapolis, has been fourteen years in the business, formerly as Indiana Sales Agent of the C. W. Johnson Coal Co. of Chicago and as General Sales Agent of the Consolidated Indiana Coal Co. and the Red Jacket Coal Co. He was born at Greencastle, Indiana, December 25, 1866. D. H. McAbee is Secretary and Treasurer of the company. He was formerly State Factory Inspector for ten years.

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S. P. REED, Ft. Wayne, Indiana,
Of Reed Bros. Coal & Feed Co. at Ft. Wayne, Indiana, is an equal partner in the business with which he has been connected for eight years. He has served as Secretary of the Ft. Wayne Coal Club. He was born May 28, 1883, at Ft. Wayne.



JARED J. REED, Ft. Wayne, Indiana,
A partner in Reed Bros. Coal & Feed Co. at Fort Wayne, Indiana, has been in the retail business nine years. He has served as Secretary of the Ft. Wayne Coal Club. He was born January 10, 1885, at Ft. Wayne.



HENRY W. BERNING, Ft. Wayne, Indiana,
President and Manager of the Walton Avenue Coal Co. at Ft. Wayne, Indiana, has been in the retail coal business for four years, succeeding Fred Goette, Sr., who formerly operated the business. Mr. Berning was born at Ft. Wayne, August 8, 1890.



FRED H. GOETTE, JR., Ft. Wayne, Indiana,
Secretary and Treasurer of the Walton Avenue Coal Co. at Ft. Wayne, Indiana, has been in the business four years. He was born at Ft. Wayne August 8, 1898. He is a son of the previous owner, Fred Goette, Sr.

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INDIANA—Indianapolis

ROBERT ALDAG, Secretary and Treasurer of the F. W. Aldag Co. at Indianapolis, Indiana, has been connected with the retail coal business nine years. He was born in Indianapolis August 12, 1885.

FRED A. BEHRENT of the firm of Stuckmeyer & Co., coal merchants at Indianapolis, Indiana, has been in the business for seventeen years. He was born at Indianapolis October 22, 1873.

ARTHUR E. BRADSHAW, 407 Odd Fellows' Building, Indianapolis, Indiana, is President of the Indianapolis Mortar & Fuel Co., which he established sixteen years ago. He is a native of Indiana. He has served as Treasurer of the Michigan-Ohio-Indiana Coal Dealers' Association and President of the Indianapolis Coal Merchants' Credit Association.

HENRY E. BRUNER, Indianapolis, Indiana, is owner of the Bruner Coal Co. and has been in the business for seventeen years. He was formerly with the Great Western Coal & Coke Co. at Chicago, the Central States Fuel Co. and Sunflower Coal Co., Dugger, Indiana. He was born at Hope, Indiana, February 6, 1870.

WALTER BURROWS, 4260 Cornelius Ave., Indianapolis, Indiana, is President of the Gem Coal Co. and has been in business four years. He was born in Sheffield, England, June 26, 1856. His sons, Walter Burrows, Jr., and William S. Burrows, are Treasurer and Secretary respectively of the company.

HORACE G. CASADAY is sole owner of the Casaday Coal Co. at Indianapolis, Indiana, and has been connected with the business for thirteen years. He acquired the interest of Frank E. Casady four years ago. He was born in June, 1872, at Rushville, Indiana.

CLIFFORD CHRISTENA, Indianapolis, Indiana, is owner of the Home Coal Co. and has been in the retail business for nine years. He was formerly with the Garstang Fuel Co. and the F. E. Janes Coal Co. He was born July 11, 1889, at Indianapolis.

HARVEY COONSE, Indianapolis, Indiana, is Secretary and Treasurer of the Coonse & Caylor Ice Co. and has been in the retail coal business sixteen years, formerly with the Aldag-Coonse Co. He was born in Indiana March 24, 1870.

ANTHONY S. COST owns the Union Coal & Coke Co. at Indianapolis, Indiana, with offices in Merchants' Bank Building, and has been in the business for sixteen years. He was born December 18, 1844, in Green County, Ohio.

FREDEHICK E. DAUNER is President of the Dauner Coal Co. at Indianapolis, Indiana, and has been engaged in the coal business for sixteen years. He is also President and Treasurer of the Victor Colliery Co., Wellston, Ohio, and Secretary and Director of the Sunlight Coal Co., Indianapolis. He was formerly with the Harmon & Black Coal Co. at Chicago. He was born February 3, 1873, at Grayville, Illinois.

CHARLES B. DAVIS, Indianapolis, Indiana, is the Manager and Owner of the Davis Coal & Block Co. and has been engaged in the business for eight years. He was born July 30, 1883, at Mount Carmel, Indiana.

FRANK M. DELL is a retail coal merchant at 1001 Southeastern Ave., Indianapolis, Indiana. He was born at Lafayette, Indiana. Mr. Dell is the dean of Indianapolis coal merchants and is highly respected in both the trade and the community.

GEORGE E. ELKINS is Sales Agent for the Bickett Coal & Coke Co. at Indianapolis, Indiana, and has been connected with the coal business for seventeen years, formerly with the Manufacturers' Coal Co. He is also interested in the Northwestern Coal Co. He was born in Indiana in 1875.

CHARLES N. ELLIOTT, Indianapolis, Indiana, is Secretary of the Indian Creek Coal & Mining Co. and of the S. W. Little Coal Co. He is Secretary-Treasurer of the Knox County Fourth Vein Coal Co. He is likewise interested in the Indiana Fuel Supply Co. and the Peoples Coal & Cement Co. He has been in the coal business for thirteen years and was born at Terre Haute, Indiana, October 4, 1872.

ANSEL FATOUT is Secretary and Manager of the Freeman-Fatout Coal Co. at Indianapolis, Indiana, and has been in the business for twenty-one years, formerly with the Fauvre Coal Co. He was born February 23, 1872, at Indianapolis.

FRANK F. FITCH, Indianapolis, Indiana, is Manager of the coal department of the City Ice & Coal Co., with which he has been connected for twenty years. He was born in Lexington, Kentucky, March 30, 1865.

JOHN W. FREDERICK, Indianapolis, Indiana, is a retail coal merchant who has been doing business for fifteen years. He was born at Vandenburg, Germany, June 14, 1846.

A. C. GOLL, General Manager of the Commercial Fuel Co., Indianapolis, Indiana, has been in the business for eight years.

MORTON E. GOULD, Indianapolis, Indiana, is President and Manager of the Linton Coal Co. and has been connected with the coal business for twenty-three years. He was formerly with the following: L. T. Dickason Coal Co., Shirley-Hill Coal Co., Gould Coal Washing & Mining Co. He has served as Vice President of the Indiana Bituminous Coal Operators' Association. He was born at Terre Haute April 8, 1864.

IRA J. GROVER is President and General Manager of the Grover Coal Co. at Indianapolis, Indiana, and has been engaged in the business for fifteen years. He was born at St. Louis, Missouri, August 14, 1872.

SAM A. HARRAH, Indianapolis, Indiana, is the owner of the Harrah Coal Co. and has been a retailer for four years. He was born in Indiana February 28, 1891.

JOSEPH L. HOGUE, Indianapolis, Indiana, is the owner of the J. L. Hogue Fuel & Supply Co. and has been in the retail business for six years. He formerly was with the Riverside Coal Co. He was born in Shelby County, Indiana, January 18, 1870.

CHARLES H. HOUNE is Manager of the Casady Coal Co. at Indianapolis, Indiana, and has been in the business for five years. He was born in Cloverdale, Indiana, June 21, 1874.

AMOS B. KEEPORF is President of the A. B. Keeporf Co. at Indianapolis, Indiana, and has been in the retail coal business for seventeen years. Harry A. Rogers is Secretary-Treasurer of the company.

HOWARD N. KINGSBURY, 5932 Lowell Ave., Indianapolis, Indiana, is President of the Kingsbury-Shepherd Coal Co. He has been seventeen years in the business, formerly with the Marion Coal Co. as Manager. He was born at Indianapolis September 19, 1878.

F. SMITH KIRTLEY, Indianapolis, Indiana, is General Manager of the Hoosier City Coal Co. and has been in business eight years. He was born September 19, 1868, at Mt. Auburn, Indiana.

FRANK E. MALOTT, Indianapolis, Indiana, Secretary and Treasurer of The Malott Coal & Lime Co., has been in the business for about nineteen years. He was born at Bedford, Indiana, April 5, 1867. He has served a term as Secretary of the Indianapolis Coal Merchants' Association.

WILLIAM P. MALOTT is President of The Malott Coal & Lime Co. at Indianapolis, Indiana, and has been identified with the business for nineteen years. He was born at Bedford, Indiana, February 16, 1840.

JOHN ROBERT MORRIS is General Manager of the J. R. Morris Coal Co., Indianapolis, Indiana. Formerly he was in the retail business as the Morris Coal Co., and was salesman for the Powhatan Coal Co. and the Ohio & Michigan Coal Co., as well as Manager of the Indianapolis office of the Brothers Valley Coal Co. His present company was organized November 8, 1915. He was born at Ft. Wayne, Indiana, November 6, 1883.

SAUL MUNTER, 340 West Michigan St., Indianapolis, Indiana, is the owner of the Central Coal Co. and has been in the retail business seven years. He was born at Attica, Indiana, in 1870. Mr. Munter is President of the Indiana Retail Coal Merchants' Association.

HANES E. NEAL is Treasurer and Sales Manager of the Indian Creek Coal & Mining Co., the S. W. Little Coal Co. and the Riverview Coal Co., Indianapolis, Indiana. He has been in the coal business for fifteen years and formerly was with the Summit Coal & Mining Co. He was born at Farmersburg, Indiana, August 1, 1878.

ARTHUR E. NELSON is District Sales Agent for the Consolidated Indiana Coal Co., Indianapolis, Indiana. He was formerly with the Chicago Coal Co. and has been in the business for thirteen years. He was born in Chicago, Illinois, March 6, 1886.

WALTER F. O'DONNELL, Indianapolis, Indiana, is Secretary of the Manley-O'Donnell Fuel Co. and has been in the coal business for fourteen years. He was born at Cincinnati, Ohio, in 1874.

