

Products Manufactured by National Lead Company

Painters' Materials	
White Lead, Dry	Colors, Dry and in Oil
White Lead in Oil	Linseed Oil, American and Cal-
Red Lead, Dry	cuts, Raw, Boiled, Refined,
Red Lead in Oil	Varnishmakers'
	Flattening Oil
Bearing Metals	
Barbitt Metals	Pressure (the Castings
	Fray Metal
Plumbers' Materials	
Lead Pipe	Leadmant Pipe
Block Tin Pipe	Lead Traps and Bends
Tin-lined Pipe	Solder
	Soldering Flux
Printers' Metals	
Linotype Metal	Stereotype Metal
Monotype Metal	Electrotype Metal
Canners' Materials	
Bar Solder	Ribbon Solder
Wire Solder	Triangular Solder
	Soldering Flux
Lead Oxides	
Red Lead	Rubbermakers' Oxides
Litharge	Varnishmakers' Oxides
Orange Mineral	Enamelmakers' Oxides
Glassmakers' Oxides	Potters' Oxides
Colormakers' Oxides	Storage Battery Oxides
Miscellaneous Lead Products	
Sheet Lead	Lead Wool
Glassiers' Lead	Lead Wire
Bar Lead	Lead Sash Weights
Antimonial Lead Products	Piano Key Leads
Lead Lined Valves	Cinch Expansion Bolts
	Lead for Architectural Purposes
General Products	
Brown Sugar of Lead	Linseed Oil Cake and Meal
White Sugar of Lead	Castor Oil

Annual Report

NATIONAL LEAD COMPANY

for Fiscal Year Ending

December 31, 1927



Principal Office:

115 Exchange Place, Jersey City, N. J.

Executive Office:

111 Broadway, New York City

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IN MEMORIAM

NORRIS B. GREGG, Vice President of the Company, died on September 6, 1927. Mr. Gregg's father was one of the largest stockholders in the Southern White Lead Company of St. Louis and Chicago, that became part of the National Lead Company. Mr. Norris B. Gregg, as a boy, was employed in the factory, becoming assistant superintendent. While so employed he invented a mechanical furnace for manufacturing lead oxide, which, with many modifications and improvements, continues to be used. Later he became a manufacturer of prepared paints; his firm being known as the Mound City Paint and Color Company. He was active in forming the Paint Manufacturers' Association that has been so successful in eradicating unethical practices from the paint industry. He was the Chairman of the Educational Bureau of that association from its organization until his death. He was closely in touch with the research work and sales promotion that in the last fifty years has developed the prepared paint industry from small beginnings into one of the most important industries in the United States.

Returning to the National Lead Company in 1910 to take charge of Heath & Milligan Company, manufacturers of prepared paints (which the National Lead Company had acquired), he made that company profitable and negotiated a sale of it that was very satisfactory. In the promotions that followed the death of Mr. Lawrence, late President of the National Lead Company, Mr. Gregg came to New York as vice president in 1916. His untiring energy; broad experience; intimate knowledge of manufacturing, selling and managerial problems; loyalty and trustworthiness—qualities known, respected, loved and honored by everyone in the paint industry—made him exceptionally serviceable to the National Lead Company and his loss irreparable.

The following excerpt from the memorial resolutions prepared by Dr. G. W. Thompson expresses the personal loss felt by his associates:

"In the closer association of the last ten years he became endeared to all of us by his kindly manner, by his steadfast devotion to the highest business principles and by his manifest contributions to the success of this Company. During these ten years nothing that the Company did was untouched by his conservative wisdom. Mourn him we do, for his person will not again grace our board meetings but he remains with us, having indelibly stamped his personality upon our records so that whatever we do and wherever we turn we shall continue to meet him in the work he did and the policies he helped to establish—his spirit is still hovering over our destinies."

N. H. BLATCHFORD, Manager of E. W. Blatchford Company, Chicago, died on June 13, 1927, aged seventy-eight. The following notice of death and tribute to Mr. Blatchford was prepared by Mr. Weltstein, President of the United Lead Company:

TO MANAGERS:

It is with much sorrow that I am called upon to announce the death of N. H. Blatchford, Manager of E. W. Blatchford Company, Chicago, which occurred at his residence on the afternoon of the 13th of June.

Mr. Blatchford, with whom I have been associated for thirty-six years, was until his death the oldest executive in the so-called Blue Lead lines in the United States. He joined his brother who had established the firm of E. W. Blatchford Company in Chicago in the early 50's, some time in the 60's as a clerk. For more than a quarter of a century the firm of E. W. Blatchford was the largest and most prominent concern in the lead circle of lead manufacturers, which in the last quarter of the last century were so effective in the direction of the activities of lead manufacturers throughout the West. In those days there were twenty or twenty-five different concerns actively in competition with one another.

When the American Shot & Lead Company was organized in 1891, Mr. Blatchford became its first Treasurer. Only the Shot business of E. W. Blatchford was absorbed by the Shot & Lead Company, and its Lead Pipe, Sheet Lead and Lead Trap business continued independent until it was finally absorbed by United Lead Company in 1903.

The Blatchford organization was also largely responsible for what is looked upon as the best Lead Trap Press, and our larger plants are equipped with these. Moreover, Mr. Blatchford was the first to give real encouragement to the present so-called Blatchford method of selling Type Metal where quality and service became uppermost.

To those who knew Mr. Blatchford well, his passing is a sorrowful event in their lives.

SIELDON THOMPSON, Manager of the Buffalo Branch, died on August 9, 1927, at the age of seventy-three. The following are memorial resolutions adopted by the Board of Directors:

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