

Minutes of adjourned meeting of Board of
Directors of National Lead Company held at
11 A. M. on September 17, 1892.

Present: Messrs. W. P. Thompson

A. J. Goshorn

L. A. Cole

D. B. Chipman

F. W. Rockwell

J. H. Kelus

S. Beymer

A. P. Thompson

A. P. Rowe

R. A. Colgate

The discussion of the Sales question was continued, the various Managers of the Sales Districts being present. The question as to the desirability of selling dry lead to mixed paint manufacturers at a low price as an inducement for its use in place of the substitutes now used was discussed.

In the absence of the Secretary, Mr. A. P. Rowe was appointed Secretary pro tem.

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Mr. C. E. Field, Chairman, presented the following report of his Committee, which was ordered to be placed on file and transcribed in the minutes of this meeting:

No. 1, Broadway

New York, Sept. 17, 1892.

To the Board of Directors

National Lead Company

Gentlemen,

Your committee appointed to prepare blanks for the record of sales and other information in the various Districts beg leave to submit the following:

1st. - A sample sheet for a record book containing columns in which can be entered the daily totals of sales made to each buyer. This sample sheet has five or more columns for recording the various brands of lead in Oil and a single column for each of the other items, leaving several blank columns for items which may be sold in one District and not in others.

The object of this book is to have a record of the sales to each individual customer and showing the com-

of the trade at any point, to be kept by towns, so that the information can be used in correspondence with the travelers so that they can be fully informed on each visit of the condition of the trade, the purchases made, and the work which it is necessary for them to do at that point.

2nd. - A sample sheet for a daily report of Sales made by one District in the territory of another. This blank is to be filled out daily and mailed to the Manager of the District in which the sale is made, so that it can be included in his record of sales and also in his daily reports to the New York office.

Charles E. Field, Chairman

A. P. Rowe

E. C. Goshorn

S. C. Smith

On Motion, the meeting then adjourned -

N. J. Rowe
Secy. Pro Temp.

Minutes of Regular Meeting of Board of Directors of National Lead Company held at 11 A.M. on Thursday, November 17, 1892.

Present: Messrs. W. P. Thompson	A. A. Colgate
L. A. Cole	A. P. Rowe
F. W. Rockwell	J. H. McKelvey
A. J. Goshorn	S. O. Carpenter
E. F. Beale Jr	D. B. Shipman
S. Beymer	A. P. Thompson

The minutes of meeting held Sept. 15, 16, & 17 - 1892. were read and duly approved.

On separate motions, the following resolutions were each unanimously adopted:

121.

Resolved, That a dividend of one and three quarters per cent on the Preferred Stock of this Company be and is hereby declared, payable on December 15, 1892 to Stockholders of record as