ISAAC E. PAUKER, Indianapolis, Indiana, is Manager of Sales for Indiana for the Worth-Huskey Coal Co. of Chicago. He has been connected with the coal business for fifteen years, formerly with the Carnegie Coal Co. of Pittsburgh, Pennsylvania, and the R. J. Kroger Co. of Cincinnati, Ohio. He was born December 7, 1869, in Arba, Indiana.

JULIUS W. PINNELL is General Manager of J. W. Pinnell & Co. with general offices at Indianapolis, Indiana, and operating a dozen lumber and coal yards throughout the state of Indiana. He has been in the business for thirty-six years and was born at Lebanon, Indiana, October 30, 1858.

COAL MEN OF AMERICA

CHARLES ROSCOE QUICK, Indianapolis, Indiana, is Manager of the coal department of the Brannum-Keene Lumber Co. and has been in the business five years. He was born at Frankton, Indiana, September 2, 1882.

GROVER C. RADER of the Grover C. Rader Co., wholesale coal, Indianapolis, Indiana, has been twelve years in the coal business. He was born September 18, 1884, in Clay City, Indiana.

HAY L. REED is Vice President of Walter Bledsoe & Co., Indianapolis, Indiana. He has been in the coal business for eleven years, formerly with the Dering Coal Co. and the Brazil Block Coal Co. He was born November 17, 1888, in Newton, Illinois.

ALEXANDER HUMPLER, 1227 State Life Building, Indianapolis, Indiana, is Manager of the Indianapolis branch of the Logan Pocahontas Fuel Co. He was formerly with the Madison Coal Co., St. Louis, Missouri, and the Luhrig Coal Co., Cincinnati, Ohio. He has been in the coal business for twenty-one years. He was born at Chicago, Illinois, September 13, 1874.

HERMAN H. SCHULZ, formerly Secretary and Treasurer of the Balke & Strauss Co. at Indianapolis, Indiana, has been in the coal business for twenty-six years. He has served as President of the Retail Coal Merchants' Credit Association at Indianapolis. He was born at Aurora, Indiana, in June, 1867.

JAMES B. SHEPHERD is Secretary and Treasurer of the Kingsbury-Shepherd Coal Co. at Indianapolis, Indiana. He was formerly with the Marion Coal Co. and has been eight years in the business. He was born at Ripley, Ohio, September 24, 1884.

S. C. SILCOX, Indianapolis, Indiana, has been in the retail coal business for twenty years. He was born in Indiana September 13, 1853.

ENOS R. SNYDER, Indianapolis, Indiana, has been in the retail coal business for twenty years. He claims to have made yellow paint famous by having his wagons of that color, and owns the original yellow coal wagon. He was born February 29, 1880, at Indianapolis.

FRED D. STILZ, Secretary-Treasurer Irvington Coal & Lime Co., 5603 Julian Avenue, Indianapolis, Indiana, has been engaged in the business since April 1, 1916. He was born in Indianapolis April 23, 1870. Mr. Stilz was formerly engaged in the real estate business.

ARTHUR E. STRICKLAND, Indianapolis, Indiana, is Indiana Sales Agent for the Jones & Adams Coal Co. He has been in the business for eleven years, formerly with the Borderland Coal Sales Co. and the American Coal & Coke Co. He was born October 22, 1883, at Greenfield, Indiana.

CHARLES H. STUCKMEYER, head of the firm of Stuckmeyer & Co., retail coal merchants at Indianapolis, Indiana, has been connected with the trade for seventeen years. He has been a resident of Indianapolis sixty-six years and was born August 10, 1850, at Cincinnati, Ohio.

E. J. SUFFEL is Traffic Manager and Salesman for the J. R. Morris Coal Co., Indianapolis, Indiana. He has been three years in the business and formerly was with the Ragan-McAbee Coal Co. He was born at Utica, Nebraska, in 1889.

HARVEY D. TRIMBLE is Secretary and Treasurer of the Dauner Coal Co., Indianapolis, Indiana, and has been fifteen years in the coal business. He also fills the position of Secretary of the Victor Colliery Co., Wellston, Ohio. He was born August 10, 1883, at Princeton, Illinois.

CHARLES D. TROWBRIDGE, Indianapolis, Indiana, is Southwestern Sales Agent for the White Oak Coal Co. He has been in the coal business for over twenty years, formerly with the following concerns: C. D. Trowbridge Coal Co., as President and General Manager; American Coal & Mining Co., as President and General Manager; Stone-Brown Co., as Sales Manager; Bugbee Coal Co., as President, and Bonham Coal Co. as Vice President. He was born January 1, 1863, at Utica, Ohio.

R. ROY YEAGLEY, Secretary Indiana Retail Coal Merchants' Association, with headquarters at 606 Fidelity Trust Building, Indianapolis, Indiana, was born in Dennison, Ohio, March 19, 1880, and has had six years' coal experience, first with the firm of Grant & Yeagley at Logansport, Indiana, and later supplemented by his coal association work. The association of which Mr. Yeagley is Secretary is a very aggressive organization of retailers.

GEORGE D. YEAZEL, Secretary of the United Fourth Vein Coal Co., Indianapolis, Indiana, has been connected with the coal business for fourteen years. He was born at Dayton, Ohio, in 1875.

INDIANA—Fort Wayne

JOHN JOSEPH AUTH is President and Manager of The Auth Coal Co. at Ft. Wayne, Indiana, and has been in the retail business five years. He was born at Ft. Wayne February 2, 1870.

CONRAD BAUSS is Managing Partner in the Maumee Valley Coal Co., Ft. Wayne, Indiana. He has been in the retail coal business for fourteen years. He was born December 30, 1863, in Germany.

O. R. BROKAW, Secretary of the Phil. Gloeckner Coal Co., Ft. Wayne, Indiana, was born in 1881 at Ft. Wayne.

LYNN ELLIOTT BUSTING, Ft. Wayne, Indiana, salesman for the General Hocking Fuel Co., was born at New Castle, Indiana, July 28, 1886, and has been in the coal business for ten years. He was formerly with the C. M. Anderson Coal Co.

PHILIP GLOECKNER, 405 Shoaff Building, Ft. Wayne, Indiana, is President and Manager of the Phil. Gloeckner Coal Co. He was formerly with Kelly's Creek Colliery Co. and the Chesapeake & Ohio Coal & Coke Co. He has been thirteen years in the business and was born in Chicago, Illinois, January 23, 1884. Mr. Gloeckner is one of the best known coal salesmen in Indiana.

GEORGE H. KRUDOP, retail coal merchant at Ft. Wayne, Indiana, has been in the business for over thirty years, formerly with C. F. Krudop, whom he bought out in 1890. He was born at Ft. Wayne May 12, 1869, and has held many offices in retail coal associations.

AUGUST J. LASSUS, President and Manager of the Wm. Kaough Coal Co. at Ft. Wayne, Indiana, has been in the retail business for nine years. He was born at Louisville, Ohio, November 6, 1882.

SHIRLEY NELSON LONGSWORTH, Secretary and Treasurer of The Auth Coal Co. at Ft. Wayne, Indiana, has been in the retail coal business for seven years. He was formerly with the Home Supply Co. of Ft. Wayne. He served as a Director in the Michigan-Ohio-Indiana Retail Coal Dealers Association from 1915 to 1918. He was born at Van Wert, Ohio, December 20, 1877.

C. P. MILLIKIN, Treasurer of the Phil. Gloeckner Coal Co. at Ft. Wayne, Indiana, was born at Warren, Ohio, in 1885.

CHARLES E. MOELLERING, President and General Manager of the Pioneer Coal Co., Ft. Wayne, Indiana, was born in Ft. Worth September 12, 1870, and started in business with his father January 26, 1886. On May 10, 1904, they took over the coal yards and equipment of the Pioneer Coal Co. and have built up this business until it is now the largest and best coal plant in their part of the state. Mr. Moellering is the originator of the plan of the present successful state organization by districts, having introduced same in the builders' supply line. He has been interested in public and patriotic affairs and untiring in association work. He is the President of the Ft. Wayne Coal Club. He is also President and Treasurer of the Moellering Construction Co., President of William Moellering Sons, and Treasurer of the Moellering Brick Co.

EUGENE H. OLDS is President and Manager of the Olds Coal Co. at Ft. Wayne, Indiana. He was born at Ft. Wayne January 14, 1873. He is a member of the Ft. Wayne Coal Club.

W. J. RODENBECK, Secretary The Home Supply Co., Ft. Wayne, Indiana, was born in Dayton, Ohio, May 12, 1874, and started in the coal business this year.

C. A. SEIBEL is proprietor and Manager of the Dunn Coal Co. at Ft. Wayne, Indiana, and has been in the retail business for four years. He was born at Ft. Wayne June 13, 1883.

CLIFF H. TAYLOR, Manager of the Evans Coal Co. at Ft. Wayne, Indiana, has been sixteen years in the business. He was formerly with the Sunday Creek Coal Co., Litz-Smith Fuel Co. and the Borderland Coal Sales Co. He was born in Muncie, Indiana, in 1878. Mr. Taylor has a wide acquaintance among the Indiana coal trade.

WILLIAM M. WELLS, retail coal merchant at Ft. Wayne, Indiana, has been in the business for thirty-four years, formerly at Fredericktown, Ohio, from 1885 to 1900. He was born February 22, 1859, in Fredericktown.

COAL MEN OF AMERICA

INDIANA—Terre Haute

JOHN H. ALVEY, Secretary-Treasurer of the Smith-Alvey Coal Co., Terre Haute, Indiana, has been in the retail business for six years. He was formerly with the Alvey Bros. Coal Co. He was born April 9, 1887, at Terre Haute.

IRA W. APEN, Secretary and Treasurer of The Rowland Block Coal & Clay Co., The Ohio & Indiana Collieries Co., Power Collieries Co. of Indiana, and Rowland-Power Collieries Co., and Secretary Rowland-Power Consolidated Collieries Co., Terre Haute, Indiana, has been connected with the coal industry for about fifteen years, formerly with the Roberts Coal Co., Crescent Coal Co., and Glen Roy Coal Co., Jackson, Ohio. He was born February 14, 1878, in Jackson.

JOHN LAKE CRAWFORD is President of the Crawford Coal Co., Terre Haute, Indiana, and has been in the retail business twenty-one years. He was born in Terre Haute in 1872.

