

John T. Lewis & Bros. Company.

Established 1772

Widener Building, Chestnut & Juniper Streets,
Philadelphia.

January 4, 1940
of
Lewis' 169th Year

Mr. Bates
Returns to:

Mr. Henry O. Bates, Secretary,
National Lead Company,
111 Broadway,
New York City.

Dear Mr. Bates:

Attached is copy of the minutes of our regular
Directors' meeting held Tuesday, January 2, 1940.

Very truly yours,

Morris H. Merritt
Morris H. Merritt
Secretary.

MHM:EB

Philadelphia, Pa.
January 2, 1940.

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

Edward F. Beale, Chairman of the Board
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 December 26 were read and approved.

Mr. Gardiner made the following comments concerning our annual meeting of our white-lead sales and promotion representatives:

Plans were outlined to coordinate the efforts of both groups in order to improve our white-lead sales. All types of promotion meetings will be held. Our efforts will be concentrated on meetings of agents' representatives, to include their outside salesmen.

It was further decided to make a special effort to continue to increase the number of our direct industrial accounts, which cannot and are not being handled by our agents. The present hundred pound soft paste package continues unsatisfactory in all parts of our territory. All of our men favor a more easily handled package, the majority leaning towards a 75 pound package, while some felt it would be better to make only one change, namely construct the hundred pound package with a bale, making it possible for two men to lift it, and at the same time prevent the rolling which is thought responsible for a good deal of damage to the packages now in use.

We are indebted to Mr. Vettewinkel for his explanation of how it is possible to sell white-lead and basic lead sulphate against competition, including leaded zinc.

Our complaints in the white-lead-in-oil end of our business during 1939 totalled 143, of which 27 were adjusted at a total cost of \$408.74, with 26 being held under advisement. Figured on the basis of net trade sales for 12 months excluding dry white-lead, oxides, dry colors and metals, we find that the above represents a cost of 12-1/2¢ per thousand dollars of sales, or a decrease of 22-1/2¢ per thousand compared with 1938.

It was agreed to invite superintendents of about four of Mr. Gunn's paint grinder customers to spend a day at our plant.

The regular weekly report of shipments was submitted.

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

M. H. Merritt

Secretary.

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