of the [illegible]
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
R. P. Rowe
E. C. Goshorn
G. C. Smith

On motion, the meeting then adjourned -

R. P. Rowe
Secy Pro Tem.

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, R. R. Colgate, L. A. Cole, R. P. Rowe, F. W. Rockwell, J. H. McKelvy, A. T. Goshorn, G. O. Carpenter Jr, E. F. Beale Jr, D. B. Shipman, S. Beymer, A. P. Thompson

The minutes of meeting held Septr. 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 at

the close of business November 28. 1892, and

" Resolved, That the Treasurer be and is hereby authorized and instructed to pay the same on the day named.

" Resolved, That the Transfer Books for the Preferred Stock of this Company be closed at three o'clock, November 28. 1892.

122 Resolved, That this Company hereby designates and appoints Wm. P. Thompson as a person upon whom service of a summons or any process or other paper whereby a special proceeding is commenced in a court or before an officer, except a proceeding to punish for contempt, and except where special provision for the service thereof is made by law, may be made for said corporation.

" Resolved, That the Secretary be and is hereby instructed to affix the Seal of this Company to the document, of which the following is a copy:

"The National Lead Company, a foreign corporation duly organized under and by virtue of the Laws of the State of New Jersey, does hereby, pursuant to the provisions of the General Corporation Law, being Chapter 687 of the Laws of 1892 of New York, make and file the following Statement.

This corporation was organized on or about the eighth day of December, A.D. 1891, under and by virtue of an act of the Legislature of the State of New Jersey, entitled "An Act Concerning Corporations", approved April 17th., 1875, and the several acts supplementary thereto and amendatory thereof. That a sworn copy of the Certificate of Organization of this Company is herewith filed.

The business and objects of the corporation which it is engaged in carrying on, or which it proposes to carry on within this State, are as follows: To acquire by purchase, lease or otherwise and to own, sell, lease, mortgage, convey, develop, improve and operate mines; to own, acquire, construct, enlarge improve, operate and carry on works for smelting, parting, refining or working any base or precious metals, or the products thereof and factories for the manufacture of lead in any and all commercial and medicinal forms and qualities, and for the manufacture of pyroligenous acid, acetate of lime and charcoal by the process of destructive distillation Carbon dioxide, magnesia and the products thereof, together with factories or works for the purpose of producing, refining or manufacturing linseed and Castor oils and vegetable, mineral or other oils and the products thereof, and compositions, articles and apparatus from and in connection therewith, and to manufacture the products of said mines and said substances; and generally to carry on such manufacturing or other business as may be necessary or convenient for the business and operations of the Company, or any part thereof; to buy, sell, trade and deal in the products of said mines, factories, works and properties in their crude form, or in any state or stage of production or manufacture, as well as the properties themselves, including gold and silver bullion and base and precious metals, lead and oils of every kind and quality, and in any form or condition, and such other substances, products and materials as are commonly or conveniently used, manufactured, bought or sold in connection with said business or business or any part or parts thereof, or as are necessary or convenient in and about or connected directly or indirectly with the transaction of the business of the said Company; to purchase, acquire, hold, sell, lease, mortgage and convey any and all such real and personal property as may be necessary for the proper or convenient conduct of the business of the said Company, or any part or parts thereof: to issue debenture bonds, or bonds secured by mortgage or mortgages upon the property and franchises of the said Company or otherwise, and to sell the same for the purpose of raising money with which to enlarge or carry on the business of the said Company, or any part thereof, and for the purchase of any real or personal property therefor, or for any other lawful purpose; to purchase, acquire, hold, sell, exchange or otherwise dispose of all such stocks, bonds, securities and obligations of other companies or corporations as may be necessary or convenient for any or all of the purposes of said company, and to do any and every other act or acts, thing or things, incidental to, growing out of or connected with said business or any parts or parts thereof.

That the place within this State which is to be the principal place of business of this Company is Number 1 Broadway in the City, County and State of New York.

That this Company hereby designates and appoints Wm. P. Thompson as a person upon whom services of a summons or any process or other paper whereby a special proceeding is commenced in a Court or before an officer, except a proceeding to punish for contempt, and except where special provision for the service thereof is made by law, may be made for said corporation.

That the office or place of business of the said Wm. P. Thompson is at Number 1 Broadway aforesaid, the Company's said principal place of business within this State -

In Witness Whereof, the said National Lead Company has caused its corporate seal to be hereunto affixed, and these presents to be signed by its President, this Seventeenth day of November, one thousand eight hundred and ninety two.