CLIFFORD E. FORSYTH, General Superintendent Rock Creek Coal Co. and President Terre Haute Coal & Supply Co., Terre Haute, Indiana, has been in the coal industry seventeen years. He was formerly with the Ehrmann Coal Co. and the Clay County Block Coal Co. He has served as President of the Retail Coalmen's Club of Terre Haute. He was born August 3, 1882, in Vigo County, Indiana. Harry G. Sparks is Secretary-Treasurer and William H. Forsythe General Manager of the Terre Haute Coal & Supply Co.

GEORGE H. GEROEHEB, late of Terre Haute, Indiana, was Sales Agent for the United Fourth Vein Coal Co. for about thirteen years. Formerly he was with the Chicago & Eastern Illinois Railway and with the Chicago, Terre Haute & Southeastern Railway. He served as KoKoal Sachem for Terre Haute. He was born May 9, 1871, at Cincinnati, Ohio, and died April 10, 1918. He had many friends in the trade.

OTTO HEYDEN, Terre Haute, Indiana, is Secretary and Treasurer of the Parke County Coal Co., Rosedale, Indiana, and has been connected with the coal industry for thirty-four years. He was born July 7, 1839, in Germany.

C. H. JONES of Terre Haute, Indiana, is President of the Calora Coal Co. and of the LeMoir Coal Co. He has been in the coal business for thirty-six years, formerly with the Pittsburgh Coal Co. and the Winifrede Coal Co. He was born October 26, 1859, at Cincinnati, Ohio, and is well known in the coal trade.

CHARLES F. THORP, Treasurer of the Sugar Valley Coal Co., West Terre Haute, Indiana, was born at Terre Haute, Indiana, November 22, 1868, and has been in the coal business for twenty-two years. He was formerly connected with the Island Valley Coal Co. and Victoria Coal Co.

WILLIAM L. WILLIAMSON, Secretary and Treasurer of the Neutral Coal Producers Co., Terre Haute, Indiana, was born in Indianapolis, Indiana, in 1873, and has been in the coal business for twenty-one years.

ISAAC HEBBERT WOOLEY, General Manager of the Interstate Mining Co., Terre Haute, Indiana, was born in England January 24, 1867, and has been in the coal business for thirty-three years. He was formerly connected with the Currysville Coal Co., Dering Coal Co., Southern Indiana Coal Co. and Kettle Creek Mining Co.

W. PAUL ZIMMERMAN, Secretary and Treasurer of the Hall-Zimmerman Coal Co., Terre Haute, Indiana, was born in Brazil, Indiana, September 14, 1875, and has been in the coal business for twenty-one years. He is also President of the Zimmerman Coal Co. Mr. Zimmerman was formerly connected with the Otto Creek Coal Co. and is a member of the Indiana Bituminous Coal Operators' Association and the Indiana Coal Trade Bureau.

INDIANA

WILLIAM AHLBORN is the President of Wm. Ahlborn & Co. at Hammond, Indiana, and has been engaged in the retail coal trade nineteen years. He was born in Germany March 25, 1873.

ROBERT ALEXANDER, retail coal merchant at Buck Creek, Indiana, has been in the business for thirteen years. He was born in Canada in 1857.

RUSSELL C. ALLEN owns the retail coal business of J. L. Allen & Son at Covington, Indiana, and has been in the business for eleven years. He was born at Covington February 22, 1881.

TOM A. ALLEN, retail coal merchant at Linden, Indiana, has been doing business for five years. He was born at New Richmond, Indiana, July 27, 1876.

LINCOLN G. ANDERSON, Martinsville, Indiana, has been in the retail coal business for seven years. He was born in Monroe County, Indiana, September 21, 1864.

W. N. ANDERSON, coal retailer at Kouts, Indiana, has been in the business thirty-eight years. He was born in Kouts December 19, 1849.

JOSEPH G. APPELEGATH is the Office Manager of the Princeton Coal Co. of Princeton, Indiana. He has been connected with the retail coal business for thirty years, formerly with C. O. Godfrey, James Townsend, S. W. Little Coal Co. and Princeton Coal & Mining Co. He was born at Albion, Illinois, October 10, 1867.

JOHN B. ARCHBOLD, President of the John Archbold Coal Co. at Evansville, Indiana, has been in the coal business for over forty years. He was born in England.

WAID CAULETON ARNOLD, Warsaw, Indiana, representing the Delaware, Lackawanna & Western Coal Co. and the D. D. Schenck Co., Toledo, Ohio, was born in Pomeroy, Ohio, October 23, 1876, and has been in the coal business thirteen years. He was formerly connected with The Columbus & Hocking Coal & Iron Co. of Columbus, Ohio.

ROBERT W. BAILEY is Vice President and General Manager of the J. W. Bailey Co., coal merchants at Anderson, Indiana, and has been connected with the coal business for eight years. He was born August 22, 1887, at Portsmouth, Indiana.

LEWIS J. BALDWIN, proprietor of the Twin City Ice & Fuel Co. at Gas City, Indiana, has been in the retail coal business for about eighteen years. He was formerly with the Consumers Ice & Fuel Co. and the Sterling Ice & Fuel Co. at Marion, Indiana. He was born at Marion in 1875.

ERNEST L. BAHNIEB is Secretary and Treasurer of the New Jersey Coal & Transfer Co., South Bend, Indiana. He has been connected with the coal business ten years, formerly with Loughman & Loughman. He was born in Centerville, Michigan, June 14, 1887. The President of the company is John H. Barbier, born in Edwardsburg, Michigan, September 13, 1895.

JAMES R. BARR, partner in the Richland Grain Co. at Earl Park, Indiana, has been connected with the coal business for thirty-three years. Formerly he was with the Wilson-Barr Co., the Caldwell-Barr Co., the McCray-Morrison Co. and James Ross. He was born in Canada in 1863.

ROBERT WILLIAM BARR is Manager of the retail coal business of Ross, Ross & Barr at Chalmers, Indiana. He has been connected with the trade for twenty-five years. He was born at Ormstown, Quebec, January 12, 1862.

ABNER J. BARRETT, retail coal merchant at Rochester, Indiana, has been in the business thirty-six years, selling the first coal ever sold in Rochester. He was born in 1850 in Fulton County, Indiana.

A. J. BARRICK is Mine Foreman for the United Fourth Vein Coal Co. at Jasonville, Indiana, and has been in the coal industry for thirty-six years, formerly with the Jasonville Coal Co. and other concerns. He was born in Clay County, Indiana, May 21, 1858.

C. E. BASH is President and Manager of C. E. Bash & Co. at Huntington, Indiana. He was born at Roanoke, Indiana, in 1856. He has been doing a retail business for about one year.

LUTHER B. BEACH, senior partner and Manager of the firm of Beach & Simmers at Albany, Indiana, has been engaged in the retail coal business for eleven years. He was formerly with J. R. Beach & Son. He was born in Boone County, Indiana, July 1, 1881.

J. W. BECKMAN, Hammond, Indiana, is Secretary and Treasurer of The Beckman Supply Co. and has done a retail coal business for eleven years. He was born in Germany September 11, 1868.

GEORGE H. BEHNKE is Manager for Ed. Behnke & Son, Gary, Indiana, and has been connected with the retail coal business for ten years. He was born December 16, 1887, at Clarke Station, Indiana.

GEORGE A. BELL is Manager and President of the Bell Coal Co. at Marion, Indiana. He has been fifteen years in the retail business and was born in Brooklyn, New York.

HARRY J. BEHNSTEIN, retail coal merchant at Marion, Indiana, has been in business fourteen years, and is owner of the Ohio Coal Co. He was born in Russia.

ALVA A. BETTERTON, Owner and Manager of the Daleville Grain & Coal Co. at Daleville, Indiana, has been in the business four years. He was born at Daleville in March, 1892.

ALLEN L. HOYD, Manager and Treasurer of the W. Wilson Lumber Co. at LaPorte, Indiana, has been in the business for thirty-one years. He was born September 17, 1869, at LaPorte.

CHARLES WESLEY BRADFIELD of Petersburg, Indiana, is the owner of "The Posey Mine," which he operates. He has been in the coal business for twenty-eight years. He was born November 4, 1870, at Petersburg.

COAL MEN OF AMERICA

JAMES W. BRIDWELL is Owner and Manager of the J. W. Bridwell Coal Co. at Evansville, Indiana, and has been in the retail coal business for four years. He has been a Director of the Indiana Retail Coal Merchants' Association and President of the Retail Coal Men's Association of Evansville. He was born at Evansville April 28, 1870, and was in the government service for twenty-three years.

ISHAEL BRONSTEIN is Manager for Peter Bronstein & Co., retail coal merchants at Huntington, Indiana, and has been connected with the business for six years. He was born in Russia November 10, 1890.

PETER BRONSTEIN is President and Treasurer of Peter Bronstein & Co., coal merchants at Huntington, Indiana, and has been six years in the retail trade. He was born August 1, 1866, in Russia.

WILLIAM BRONSTEIN, Secretary of Peter Bronstein & Co., Huntington, Indiana, has been five years in the coal business. He was born in Russia March 10, 1895.

GEORGE E. BRUNER is President and General Manager of the Bruner Coal Co. at Kokomo, Indiana, and has been in the retail business for twelve years. He has served as Treasurer of the Indiana Retail Coal Merchants' Association. He was born in Montgomery County, Ohio, July 14, 1863.

OMER D. RULLEDICK, retail coal merchant at Richmond, Indiana, has been in the coal business for ten years, formerly with H. C. Bullerdick & Son. He was born at Richmond May 15, 1886.

EDWARD W. BURT is Manager of the Eaton Coal Co. at Eaton, Indiana, and has been in the retail business for two years. He was born at Shideler, Indiana, in 1873.

E. L. CARROLL, senior member of the coal firm of E. L. Carroll & Son at Decatur, Indiana, has been in the retail business for thirty-six years. He was born at Huntsville, Ohio, February 8, 1858.

W. O. CARTWRIGHT, retail coal merchant at Anderson, Indiana, has been in the retail business for eight years. Formerly he traveled for the Taylor Coal Co. of Lafayette, Indiana. He was born in Madison County, Indiana, December 28, 1860.

