Philadelphia, Pa.
August 21, 1939

At a regular meeting of the Directors of John T. Lewis & Bros. Co. held this day in their offices in the Widener Building, there were present:

Edward F. Beale, Chairman of the Board
S. French Reeves, Vice President and Treasurer
J. W. Gardiner, Vice President
Morris H. Merritt, Secretary
Leonard T. Beale, Director

The meeting was called to order by Mr. Edward F. Beale, who presided, and Mr. Morris H. Merritt reported the minutes of the meeting.

The minutes of our meeting of August 7 were read and approved.

A letter dated August 11 was read from Mr. Harold Rowe, in which he suggested the advisability of separating sales to the United States Government from sales to our agents in order to show the picture more clearly.

Mr. Reeves reported the following figures for the month of July and for the first seven months of the year as follows:

| | July | 7 months | |
|---|---|---|---|
| 1939 - Profit | $19,132.44 | Profit | $181,342.06 |
| 1938 - Profit | 6,439.25 | Loss | 6,050.14 |

All of these figures are before any New York overhead has been deducted.

Mr. Reeves also reported that last week two colored men got into a fight at our factory. One hit the other over the head and three days later the latter died. This may turn out to be a compensation case.

It was decided to recommend to New York the purchase of a Chevrolet sedan at a net cost of $375.90 for the use of our salesman, Mr. S.A.Saltsman.

The Electric Storage Battery Company have complained about the high price of our red-lead but yet they are not willing to use any of our other products which can be made more cheaply. Mr. Reeves will contact Mr. Gold again when he gets back from his vacation.

Mr. Gardiner reported that one of our Washington dealers sells 1200 to 1500 gallons of paste paint a year at $2.40 per gallon in 5-gallon containers which, when mixed with a gallon of oil at $.90 per gallon makes paint costing him $1.65 per gallon.

Mr. Gardiner submitted the regular weekly report of shipments.

There being no further business, upon motion the meeting adjourned.

Morris H. Merritt
Secretary.

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