(Seal) attest (Signed) W. P. Thompson
President

(Signed) Charles Davison
Secretary

123 Resolved, This Board having been advised that a Committee of conference has been appointed by the National Linseed Oil Co. to consult with this Company as to the advisability of unifying the business, the officers of this Company are authorized to confer with the Committee so appointed and generally to consider the propriety of an alliance of a majority of the Linseed Oil Manufacturers of the United States, and report result to this Board.

124 Resolved, That the action of the Executive Committee in selling the property known as the Union White Lead Works be and is hereby approved and a deed for the transfer of said property authorized, in conformity with the following contract, which is hereby Confirmed:

Agreement made this 14th. day of November, in the year one thousand eight hundred and ninety two Between National Lead Company, a corporation under and by virtue of the laws of the State of New Jersey, party of the first part, and John H. Hanan, party of the second part, in manner following: The said party of the first part, in consideration of the sum of Sixty five thousand dollars to be fully paid as hereinafter mentioned, hereby agree to sell unto the said party of the second part, All that plot of land in the City of Brooklyn, beginning at the Southwest corner of Water and Bridge Streets, running thence South along Bridge Street two hundred (200) feet to Front Street, thence westerly on Front Street about one hundred and forty eight and six inches (148' 6") to land of Leary and Britton, thence northerly along said land two hundred (200) feet to Water Street, thence east on Water Street about one hundred and forty eight six inches (148' 6") to the place of beginning, together with the buildings on said land, but not their contents..

And the said party of the second part hereby agrees to purchase said premises at the said consideration of Sixty five thousand dollars, and to pay the same as follows:

One thousand dollars cash in hand on the signing of this agreement, the receipt whereof is hereby acknowledged, Forty thousand dollars by taking title subject to a mortgage for that amount now on the premises, bearing interest at four and one half per cent, twenty four thousand dollars in cash on delivery of the deed as hereinafter provided; the party of the second part for his part agreeing to assume payment of said mortgage of forty thousand dollars.

And the said party of the first part, on receiving such payments at the time and in the manner above mentioned, shall, at its own proper costs and expenses, execute, acknowledge and deliver, or cause to be executed, acknowledged and delivered to the said party of the second part, or to his assigns, a proper containing a general warranty and the usual full covenants for the conveying and assuring to him or them the fee simple of the said premises, free from all encumbrance except as aforesaid, which Deed shall conform to the requirements of Chapter 475, Laws of 1890, of the State of New York, relating to Deeds as far as the same is applicable thereto, which Deed shall be delivered on the 13th. day of Janua 1893 at 12 o'clock a.m. at No 1 Broadway, New York at the office of the party of the first part

And it is understood that the stipulations aforesaid are to apply to and bind the heirs, executors, administrators, successors and assig of the respective parties.

In Witness Whereof the parties to these presen have hereunto set their hands and seals the day a year first above written, the party of the first part hereto executing by its Vice President and affixin its corporate seal.

Sealed and delivered in the presence of
/S/ Leonard Moody

Seal N.L.Co

Attest
/S/ Charles Davison
Secretary

National Lead Comp
/S/ By L. A. Cole
Vice Prest
/S/ John H. Hanan [illegible]

125 Whereas, Lot No. 8 of the Delaware Avenue Property in Buffalo has been sold to George S. Potter under the agreement ratified by this Board Mar 20. 1892,

" Resolved, That the action of the Officers of this Company in having prepared and in signing, sealing and delivering the deed for the transfer of this property, in conformity with said agreement and said sale, be and is hereby approved and confirmed.

126. Resolved, That the following actions of the Executive Committee be and are hereby confirmed:

Opening a deposit account with the Southern National Bank of New York.

Arranging with Mr. D. B. Shipman that his salary should be at the rate of $7000. per annum after October 1. 1892.

Advancing Salary of Mr. George Muir to the rate of $3000. to take effect Septr. 1. 1892.

Advancing Salaries at the Atlantic Branch of Mr. DeWitt Knox to $2500. and Mr. Charles E. Meek to $1500. per annum.

Appropriating $921. for track scales at Shipman Works.

Appropriating $7550. for changes and repairs to machinery at Southern Works, Chicago.

Appropriating $1500. for a Stable at Collier Works thus saving a yearly rental of $720.

Appropriating $75000. for Advertising during year 1893, to be expended under the direction of the Executive Committee but the detail of same to be specifically in charge of Mr. F. W. Rockwell.

On motion, the meeting then adjourned.

Charles Dawson
Secretary