GEORGE N. CASH is Secretary and Treasurer of the Elwood Coal & Fuel Co. at Elwood, Indiana, and has been in the retail business for sixteen years. He was born June 9, 1841, in Palmyra, Wisconsin.

CLYDE J. CASTETTER of the firm of Clyde J. Castetter & Co., Goshen, Indiana, has been in the retail coal business six years. He was born in Goshen October 29, 1870, and is a well-known retailer in that section.

JOHN CHESTERFIELD, Brazil, Indiana, is Superintendent of the Otter Creek Coal Co. and has been engaged in the coal business for thirty-six years, formerly with Zeller, McClellan & Co. He was born in Clay County, Indiana, in 1867.

ROY C. CLAUSER is Manager of the firm of W. H. Clauser & Son at Delphi, Indiana, and has been in the retail coal business fourteen years. W. H. Clauser, senior member, died August 30, 1914. Roy C. Clauser was born February 23, 1886, in Carroll County, Indiana.

FRED C. CLINE, Manager of the C. & O. Coal Co. at Jonesboro, Indiana, has been connected with the business for seven years. He was formerly with J. S. Neill and A. H. Cline. He was born in Jonesboro September 27, 1878.

CARL A. CLOSSON, Logansport, Indiana, is Manager of the coal business of the E. D. Closson Estate, and is also interested in a retail yard at Matthews, Indiana. He has been connected with the coal business for eleven years and formerly was Secretary and Treasurer of the Logansport Coal Dealers' Association. He was born October 10, 1884, at Logansport.

E. T. COCHRAN, retail coal merchant at Auburn, Indiana, has been in the business for twelve years. He was born May 13, 1859, at Auburn.

W. Q. COLLINS, President and General Manager of the W. Q. Collins Grain & Lumber Co. at Lake, Indiana, has been in the retail business for seven years. He was born October 18, 1878, in Indiana.

JAMES H. CORNELIUS is General Superintendent of the Panhandle Coal Co. at Bicknell, Indiana, and has been connected with the business for sixteen years. Formerly he was with the Cornelius Coal Co. He was born April 24, 1884, at Columbus, Indiana.

E. E. CORNTHWAITE of Cicero, Indiana, has been in the retail coal business for sixteen years. He was born July 11, 1863, at Collinsville, Ohio.

BUEL W. COWLEV, partner in the firm of Wier & Cowley at Ligonier, Indiana, has been in the retail coal business for forty-eight years. He was born in LaGrange County, Indiana, in 1844.

DANIEL A. CROMER is the sole owner of the Sedalia Lumber & Coal Co. at Sedalia, Indiana, and has been in the business five years. He was born at Flora, Indiana, in 1882.

FRANK P. DALTON is Vice President of the Dalton Coal Co. at Gary, Indiana, and has been in the business for eight years. He was formerly with the Lill-Robinson Coal Co. and the City Fuel Co. of Chicago.

JOSEPH A. DALTON, Secretary of the Dalton Coal Co. at Gary, Indiana, has been in the retail business for seven years, having formerly been connected with the Chicago offices of the Globe Coal Co. and the Miami Coal Co.

WILLIAM A. DALTON, President and Treasurer of the Dalton Coal Co. at Gary, Indiana, has been eight years in the retail business. He was born August 25, 1878, in Chicago, Illinois. Formerly he was with the Baltimore & Ohio Railroad in the coal traffic department and as coal and coke agent at Chicago. He is a District Chairman of the Indiana Retail Coal Merchants' Association.

G. C. DAVIS, Tipton, Indiana, was born in California and has been in the coal business for sixteen years. He was formerly connected with the firm of Fox & Davis.

J. M. DAVIS is President and Manager of the Davis Coal Co. at Shelby, Indiana, and has been in the business for thirteen years, formerly with the Davis-Caster Coal Co. He was born in Bath County, Kentucky, March 15, 1860.

J. O. DAVIS, Secretary of the Greenfield Ice & Fuel Co. at Greenfield, Indiana, has been five years in the retail coal business. He was born January 30, 1881, at Greenfield.

HERBERT H. DEAM is Secretary and Treasurer of the Studebaker Grain & Seed Co. at Bluffton, Indiana, and has been in the business for twenty-six years. He has served as President of the Michigan-Ohio-Indiana Retail Coal Dealers Association for two years. He was born at Bluffton May 25, 1862, and has been active in the grain and lumber associations.

FRANK D. DEARING, retail coal merchant at Anderson, Indiana, has been in the business for fourteen years. He was born April 24, 1874, at Florida, Indiana.

JOHN E. DEATON, senior partner of John E. Deaton & Son at Sidney, Indiana, has been in the retail coal business for thirteen years. He was born October 16, 1862, in Clark County, Ohio.

J. B. DECAMP, Brazil, Indiana, is General Manager and operator of the DeCamp Coal & Clay Co. He has spent thirty years in the coal industry as a miner and for six years has been in the retail business. He was born at Brazil in 1870.

A. DECKER, Manager of the Home Grain Co. at LaGrange, Indiana, has been in the retail coal business for nine years. He was born October 9, 1857, at Nottawa, Michigan.

G. L. DELINGER, retail coal merchant at Charlestown, Indiana, has been in the business for three years. He was born at Jeffersonville, Indiana, December 2, 1892.

WILLIAM A. DEPOY has been in the retail coal business for four years at Converse, Indiana. He was born May 9, 1872, in Ohio.

EDWARD M. DIROS, proprietor of the business of J. J. Dibos & Son at Hammond, Indiana, has been connected with the firm for twenty-eight years and has owned the business for thirteen. He has served as Secretary of the local coal dealers' association. He was born in Morton Grove, Illinois, November 9, 1887.

CLAUDE J. DILLON, Secretary Ohio Fuel & Supply Co., Van Buren, Indiana, was born in Van Buren, Indiana, October 4, 1895, and has been in the coal business for six years.

JAMES L. DILLON, Manager of the Ohio Fuel & Supply Co., Van Buren, Indiana, was born in Indiana in 1890, and has been in the coal business for eleven years.

WILLIAM F. DINGEL is President and Treasurer of the Dingel Coal & Lumber Co. at Newcastle, Indiana, and has been in the retail business for eleven years. He was born October 16, 1863, at Washington, D. C.

CLEM E. DOANE is President of the Boonville Mining Co. at Boonville, Indiana, and has been engaged in the coal business for seventeen years. He is also interested in the Fox Hill Coal Co. and the Ebony Block Coal Co. He was formerly with the Patoka River Coal & Coke Co. and the Cypress Creek Coal Co. He was born at Jasper, Indiana, October 13, 1875.

ROBERT F. DUNN has been doing a retail coal business at Russiaville, Indiana, for seventeen years. He was born at Fishers, Indiana, May 14, 1860.

EDWARD R. DYE of Monticello, Indiana, is President, Treasurer and General Manager of the United Fourth Vein Coal Co. of Indianapolis. He has been in the coal business for eighteen years, formerly with Hunter W. Finch & Co., Chicago. He was born at Piedmont, West Virginia, October 31, 1861.

COAL MEN OF AMERICA

I. S. DRAPER, Manager of the Draper Coal & Ice Co. at Sullivan, Indiana, has been thirty-one years in the retail coal business, formerly with the I. S. Draper Co. and the Old Famous Fuel Co. He was born February 20, 1864, in Sullivan County, Indiana. W. M. Draper is senior member of the company.

M. A. EBERHARD, Troy, Indiana, was born at Troy, Indiana, February 10, 1855, and has been in the coal business for nineteen years.

LAWRENCE A. EBNER, President and General Manager of the Ebner Ice & Cold Storage Co., Vincennes, Indiana, was born in Vincennes, Indiana, May 7, 1872, and has been in the coal business for twenty-five years. He is also interested in the retail coal business at Seymour, Indiana.

ERNEST ELLIS, Secretary-Treasurer of Ellis Bros., retail coal merchants at Kokomo, Indiana, has been in the business for thirteen years. He was formerly with Hunter W. Finch & Co. of Chicago. He was born at Kokomo January 8, 1877.

LEWIS FELCH, senior member of the firm of Lewis Felch & Son at New Harmony, Indiana, has been in the business for twenty-four years. He was born at New Harmony November 20, 1851. Nelson Felch, his son, is junior member of the firm and was born August 12, 1877, at New Harmony.

HULBERT M. FERGUSON, President Clinton Coal Co. and Ferguson-Spears Coal Co. at Clinton, Indiana, has been in the coal business twenty-seven years, formerly with the Ehrman Coal Co., where he began as office boy. He bought a small mine in 1894, which was his first mining venture, and organized the Clinton Coal Co. in 1901. He was born in Clay County, Indiana, October 3, 1869. Mr. Ferguson has served as Mayor of his city and taken an active interest in all civic movements.

P. J. FINGER is Secretary and Treasurer of Fingar Bros. P. & K. Coal & Coke Co. at New Albany, Indiana, and has been connected with the business for twenty-six years. He was born at New Albany April 25, 1877.

FRANK H. FOE is the owner of the Bourbon Lumber & Coal Co. at Bourbon, Indiana, and has been in the business for fifteen years, formerly managing the North Liberty Lumber & Coal Co. He was born May 8, 1871, at Hamilton, Ontario.

N. B. FORD, Manager of the Crabbs Reynolds Taylor Co., West Point, Indiana, was born at West Point, Indiana, in 1880, and has been in the coal business for sixteen years. He was formerly connected with W. B. Foresman.

ORA FORSYTH, Secretary-Treasurer of the Noblesville Fuel & Supply Co. at Noblesville, Indiana, has been connected with the business for six years. He was born at Franklin, Indiana, September 24, 1872.

C. Y. FOSTER of the firm of C. Y. Foster & Son, retail coal merchants at Carmel, Indiana, has been in the business for nineteen years.

ARTHUR E. FRETAGEOT, retail coal merchant at New Harmony, Indiana, has been in the business for eighteen years, formerly with his father, A. H. Fretageot. He was born December 12, 1873, at New Harmony.

L. E. FRICKE, a partner in the firm of L. E. Fricke & Co., Evansville, Indiana, has been in the wholesale coal business two years. He was born May 16, 1866.

