Resolved, That the Committee on Sales Methods be instructed to elaborate that part of their preliminary report which refers to a uniform system of receiving data about their customers, etc. and to report as soon as possible suggesting forms, filing methods, etc.

Resolved, That the following names and formulas for Standard Brands of Solder, as recommended by the Metal Committee, be approved: viz.,

Formula.	Name
50/50	National Lead Co. Warranted Half and Half
48/52	Medal
45/55	Imperial
45/55 (no antimony)	Perfection
43/57	Universal
41/59	Salamander
40/60	Regal
38/62	Leader

and be it further,

Resolved, That the Company at once register the above trade marks and also the Dutch Boy Painter for Solder and Babbitt Metals.

On motion the meeting then adjourned.

Charles Davison
Secretary

Minutes of Regular Meeting of Board of Directors of National Lead Company held at No. 111 Broadway, New York, on Thursday, June 22, 1911, at 11 A.M.

Present: Messrs. E. F. Beale, G. O. Carpenter, E. J. Cornish, Chas. E. Field, E. C. Goshorn, W. W. Lawrence, R. P. Rowe, Walter Tufts, C. F. Wells

On separate motions, the following resolutions were each unanimously adopted, the roll being called where the expenditure of money was involved:

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

Appropriating	$525.00	in payment for assignment of patent applications for patents in reference to steel packages, to be charged to operating expenses of Steel Package Plant.
do	44446.00	for the equipment of the Oxide Building at the St. Louis Lead & Oil Works, St. Louis, made necessary by the St. Louis Smoke ordinances, to be charged to Maintenance.

Resolved, That the issue of the following duplicate check be and is hereby approved and confirmed, an indemnity bond in the usual form having been duly filed:

No. 2392 dated March 31, 1911, favor of Lucy S. Lovy for $3.75

Resolved, That the affixing of the Seal of the Company to the following documents be and is hereby approved and confirmed:

New York Office.	Lease in dup. of additional space on 18th floor, 111 Broadway, for United Lead Co. from June 1, 1911, to May 1, 1918, at $1.500. per annum.
do	Lease in dup. of Maryland Works to the Columbia Paper Bag Company for 5 years from July 26, 1911, at $3.000. per annum.
Atlantic Branch.	Agreement with Louis Christensen, to secure account.

Resolved, That the action of the officers of this Company in executing and acknowledging under date of June 14, 1911, a lease of the Maryland Works property of this Company, in Baltimore, to the Columbia Paper Bag Company, the present tenant of said property, for the further term of five years from July 26, 1911, at an annual rental of $3.000., and without privilege of renewal, but otherwise upon the same terms and conditions as under the leases of said property now in effect dated July 26, 1901, and January 26, 1906, respectively, be and the same hereby is approved, ratified and confirmed.

Resolved, That as Stockholders in the St. Louis Smelting & Refining this Board approves the actions of its officers in negotiating for an option on the Mine La Motte Lead & Smelting Co., with a view to its ultimate purchase.

Resolved, That the system for a uniform trade record as presented in the report of the Committee on Sales Methods, read at this meeting of the Board, be adopted, and the sum of $3.000.00 be and is hereby appropriated to provide all necessary supplies for putting the same in operation in all the various selling offices of the Company.

On motion the meeting then adjourned.

Charles Davison
Secretary

Minutes of Regular Meeting of Board of Directors of National Lead Company held at No. 111 Broadway, New York, on Thursday, July 20, 1911, at 11 A.M.

Present: Messrs. E. F. Beale, G. O. Carpenter, E. J. Cornish, Chas. E. Field, G. W. Fortmeyer, E. C. Goshorn, M. Guggenheim, W. W. Lawrence, A. P. Rowe, Walter Tufts

The minutes of meeting held June 22, 1911, were read and duly approved.

On separate motions the following resolutions were each unanimously adopted, the roll being called where the expenditure of money was involved:

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

Approving recommendation of the Manufacturing Committee that the figures for the Carter and Perth Amboy plants be included in Laboratory and cost reports.

Appropriating $1.100. for repairing and enlarging bulkhead at the Crooke Works, Atlantic Branch.

Appropriating 1.500. for the construction of an automatic babbitt casting machine as recommended by the Manufacturing Committee.