

SALES AGENCY AGREEMENT

Dated: November 15, 1945

Agreement between METALS REFINING COMPANY of Hammond, Indiana, Principal,
and E. R. HOWELL, of Detroit, Michigan, Representative.

PERIOD: This agreement will be in effect from November 15, 1945,
to June 30, 1946, inclusive. Unless written notice
is given by either party thirty days prior to the
expiration date of their intention not to renew this
agreement, it will be extended for another twelve
months. This agreement is also subject to cancel-
lation by either party upon thirty days' written
notice. C. C. Q.

MATERIAL: METROX LITHARGE and METROX RED LEAD.

TERRITORY: A specific number of accounts, as per list attached
in Detroit, Michigan, and contiguous territory, and
such other accounts as may hereafter be added by
mutual agreement. Accounts listed may be removed
if Representative fails in his efforts to effect
sales, but only in case of mutual agreement.

EXCLUSIVE
REPRESENTATION: Representative is not to sell any other make or brand
of materials than those described herein, or substitutes,
produced or furnished by other than Principal, unless
by consent of Principal. Principal is to have no other
representative solicit business from Representative's
list of accounts agreed upon except for the account of
Representative during period hereof.

COMMISSION: To cover all of said Representative's services and
expenses in connection herewith, exclusive of ware-
house and cartage expense. Principal will pay a
commission on sales made during the life of this
agreement as follows:

	C/L	L/C/L
LITHARGE	\$2.00 Ton	\$5.00 Ton
RED LEAD	\$2.00 Ton	\$5.00 Ton

Principal agrees to supply Representative with copy
of each invoice as soon as made on every shipment
made to Representative's accounts, on repeat orders
or otherwise during the life of this agreement.

No commission shall be paid on any sales not filled
by actual shipment.

GLD010829

II

COMMISSION
(Cont'd.):

Compensation for any warehouse or delivery service to be covered by separate agreement.

Settlement of commissions to be made by Principal to Representative on approximately the fifteenth day of the month following delivery of orders.

In case of orders obtained by Representative involving shipments to points in other territories called upon by other brokers or Principal's representatives, or shipments made to Principal's accounts in other territories called upon by other brokers or Principal's representatives, a division of commission of 50% to each party concerned will be applicable to such orders as made, repeat orders or otherwise.

BUSINESS
POLICY:

Selling prices will be established by Principal from time to time by published card or direct advice.

ACCEPTANCE
OF ORDERS:

Except when firm orders are made or authorized by Principal, all orders taken by or tendered by Representative are subject to acceptance by Principal. Agent shall not create an obligation binding Principal to supply merchandise unless special arrangements have been received in written approval from Principal.

ACCOUNTS AND
COLLECTION:

Invoices are to be made by Principal direct to Buyer, and payments are to be made by the Buyer to Principal unless other specific arrangements are made between Representative and Principal.

CREDITS:

Representative is not to be held liable in any way for bad debts or financial losses, but will be expected to communicate to Principal promptly and in strict confidence any information regarding the credit or financial standing of Buyers which might be of assistance to Principal in deciding the amount of credit to be granted.

REPORTS:

Representative hereby agrees to furnish Principal with reports from time to time concerning the status of its business or prospective business with individual prospects.

GLD010830

III

PURCHASES FOR
RESALE BY

REPRESENTATIVE: Purchases for resale by Representative will be covered by special arrangement.

CONSIGNMENT: Consignment arrangements will be covered by special arrangement.

METALS REFINING COMPANY

~~CANCELLED~~
By (Signed) W.C. Roddy

ACCEPTED:

Date Nov. 19, 1945

Edwin R. Howell

By (Signed) Edwin R. Howell

GLD010831

EDWIN R. HOWELL
3478 Bewick St.
Detroit, Michigan

LIST OF ACCOUNTS AND PROSPECTS - LEAD OXIDES

American Paint & Varnish Co.	Detroit, Mich.
Armstrong Co.	Detroit, Mich.
Atlas Paint Co.	Detroit, Mich.
B.B. Paint Co.	Flint, Mich.
Boydell Bros. White Lead & Color Co.	Detroit, Mich.
Buckeye Paint & Varnish Co.	Toledo, Ohio
Craigie Paint Co.	Detroit, Mich.
Dunn Rainey Co.	Detroit, Mich.
Dolphin Paint & Varnish Co.	Toledo, Ohio
Detroit Graphite Co.	Detroit, Mich.
F.J. Donahue Varnish Co.	Detroit, Mich.
Eagle Paint Works	Detroit, Mich.
Flint Ink Co.	Detroit, Mich.
Flint Paint & Varnish Co.	Flint, Mich.
Ford Paint & Varnish Co.	Grand Rapids, Mich.
Frazer Paint Co.	Detroit, Mich.
Hudson Motor Car Co.	Detroit, Mich.
Wm. A. Juergens	Toledo, Ohio
Kreuter-Fassen Co.	Grand Rapids, Mich.
A.L. Lackey Co.	Lansing, Mich.
Lansing Paint & Color Co.	Lansing, Mich.
Mac-O-Lac Paint & Varnish Co.	Detroit, Mich.
Michigan Paint Mfg. Co.	Grand Rapids, Mich.
Minnesota Mining & Mfg. Co.	Detroit, Mich.
Oxford Varnish Co.	Toledo, Ohio
Palmer Showcard Co.	Detroit, Mich.
Paint Mfg'rs., Inc.	Detroit, Mich.
Permalac Corp.	Detroit, Mich.
Plastic Products	Detroit, Mich.
Pontiac Varnish Co.	Pontiac, Mich.
Pontiac Paint Mfg. Co.	Pontiac, Mich.
Preserve Surface Co.	Detroit, Mich.
Reliance Paint Co.	Detroit, Mich.
Rinshed Mason Co.	Detroit, Mich.
Saginaw Paint Mfg. Co.	Saginaw, Mich.
Soberman & Milgram	Detroit, Mich.
Standard-Detroit Paint Co.	Detroit, Mich.
Schermerhorn Paint Products Co.	Perndale, Mich.
Toledo Paint & Chemical Co.	Toledo, Ohio
Truscon Labs	Detroit, Mich.
Timken Detroit Axle Co.	Detroit, Mich.
Wyandotte Paint Products Co.	Wyandotte, Mich.
Gerbing Paint Specialties Co.	Detroit, Mich.
** Dibble Color Co.	Detroit, Mich.
** Ditzler Color Co.	Detroit, Mich.
** Acme White Lead & Color Co.	Detroit, Mich.
** Cook Paint & Varnish Co.	Detroit, Mich.
** Grand Rapids Varnish Co.	Grand Rapids, Mich.
** Ford Motor Co.	Detroit, Mich.
** Reichhold Chemical Co.	Detroit, Mich.

The accounts marked ** are National Accounts and, therefore, if business is obtained through direct contacts on the part of representatives of the Metals Refining Company or The Glidden Company and its Divisions, then a half commission will be paid to Mr. Howell.

GLD010832