WILLIAM GALE, retail coal merchant at Cumberland, Indiana, has been in the business for twenty-three years. He was born at Cumberland in 1864.

AARON GARDNER is an equal partner in the firm of Gardner & Lewis of Cottage Grove, Indiana. He is also interested in the Kitchel Elevator Co. at Kitchel and Boston, Indiana. Mr. Gardner has been in the coal business for sixteen years and was born in Cedar County, Iowa, March 1, 1860.

THOMAS GILLESPIE, Mine Superintendent at Bicknell, Indiana, is also interested in a mine at Edwardsport, Indiana, and formerly was connected with the following: Lynan Coal Co., Knox Coal Co., Knox Coal Mining Co. and Glendale Coal Co. He was born at Lanarkshire, Scotland, July 11, 1878. Mr. Gillespie worked as a miner in Scotland and has been in the business in America for thirteen years.

BENJAMIN D. GLASSCOCK, member of the firm of J. W. & B. D. Glasscock, wholesale and retail coal merchants at Muncie, Indiana, has been fifteen years in the business. He was born at Hillsboro, Ohio, September 25, 1872. Mr. Glasscock is a Director of the Indiana Retail Coal Merchants' Association.

PHILIP GOETHALS is a partner in the firm of Goethals & Makank, Mishawaka, Indiana, and has been in the retail coal business for three years. He was born July 18, 1867, in Belgium.

W. J. GOODRICH has been in the retail coal business for eleven years at Royal Centre, Indiana, where he was born April 3, 1876.

CHAS. V. GRAFT, Winchester, Indiana, was born in Miami County, Indiana, in 1877, and has been in the coal business for sixteen years. He also operates a retail coal yard at Parker.

C. W. GRANT, retail coal merchant at 1337 Toledo Street, Logansport, Indiana, was born in Columbia City, Indiana, November 8, 1873, and has been in the coal business six years. The firm was originally Grant & Yeagley.

WALTER A. GREINER is Manager for Robert McKim & Co., wholesale coal merchants at Madison, Indiana.

D. E. GROW, retail coal merchant at Rensselaer, Indiana, has been doing business for eleven years. He was born in Rensselaer May 4, 1874.

CHARLES M. HAM, Manager of the C. M. Ham Lumber & Coal Co. at Paoli, Indiana, has been in the business for sixteen years. He was born at Paoli February 6, 1863.

H. MONROE HARDMAN, President and General Manager of Staples & Hardman, South Bend, Indiana, has been in the coal business for sixteen years. He was born January 16, 1869, at South Bend. Isaac W. Staples is a silent member of the firm. He was born November 27, 1873, at Kingsbury, Indiana.

S. B. HARLAN, Manager of the Concrete Fuel Co. at Anderson, Indiana, has been engaged in the business for four years. He was born October 19, 1884, at Alexandria, Indiana.

ABRAHAM HARSH, owner of A. Harsh Coal & Supply Co. and President and Manager Tiger Coal & Supply Co., Richmond, Indiana, was born in Wooster, Ohio, October 6, 1856. He is Vice President of The Cliff Wood, Coal & Supply Co., Lima, Ohio. He was formerly with Parry & Harsh at Lucas, Ohio, and Howe & Harsh at Lima.

JOSEPH HARTLEY is the proprietor of the retail coal business of Jos. Hartley & Son at East Chicago, Indiana, which he has conducted for thirteen years. He was born in Sheffield, England, in 1861.

LOYD HAWKINS is owner of the Culver City Grain & Coal Co. at Culver, Indiana, and has been in the business four years. He was born February 18, 1884, at Culver.

HARVEY HAWLEY, Manager of the Miami County Lumber Co. at Peru, Indiana, has been in the business for sixteen years. He was born February 16, 1876, in Miami County.

CONRAD S. HEET, Richmond, Indiana, is Secretary, Treasurer and Manager of Hackman, Klefoth & Co., and has been connected with the coal business for twenty-two years. He was born September 19, 1876, at Hamilton, Ohio.

ED. M. HEISE is President of Heise Bros., Orleans, Indiana. He has been in the retail coal business for twenty years. He was born in Indiana March 8, 1858. Albert Heise is Secretary and Treasurer of the concern.

JOHN MARSHALL HENDERSON, retail coal merchant at Idaville, Indiana, has been in the business for sixteen years, formerly with the firm of Joseph Henderson & Son. He was born in White County, Indiana, March 5, 1875.

ORON M. HENDRICKSON, Manager of O. M. Hendrickson & Co., Rochester, Indiana, has been in the retail coal business for nine years. He was born at Kewanna, Indiana, February 19, 1877.

J. C. HENDRIX, Manager of Hendrix & Son, retail coal merchants at Tangier, Indiana, has been in the business for eight years. He was born February 18, 1867, at Putnamville, Indiana.

A. VERNON HENRY is Manager of the East Side Fuel Co., Connersville, Indiana, and has been in the retail coal business for six years. He was born at Connersville, February 11, 1888.

D. HERBERT HERBSTER, Elkhart, Indiana, is Secretary and Manager of the Isbell Lumber & Coal Co. He has been in the retail coal business for seven years. He was born at Beavertown, Pennsylvania, April 9, 1887.

VICTOR D. HERRENBRUCK, Treasurer of the John Archbold Coal Co. at Evansville, Indiana, has been in the retail coal business for eighteen years. He was born at Evansville.

J. J. HIGGINS is President of the Higgins-Martin Coal Co. at Clinton, Indiana, and has been engaged in the business for thirteen years, formerly with the Oak Hill Coal & Mining Co. He was born in Ohio in 1849.

L. A. HILLGOSS is the owner of the retail business of Hillgoss & Son at Shelbyville, Indiana, and has been engaged in the coal trade for twenty-five years. He owns a small yard at Morristown, Indiana. He was born in 1863 in Rush County, Indiana, and is one of Indiana's best known retailers. His son, Russell B. Hillgoss, is associated with him.

RICHARD M. HENSHAW, retail coal merchant at Monticello, Indiana, has been in the business for nine years. He was born in White County, Indiana, April 2, 1861.

COAL MEN OF AMERICA

DANA HOCH, retail coal merchant at Mulberry, Indiana, has been engaged in the business for seven years. He was born at Hamilton, Indiana, May 15, 1882.

SAMUEL HOLDEN, Brazil, Indiana, is Superintendent of stripping pit for the Clay Products Co. and has been connected with the coal business for thirty-four years. Formerly he was with the following concerns: McIntosh Coal Co., Weaver Coal & Coke Co., Continental Clay & Mining Co., American Sewer Pipe Co. He was born April 21, 1870, at Knightsville, Indiana.

WILLIAM E. HOUCK is proprietor of the Newcastle Coal Agency at Newcastle, Indiana, and has been in the business for six years. He was born July 4, 1880, in Illinois.

GAINS LINCOLN HOWELL, Westville, Indiana, was born in La Porte County, Indiana, January 24, 1860, and has been engaged in the coal business for four years.

DAVID INGLE, President of the Ayrshire Coal Co., Evansville, Indiana, has been engaged in the retail business for over twenty years and is also interested in the following: Glen Ayr, Green Valley and Tecumseh Coal & Mining companies. He was born in Evansville, October 5, 1875. David Ingle, Sr., who founded the Ayrshire Coal Co., died October 18, 1909, at Oakland City, Indiana.

WILL W. IRELAND is a retail coal merchant at Brownstown, Indiana, and has been doing business for five years. He was born at Brownstown, September 19, 1885.

HOY H. JACKSON is a mining engineer for the Ayrshire Coal Co. at Oakland City, Indiana, and has been connected with the industry for eleven years. He was born June 11, 1886, at Terre Haute, Indiana.

RICHARD M. JOHNSON, 816 South Michigan St., South Bend, Indiana, has been in the retail coal business for fourteen years. He was born at Grovertown, Indiana, April 21, 1871.

CLAUSSINE JOHNSTON, proprietor and Manager C. Johnston Coal Co., Auburn, Indiana, was born in St. Joe, Indiana, November 8, 1879, and has been two years in the retail coal business. Mr. Johnston also opened a coal yard in Garrett, Indiana, in October, 1918.

C. B. JOHNSTON of the firm of C. B. Johnston & Son at Remington, Indiana, is the senior partner and half owner. He has been in the business for forty-two years. He was born June 16, 1848, at Branch Hill, Ohio. His son, W. E. Johnston, has been associated in the business for twenty-six years. He was born December 7, 1874. The business was formerly carried on at Washburn, Illinois, and Arrow-smith, Illinois.

DAVID JONES, Gas City, Indiana, is sole owner of the David Jones Coal Co. and has been in the retail coal trade for eleven years. He was born at Llanelly, Wales, January 29, 1863.

LEWIS KANOUSE is senior member of the retail coal firm of Kenouse & Phillips at South Bend, Indiana. He has been in the business for thirty-nine years, formerly with the Powell Coal Co. and Buckley, Kanouse & Co., at Paris, Illinois. He was born in 1852 at Shelbyville, Indiana.

IRA KAUFFMAN is Secretary and Treasurer of the Consumers Coal & Supply Co. at Elkhart, Indiana, and has been engaged in the retail business for thirteen years. He was born at Nevada, Missouri, in 1872.

HARRY WILLIAM KELLEY is the owner of the Linder Coal Co. at Angola, Indiana, and has been in the retail business for nine years. He is Chairman of the Executive Board of the Michigan-Ohio-Indiana Retail Coal Dealers' Association and formerly was connected with the New York Central Railroad. He was born October 21, 1872, in Kilkeel, County Down, Ireland.

JOHN E. KELLY is Superintendent and Manager of the Big 4 Coal Co. at Boonville, Indiana. He has been in the coal business twenty-six years, formerly with Kelly & Nestos. He was born at Boonville February 2, 1870.

M. A. KENNER, Huntington, Indiana, has been in the coal business for eleven years, with the firm of C. E. Bash & Co. He was born at Huntington January 14, 1877.

HUGO F. KEPPEL, retail coal merchant at Michigan City, Indiana, has been in the business for six years. He was born in 1876 in Iowa.

THEODORE S. KERNS is Secretary and Manager of the coal business of Kerns & Healey, Logansport, Indiana. He has been in the trade for fifty years and was formerly with the Indiana Coal & Fuel Co. He was born at Cincinnati, Ohio, July 5, 1843. B. W. Healey is President and Treasurer of the concern.

ELI W. KIMBROUGH, partner in the C. & O. Coal Co., Jonesboro, Indiana, is thirty years of age and was born in Grant County, Indiana.

EDWIN KIRKPATRICK owns the Kirkpatrick Grain Co. at Shirley, Indiana, and has been five years in the coal business, formerly with the Haywood Grain Co., Cyclone, Indiana. He was born at Sugar Grove, Indiana, February 10, 1873.

WALTER E. KLEIFOTH is Secretary and Treasurer of the Kleifoth-Niewoehner Co. at Richmond, Indiana. He has been connected with the retail coal business for eight years, formerly with Hackman, Kleifoth & Co. He was born February 5, 1886, at Cincinnati, Ohio. Lewis C. Niewoehner is President of the company.

GEORGE KLITCH of Ewing, Indiana, has been in the retail coal business for eight years. He was born at Seymour, Indiana, March 15, 1856. He formerly was with the United Fourth Vein Coal Co. and the Davis Coal Co.

CHRISTIAN KNOEPFLE is a retail coal merchant at Bremen, Indiana, and has been in the business for six years. He was born April 23, 1855, in Germany.

JOHN G. KHATLI, retail coal merchant at Knox, Indiana, was born in Switzerland, February 21, 1842, and has been in the business most of his active life.

JOHN P. KRIEGHAUM, Treasurer of Kriegbaum Bros., Inc., at Huntington, Indiana, has been in the retail coal business for over twenty years. He was born at Cedarville, Ohio, August 13, 1865.

W. S. LASLEY, senior member of W. S. Lasley & Son, Gessie, Indiana, has been in the retail coal business for six years. He was born March 15, 1856, in Scott County, Kentucky.

EDWARD LEE, SR., is head of the firm of E. Lee & Son at Crawfordsville, Indiana, and has been in the coal business for thirty years. He was born in New York City March 1, 1850.

WILLIAM H. LEE, retail coal merchant at New Albany, Indiana, has been in the business for over twenty years. He was formerly with the Winslow Gas Coal Co. He was born in Floyd County, Indiana.

OTTO LEFFHOGE, retail coal merchant at Rossville, Indiana, has been seven years in the business. He was born in 1880 at Oaklandon, Indiana.

W. A. LEWIS, Manager of the Central Coal Co. at Elwood, Indiana, has been in the business for three years. He was born June 22, 1869, at McKeesport, Pennsylvania.

DR. W. A. LINE, French Lick, Indiana, has been in the coal business twenty years, supplying the home trade. He was born in Orange County, Indiana, January 12, 1844.

J. F. LINGEMAN is senior member of the firm of Lingenman, Adams & Co., coal merchants at Brownsburg, Indiana. He was born in Indiana in 1854 and has been engaged in the coal business for twenty-six years.

HARRY W. LITTLE, 510 Old State Bank Building, Evansville, Indiana, is Secretary and Treasurer of S. W. Little Sons & Co. and has been connected with the coal business sixteen years. He is also Secretary of the Southern Indiana Coal Bureau and Assistant District Representative of the United States Fuel Administration for Southern Indiana. He was born in Evansville in 1875.

ORLANDO HENRY LITTLE, President of the O. H. Little Fuel Co., Richmond, Indiana, has been in the retail coal business for thirteen years. He was born in 1865 in Randolph County, Indiana.

JOSEPH E. LLOYD is Manager of and partner in the E. T. Slider Co., Louisville, Kentucky, with offices at New Albany, Indiana. He has been connected with the coal business for twenty years, formerly with E. T. Slider, New Albany. He was born December 18, 1871, at New Albany.

W. A. LORD has been in the retail coal business at Mays, Indiana, since November, 1907. On March 13, 1918, he and his son, Fred S. Lord, formed the firm of W. A. Lord & Son. Both are natives of Rush County, Indiana, the father born in 1857.

ELI A. LUGINHILL is Secretary and Manager of the Berne Grain & Hay Co. at Berne, Indiana, and has done a retail coal business for ten years.

HARRY HALDWIN LYMAN, coal merchant at LaFayette, Indiana, was engaged in the business for about thirty years, succeeding his father, E. B. Lyman, who established it over fifty years ago. Mr. Lyman was born in LaFayette September 24, 1868, and died December 19, 1916. The present owner is G. Edwin Lyman, who has been connected with the trade for six years. He was born June 3, 1893, at LaFayette, and his associate is Charles Patton, who has been with the firm for twenty years.

JOHN LYNCH, retail coal merchant at Highland, Indiana, has been doing business for seventeen years. He was born in Wood County, Ohio, September 25, 1861.

R. L. MAGEE, Manager for H. Kittinger, Winamac, Indiana, was born at Winamac, Indiana, March 28, 1860, and has been in the coal business for thirty-one years.

HARRY A. MARTIN, Owner of the coal business of Martin & Martin at Newcastle, Indiana, has been connected with the retail coal trade eighteen years. He was born October 20, 1858, in Mt. Vernon, Ohio.

COAL MEN OF AMERICA

JOSEPHUS MARTIN is Manager of the retail coal firm of Hardison & Martin at Geneva, Indiana, and has been in the business for sixteen years. He was born at Geneva June 17, 1881.

GEORGE MATHAS, head of the firm of Geo. Mathas & Son at Montezuma, Indiana, has been in the retail coal business for fifteen years. He was born July 25, 1864, at Montezuma.

HARRY W. MATTHEWS is Vice President and Secretary of the J. Woolley Coal Co. at Evansville, Indiana. He has been in the coal business for twenty-six years. He was born December 5, 1863, at Vincennes, Indiana. He is interested also in the Warrick Coal Mining Co.

SAMUEL J. MATTHEWS, Manager of Elliott & Co., Tipton, Indiana, was born at Peru, Indiana, in 1870, and has been engaged in the coal business for twenty-two years. He was formerly connected with the firm of Weesener, Matthews & Co.

LAPE PENCE MAUCK is Secretary and Treasurer of the Owensville Lumber & Coal Co. at Owensville, Indiana, and has been in the business for six years. He was born April 19, 1894, at Owensville.

JAMES H. McCLELLAND of Brazil, Indiana, is Treasurer of the Sunbeam Coal Co. and was formerly President of the Brazil Block Coal Co. He was born in Poland in 1855 and has been in the coal business for over forty years. Mr. McClelland is one of the best known operators in the block field of Indiana.

H. S. McCOY is the owner of the Osgood Grain Co. at Osgood, Indiana, and has been in the retail coal business for four years.

WILLIAM F. McCUHDY is a retail coal merchant at Ridgeville, Indiana, who has been engaged in the business for twenty-one years. He was born in 1867.

JOHN M. McGUIRE is a retail coal merchant at LaFayette, Indiana, who has been in business for himself thirteen years and has spent thirty-five years, all told, in various connections with the trade. He was formerly with Wm. Taylor & Co. and William Taylor & Son, Brockenbrough & Murphy, Martin & McGuire and Parke County Coal Co. He was born at LaFayette July 26, 1859.

J. E. McILWAIN is owner of the coal business of Ed. McIlwain at Kirklint, Indiana, and has been connected with the retail trade for six years. He was born at McCords, Indiana, March 1, 1875.

E. B. McQUADE, General Superintendent Indian Creek Coal & Mining Co., Vincennes, Indiana, was born in Indiana and has been in the coal business for twenty years. He also has coal interests in Westphalia, Indiana.

C. D. MEEKER is Secretary of the Monticello Lumber & Coal Co. at Monticello, Indiana. He served as President of the Indiana Retail Lumber Dealers' Association in 1913. He was born at Dayton, Ohio, August 31, 1857.

LOUIS H. MEYER, Manager of the Meyer Coal Co. at New Albany, Indiana, has been in the coal business for sixteen years, formerly with the New Albany Coal Co. He was born February 22, 1869, at New Albany.

ARTHUR L. MILLEH is owner of the Miller Lumber & Coal Co. at Nappanee, Indiana, and has been in the retail business for fourteen years. He was born in Elkhart County, Indiana, in August, 1877. His partner is Lenus Miller.

VERN M. MILLER, Manager of the Veedersburg Lumber Co., Veedersburg, Indiana, was born in Veedersburg, Indiana, October 18, 1876, and has been in the coal business for eleven years.

WALTER J. MONDHANK is Manager of the Butler Milling Co. at Butler, Indiana, and has been in the coal business for eight years. He formerly was with the Platte City Milling Co. at Platte City, Missouri. He was born in Lancaster, Ohio, September 23, 1876.

WILLIAM LOVELL MORRIS, Secretary and Manager of the Citizens Coal & Supply Co. at Logansport, Indiana, has been in the retail business for ten years and was formerly with Walter J. Scully, owner of the United Coal Yards. He was born at New London, Indiana, in 1862.

J. W. MORRISON is Secretary-Treasurer of the Huntington Lumber Co. at Huntington, Indiana, and has been connected with the coal business for fifteen years. He was formerly with N. P. Sailing at Anderson, Indiana. He was born in Ohio November 3, 1880.

A. B. MOSHER, Manager of A. B. Mosher & Co., coal merchants at Columbia City, Indiana, has been engaged in the business for sixteen years, formerly as a member of the firm of Mosher & Granil. He has served on the executive committee of the Third District of the Indiana Coal Operators Association. He was born in Whitley County, Indiana, October 3, 1853.

CLAY E. MOSS is General Superintendent of the United Fourth Vein Coal Co. at Linton, Indiana. He has been connected with the coal industry for twenty-three years. He was born in Indiana April 16, 1878.

ARCHIBALD K. MURRAY of Muncie, Indiana is partner and Manager of the firm of Stafford & Murray, who have yards at Medford and Raymond, Indiana. He has been ten years in the coal business. He was born in Scotland December 20, 1876.

WILLIAM J. MYERS, Decatur, Indiana, has been in the retail coal business for sixteen years. He was born in Wayne County, Ohio, May 21, 1839.

JAMES N. NEEDLER is Manager of the Willman Lumber Co. at Hartford City, Indiana, and has been connected with the retail coal business for sixteen years. He was born at Des Moines, Iowa, May 29, 1876.

FRANK H. NEESE, Mine Superintendent for the J. K. Dering Coal Co. at Clinton, Indiana, has been connected with the coal industry for over twenty years, formerly with the Miami Coal Co. and the O'Gara Coal Co. He was born at Brazil, Indiana.

MATHIAS NEUDORF, retail coal merchant at Merrillville, Indiana, has been in the business for five years. He was born at St. John, Indiana, November 15, 1864.

CALVIN NICEUM, senior member of the firm of Niceum & Harlan at Swayzee, Indiana, has been in the retail coal business for ten years. He was formerly with the Niceum Milling Co. and with Wright & Niceum. He was born January 19, 1851, in Darke County, Ohio.

ORREN M. NICEUM, General Manager of the Grant County Lumber Co., Swayzee, Indiana, has been in the retail coal business eighteen years. He was formerly with the Niceum-Henley Co. and the Niceum Milling Co. He was born in 1867 in Wabash County, Indiana.

A. C. NICHOLSON, Treasurer of the Washington-Wheatland Coal Co., Wheatland, Indiana, was born in Knox County, Indiana, in December, 1857, and has been in the coal business for fifteen years.

LEWIS C. NIEWOEJNER is President of the Klehfoth-Niewoehner Co., 222 Kinsey St., Richmond, Indiana. He has been in the coal business for two years. He was born January 27, 1886, at Richmond.

C. H. OMSTEAD, President of C. H. Omstead & Son at LaGrange, Indiana, has been five years in the retail coal business. He was born at LaGrange. M. H. Omstead is the other member of the firm.

CHARLES A. OPP, proprietor of The Opp Coal Co. at Aurora, Indiana, has been connected with the coal business for twelve years. He formerly was a member of the firm of Bosse & Opp. He was born at Farmers Retreat, Indiana, January 16, 1866.

J. J. OVEUMEYER, retail coal merchant at Kouts, Indiana, has been in business for six years. He was born at Somerset, Ohio, in 1874.

WILLIAM OVERMIRE, Yorktown, Indiana, is a native of Indiana, having been born at Yorktown, September 4, 1863, and has been in the coal business for seven years.

GEORGE H. PALMER, retail coal merchant at Sheridan, Indiana, has been doing business for sixteen years. He was born in Indiana in 1860.

JOHN H. PANABAKER, General Manager of the firm of Sam Panabaker & Son at Kokomo, Indiana, has been connected with the coal business for fifteen years. He has served as a Director of the Indiana Retail Coal Merchants' Association. He was born February 19, 1882, in Cass County, Indiana.

WARREN W. PEARSON, Upland, Indiana, was born in Fisher, Illinois, July 27, 1880, and has been in the coal business for sixteen years.

JAMES H. PERSONS, President and General Manager of the Queen Coal & Mining Co. at Jasonville, Indiana, has been in the coal industry for thirteen years. He was born July 27, 1858, at Wellston, Ohio.

HENRY C. PETERS, "The Coal Man" at Crown Point, Indiana, has been in the retail business for nine years. He was born in Chicago, Illinois, October 1, 1876.

HARLEY PHEND, Manager Phend Bros., Nappanee, Indiana, was born in Nappanee January 3, 1870, and has been in the coal business a quarter of a century. William Phend, his partner, was born June 13, 1868.

CHARLES' MONROE PIERCY, Kokomo, Indiana, has been in the retail coal business for eleven years. He was born February 11, 1853, in Ohio.

TEMPLE G. PIERSON, Manager of the J. L. Pierson Lumber Co. at Spencer, Indiana, has been connected with the retail coal business for eight years. He was born February 3, 1875, at Freedom, Indiana.

COAL MEN OF AMERICA

JACOB FRANKLIN PLICE, retail coal merchant at Markle, Indiana, has been in the business for twenty-three years. He was formerly with Sharick & Plice at Nankin, Ohio, but bought out his partner. He was born at Polk, Ohio, January 15, 1859.

MARTIN LUTIER PLOTT, retail coal merchant at Lebanon, Indiana, has been doing business there for fifteen years, selling strictly for cash. He was born August 3, 1853, at Roanoke, Virginia.

ELIJAH POWERS is General Manager of the Peacock Coal Co. at Boonville, Indiana. He has been connected with the business for sixteen years, formerly with the T. D. Scales Coal Co. and the Cypress Creek coal mines. He was born February 3, 1886, in Warrick County, Indiana.

O. H. RAHE is a Director of the Beckman Supply Co. at Hammond, Indiana, and has been connected with the retail coal business for fifteen years. He was born May 2, 1875, at Chicago Heights, Illinois.

ALFRED P. RANDOLPH, retail coal merchant at LaFayette, Indiana, has been engaged in the business for sixteen years. He was born at Newburg, Pennsylvania.

WILBUR LIAL RAWLINGS is a retail coal merchant of Michigan City, Indiana, who has been doing business for thirty-seven years. He was born at Jeffersonville, Indiana, January 12, 1858, and is the pioneer coal merchant of his city.

MALCOLM REED, Secretary-Treasurer of the Rose Hill Coal Co. at Linton, Indiana, has been in the business six years, formerly with the Twin Oaks Coal Co. He was born at Brazil, Indiana, March 29, 1874. He worked in the mines at Morris Run, Pennsylvania, when fourteen years old.

DAVID H. REESE, retail coal merchant at Angola, Indiana, has been in the business for seven years. He was born in Williams County, Ohio, September 13, 1866.

OSBORNE G. BELL, clerk in the office of E. T. Slider at New Albany, Indiana, has been in the coal business for twenty-five years. He was born August 11, 1872, at New Albany.

THOMAS W. RICHARDSON is President of the Rose Hill Coal Co. at Linton, Indiana. He was formerly President of the Twin Oaks Coal Co., which he organized. He was born near Pittsburgh, Pennsylvania, in 1871. He began working in the coal mines at Washington, Indiana, at the age of nine years.

SCHUYLER ROSE, South Bend, Indiana, has been in the coal business for twenty years. He formerly was with the Powhattan Coal Co. at Toledo, the Pittsburgh-Buffalo Coal Co. at Detroit and the Commercial Coal Co. at Detroit, as Sales Manager, and Hunter W. Finch & Co. at Chicago. He was born at South Bend February 22, 1868.

J. N. RUSSELL, Tipton, Indiana, was born in Warren County, Ohio, February 25, 1859, and has been in the coal business eighteen years.

HUGH E. RUTLEDGE, retail coal merchant at Martinsville, Indiana, has been engaged in the business for sixteen years. He was born in Morgan County, Indiana, September 19, 1870.

ALBERT R. SAILOR, Manager and President of A. R. Sailor Coal Co., coal merchants, Elkhart, Indiana, has been eight years in the retail business. He was born January 1, 1880, in southwestern Indiana.

JAMES W. SALE, President of the Studebaker Grain & Seed Co. at Bluffton, Indiana, was formerly connected with the Studebaker-Sale Co. and has been in the retail coal business for twenty-eight years. He was born August 1, 1858, at North Manchester, Indiana.

NIELS P. SALLING, Anderson, Indiana, has been engaged in the retail coal business at Anderson nineteen years. He is also interested in yards at Huntington and Muncie, Indiana. He was born in Denmark.

EUGENE G. SARGEANT is President and General Manager of the Sargeant Coal Co. at Newburgh, Indiana, and has been in the retail coal business for over twenty years. He is a Director of the Evansville Coal Exchange. He was born at Newburgh July 18, 1870.

H. E. SCHEID, retail coal merchant at Covington, Indiana, has been doing business for six years. He was born December 1, 1878, at Eaton, Ohio.

J. B. SCHLOOT, Secretary, Treasurer and Purchasing Agent of the Ayrdale Coal Co. at Linton, Indiana, has been connected with the business for six years. He was born at Linton in 1871.

NICHOLAS SCHREPFFERMAN is President of the Schrepferman Coal Co. at Brazil, Indiana, and has been in the coal industry for twenty-six years. He was born in Germany December 1, 1861.

WILLIAM SCONCE has been in the retail coal business for four years at Crawfordsville, Indiana, and is the proprietor of the South Side Lumber & Coal Co. He formerly was with the Burnet-Lewis Lumber Co. of Indianapolis. He was born in Bartholomew County, Indiana, February 4, 1864.

FINLEY T. SEMON, Vernon, Indiana, was born in Ripley County, Indiana, and has been in the coal business for the past fourteen years.

FOREST SHACKELFORD, associated with Mark Shackelford in the ownership of the Ladoga Coal Co., Ladoga, Indiana, was born in Montgomery County in 1868. He has been in the coal business four years.

MARK SHACKELFORD, associated with Forest Shackelford in the ownership of the Ladoga Coal Co., Ladoga, Indiana, was born in Montgomery County, Indiana, in 1865. He has been in the coal business four years.

LYMAN E. SHAW is the Owner and Manager of the Bloomington Coal Co. at Bloomington, Indiana, and has been in the retail business for seven years. He was born in 1869 in Indiana. Ray E. Fultz, his assistant, is now in the service of his country.

WILLIAM R. SHAW is Manager of the Urmston Grain Co. at Orestes, Indiana, and has been connected with the coal business for fifteen years. He was formerly in business for himself. He was born September 1, 1874, at Orestes.

SHAW & SHAW, Crawfordsville, Indiana, is composed of James O. and Melville F. Shaw, who have been in the retail coal business for twenty-one years. Both were born at Battle Ground, Indiana, the former in 1854 and the latter in 1856.

IRVIN SREAKS, Indiana Harbor, Indiana, has been in the retail coal business for five years. He was born at Walkerton, Indiana, October 8, 1879.

DORA W. SHERRY is General Manager of W. H. Sherry & Son, coal merchants at Connersville, Indiana, and has been in the coal business eleven years. He is a member of the Michigan-Ohio-Indiana Retail Coal Dealers' Association and the Indiana Retail Coal Merchants' Association. He was born March 18, 1878, at Connersville.

J. E. SHIELDS, retail coal merchant at Hope, Indiana, has been in the business for about forty years. He was born in North Carolina in 1854.

ANSON R. SHIREMAN, President and Manager of A. R. Shireman & Son, retail coal merchants at Martinsville, Indiana, has been in business forty years. He was born at Martinsville February 4, 1854. Howard F. Shireman, Secretary and Treasurer, was born November 15, 1881.

GEORGE W. SHUPP, retail coal merchant at North Manchester, Indiana, has been twenty-six years in the business, formerly with Young Shupp and S. P. Young. He was born at Bucyrus, Ohio.

ROSCOE T. SIMMERS, junior partner of Beach & Simmers at Albany, Indiana, has been connected with the coal business for five years. He was born January 17, 1885, in Allen County, Indiana.

EDWARD T. SLIDER, New Albany, Indiana, has been in the coal business, wholesale and retail, for twenty-eight years. He is also interested in a plant at Louisville, Kentucky. He was born March 4, 1866, at New Albany. Mr. Slider is one of the most successful of retail coal merchants.

EPHRAIM K. SMITH, retail coal merchant at Middletown, Indiana, has been in the business eleven years, formerly with Daniels & Pickering Co. He was born near Newcastle, Indiana, June 5, 1875.

O. O. SMITH, Richmond, Indiana, is Western Manager for the Bewley-Darst Coal Co. of Knoxville, Tennessee, and has been in the coal business fifteen years, formerly with the Marmet Coal Co. and the Chesapeake & Ohio Coal & Coke Co. He was born November 5, 1876, at Pomeroy, Ohio, and is widely known in the coal trade.

W. B. SMITH, retail coal merchant at Jolietville, Indiana, has been in the business for eighteen years. He was born November 14, 1870, at Jolietville.

WILLIAM M. SMITH, Manager for W. M. Smith & Co., Logansport, Indiana, has been fifteen years in the retail coal trade. He was born August 23, 1849, in Pulaski County, Indiana.

WILLIAM SNAVELY, retail coal merchant at Syracuse, Indiana, has been in the business for sixteen years. He was born April 15, 1868, at Syracuse.

MYRON B. SNYDER, Waynetown, Indiana, was born in Franklin County, Indiana, November 30, 1889, and has been engaged in the coal business for six years.

GEORGE W. SPENCER is the owner of the G. W. Spencer Coal Co. at Garrett, Indiana, and has been in the retail business for nine years. He was born at Somerset, Ohio, June 8, 1859.

COAL MEN OF AMERICA

PERRY R. SPRAGUE is Secretary, Treasurer and Manager of the Syracuse Lumber & Coal Co. at Syracuse, Indiana, having an interest in the Home Lumber & Coal Co. at Buchanan, Michigan. He was formerly connected with the Terry-Sprague Co., and has been in the business for eleven years. He was born at Fremont, Indiana, December 11, 1870.

LA HOY SPRING, South Bend, Indiana, is a traveling salesman for the Philadelphia & Reading Coal & Iron Co. and has been connected with the business for six years. He was born at Geneva, Ohio, June 1, 1876.

W. D. SPRINGER, retail coal merchant at Fortville, Indiana, has been two years in the business.

FRANK STAFFORD is a retail coal merchant at Bluffton, Indiana, and has been in the business for seven years. He was born June 7, 1879, in Wells County, Indiana.

ELLSWORTH H. STECK, Manager for E. B. Steck & Son, Muncie, Indiana, has been in the retail coal business for fifteen years. He was born at Newcastle, Indiana, August 15, 1864.

HANS STOLLEY, West Lebanon, Indiana, was born in Illinois January 5, 1871, and has been in the coal business for three years.

ERVIN STUCKY, Manager of the Berne Lumber Co. at Monroe, Indiana, has been six years in the retail coal business. He was born June 12, 1889, at Berne, Indiana.

SAMUEL C. STULTZ, Secretary Clinton Coal Co., Clinton, Indiana, has been connected with the coal business seventeen years. He was born October 23, 1868, in Clinton and was formerly connected with the Massachusetts Mutual Life Insurance Co.

ARTHUR G. TAYLOR, retail coal merchant at Creston, Indiana, has been in the business for fourteen years. He was born July 26, 1880, at Creston.

A. O. TOWNSLEY, retail coal merchant at Burnetts Creek, Indiana, has been in the business for eleven years. He was born in Carroll County, Indiana, March 17, 1882.

CHARLES ARTHUR TOWSLEY is Secretary, Treasurer and Manager of the Claypool Lumber & Coal Co. at Claypool, Indiana, and has been connected with the business for two years. He was born February 20, 1871, at White Pigeon, Michigan.

CLARENCE F. THOYER is Manager of the Middlebury Grain Co. at Middlebury, Indiana, and has been connected with the business eight years. He was born in LaGrange County, Indiana, December 16, 1886.

WILLIAM HENRY TUTHILL is a retail coal merchant at Crown Point, Indiana, who has been doing business for ten years. He was born at Crown Point, March 11, 1878.

J. P. TWEEDY has been in the retail coal business at Carthage, Indiana, for two years. He was born July 7, 1866, in Rush County, Indiana.

CHARLES HARRY UHL, proprietor of the Independent Coal Co. at Logansport, Indiana, has been in the retail coal business four years. He was born February 25, 1875, in Logansport.

JULIUS A. UNDERWOOD, Manager of the Jamestown Lumber Co. at Jamestown, Indiana, has been in the coal business for twenty-one years. He was born at Austin, Texas, November 16, 1875.

LAMBERT M. VAN HART, Manager of L. M. Van Hart & Co., Connersville, Indiana, has been in the wholesale and retail coal business twenty-three years, formerly with the C. G. Blake Co. He is Secretary-Treasurer of Wolf Creek Coal Co. and of the Altro Coal Co., and Vice President of the Colvan Mining Co. He was born in Cincinnati, Ohio, July 19, 1877.

CHARLES W. VERNON, Anderson, Indiana, is the owner of the retail coal business of E. G. Vernon & Son and has carried it on since 1895. It was established in 1868 by E. G. Vernon. Charles W. Vernon was born at Anderson August 2, 1872.

JOSEPH L. VICKERY, retail coal merchant at Sheridan, Indiana, was born in Sheridan December 31, 1865, and has been in the business sixteen years.

S. C. WALLACE is a partner in the coal firm of Wallace & Painter at Edwardsport, Indiana. He has been in the business for thirteen years, formerly with Ruby & Wallace. He was born in Orange County, Indiana.

SAMUEL W. WALTERS, General Manager of the River Coal & Supply Co., New Albany, Indiana, has been in the retail coal business for eleven years and is well known in the trade.

ARTHUR D. WASMUTH, Manager for A. Wasmuth & Sons Co. at Andrews, Indiana, has been connected with the retail coal business for over twenty years. The company also operates a yard at Roanoke, Indiana. Mr. Wasmuth was born at Roanoke.

CECIL C. WELLS, Manager of the Scottsburg Elevator at Scottsburg, Indiana, has been connected with the coal business for twenty-three years, formerly with the Scottsburg Grain Exchange. He was born in Indiana November 22, 1875.

A. C. WILKERSON, President and Manager of the Wilker-son Ice & Fuel Co. at Huntington, Indiana, has been in the retail business for eleven years. He was born in 1847 in Allen County, Indiana.

JORN T. WILSON is the proprietor of a retail coal business at Larwill, Indiana, and has conducted it for seventeen years. He was born at Larwill October 16, 1852, and was the first coal merchant in the town.

HARRY D. WINNIE is Secretary-Treasurer of the Russiaville Lumber & Coal Co. at Russiaville, Indiana, and has been connected with the company for six years. He received a commission August 15, 1917, at Fort Benjamin Harrison, as Lieutenant in the Officers' Reserve Corps.

W. H. WINNIE is President of the Russiaville Lumber & Coal Co. at Russiaville, Indiana, and has been connected with the coal business over twenty years. He was formerly with the New Richmond Lumber Co., Stockwell Lumber Co. and the Sedalia Lumber & Coal Co. He was born at Jackson, Michigan, May 2, 1863.

ORLEN WOLF is Manager for J. G. Wolf & Sons, Marion, Indiana, and has been connected with the coal business for fifteen years. He is a son of J. G. Wolf, formerly head of the firm, who died April 6, 1912. Orlen Wolf was born in 1869 at Morristown, Indiana.

H. H. WOODS of Cicero, Indiana, is Secretary and Treasurer of the Cicero Lumber Co. and has been eleven years in the retail coal business. He was born at Michigan City, Indiana, December 19, 1869.

JOHN C. WHIGHT, Boonville, Indiana, has been connected with the coal industry for nineteen years, formerly as a miner. For six and a half years he was a mine inspector for the Indiana Industrial Board, but is at present employed as mine boss. He was born in Hamilton County, Illinois, November 9, 1874.

LEWIS S. WRIGHT is senior member and buyer of the firm of Wright & Niceum, retail coal merchants at Swayzee, Indiana, and has been in the business for eight years. He was born at Swayzee September 28, 1866.

E. J. WYATT is President and Treasurer of the Wyatt Coal Co. at Auburn, Indiana, and has been connected with the retail trade for fifteen years, formerly with the firm of Wyatt & Baker. He was born April 26, 1862, in DeKalb County, Indiana.

ARTHUR WYLLIE, Manager of the Elwood Lumber Co. at Elwood, Indiana, has been in the retail coal business for sixteen years. He was born at Stellarton, Nova Scotia, November 13, 1874.

GEORGE WASHINGTON YARNELLE, Manager of the Yarnelle Lumber & Coal Co., Wabash, Indiana, was born in Wabash, Indiana, August 5, 1889, and has been in the coal business for eleven years.

FREDEHICK J. YESBERA is the owner of the Yesbera Coal Co. at Auburn, Indiana, and has been in the business for about nine years. He was born at West Unity, Ohio, October 25, 1858.

A. J. ZIMMERMAN, retail coal merchant at Remington, Indiana, was in the coal business fourteen years, recently selling out to the Citizens Coal & Ice Co., Ward Lewis, proprietor. Mr. Zimmerman was born in Woodford County, Illinois, April 22, 1852.

W. PAUL ZIMMERMAN is President of the Zimmerman Coal Co. at Brazil, Indiana. He is also Secretary and Treasurer of the Hall-Zimmerman Coal Co. Mr. Zimmerman has been in the coal business for over twenty years. He was born at Brazil September 14, 1874.