# *NATIONAL LEAD COMPANY*

## *REPORT*

*FOR FISCAL YEAR ENDING DECEMBER 31st, 1906*

PRINCIPAL OFFICE:

1 EXCHANGE PLACE, JERSEY CITY, N. J.

EXECUTIVE OFFICES:

100 WILLIAM STREET, NEW YORK CITY.

# NATIONAL LEAD COMPANY.

| | |
|---|---|
| L. A. Cole, | President. |
| F. W. Rockwell, | Vice-President. |
| R. P. Rowe, | Vice-President. |
| W. W. Lawrence, | Vice-President. |
| Charles Davison, | Secretary. |
| E. F. Beale, | Treasurer. |
| John B. Frothingham, | Assistant Secretary. |
| Fred. R. Fortmeyer, | Assistant Treasurer. |

## DIRECTORS.

| | |
|---|---|
| E. F. Beale, | Philadelphia, Pa. |
| Edward Brush, | New York City. |
| G. O. Carpenter, | St. Louis, Mo. |
| L. A. Cole, | East Orange, N. J. |
| R. R. Colgate, | New York City. |
| E. C. Goshorn, | Cincinnati, O. |
| D. Guggenheim, | New York City. |
| M. Guggenheim, | New York City. |
| W. W. Lawrence, | New York City. |
| H. M. McChesney, | St. Louis, Mo. |
| F. W. Rockwell, | Chicago, Ill. |
| R. P. Rowe, | Brooklyn, N. Y. |
| A. P. Thompson, | Buffalo, N. Y. |
| Walter Tufts, | Boston, Mass. |
| C. F. Wells, | Pittsburg, Pa. |

## EXECUTIVE COMMITTEE.

L. A. Cole, Chairman.

R. P. Rowe, E. F. Beale,
W. W. Lawrence, Murry Guggenheim.

## GENERAL COUNSEL.

Messrs. Alexander & Green, 120 Broadway, New York City.

## REGISTRAR OF STOCKS.

The Mercantile Trust Co., 120 Broadway, New York City.

National Lead Company's products are the best of their kind, and are worthy of use by every stockholder who has need of such products. Special reference was made in last year's report to the wisdom, individual and corporate, of specifying National Lead Company's brands of Pure White Lead for all painting. The same suggestion is here repeated. The list of brands under which the National Lead Company's White Lead is sold is given below, and attention is directed to the fact that they may be recognized also by the new trade-mark of the Dutch Boy Painter on the side of the keg :

| | | |
|---|---|---|
| ANCHOR | CORNELL | RED SEAL |
| ARMSTRONG & MCKELVY | DAVIS-CHAMBERS | SALEM |
| ATLANTIC | ECKSTEIN | SHIPMAN |
| BEYMER-BAUMAN | FAHNESTOCK | SOUTHERN |
| BRADLEY | JEWETT | STERLING |
| BROOKLYN | LEWIS | ULSTER |
| COLLIER | MORLEY | UNION |

Lead pipe for plumbing should also receive the stockholders' special attention. At this time when arguments for iron pipe, on account of its lower first cost, are being made, National Lead Company's stockholders should know the real economy and health-protecting advantages of plumbing with their own product—lead pipe—and insist on its being used in their houses and factories.

Requests for literature relative to white lead, lead pipe and other products of the Company, will be mailed on request.



# NATIONAL LEAD COMPANY

MANUFACTURERS OF

## WHITE LEAD, DRY AND IN OIL,

| | |
|---|---|
| Litharge, | Orange Mineral, |
| Red Lead, | Varnishers' Oxides, |
| Glassmakers' Oxides, | Enamelers' Oxides, |
| Colormakers' Oxides, | Potters' Oxides, |
| Rubbermakers' Oxides, | Accumulator Oxides, |
| Brown Sugar of Lead, | White Sugar of Lead, |
| Lead Pipe, | Glaziers' Lead, |
| Block Tin Pipe, | Bar Lead, |
| Tin Lined Pipe, | Lead Sash Weights, |
| Sheet Lead, | Lead Wire, |
| Solder, | Solder Wire, |
| Lead Traps and Bends, | Solder Ribbon, |
| Babbitt Metal, | Colors, dry and in oil, |

Nitrite of Soda.

CASTOR OIL,

AMERICAN AND CALCUTTA LINSEED OIL,

Raw, Boiled, Refined and Varnish,

LINSEED-OIL Cake and Meal.

## NATIONAL LEAD COMPANY.

### *BRANCHES.*

| | |
|---|---|
| *ATLANTIC BRANCH,* | *NEW YORK CITY,* *100 William Street.* |
| *BUFFALO BRANCH,* | *BUFFALO, N. Y.,* *Cor. Clinton and Oak Sts.* |
| *BALTIMORE BRANCH,* | *BALTIMORE, MD.,* *410 Hanover Street.* |
| *CLEVELAND BRANCH,* | *CLEVELAND, OHIO,* *Canal and Champlain Sts.* |
| *CINCINNATI BRANCH,* | *CINCINNATI, OHIO,* *Freeman Ave., cor. 7th St.* |
| *CHICAGO BRANCH,* | *CHICAGO, ILL.,* *Cor. State and 15th Sts.* |
| *ST. LOUIS BRANCH,* | *ST. LOUIS, MO.,* *Clark Ave. and 10th St.* |



*JOHN T. LEWIS & BROS. CO., PHILADELPHIA, PA.,*
*231 South Front St.*

*NATIONAL LEAD & OIL CO., OF PENNSYLVANIA,*
*PITTSBURG, PA.*
*Second National Bank Building.*

*NATIONAL LEAD CO., OF MASS., BOSTON, MASS.,*
*57 Broad Street.*

*ST. LOUIS SMELTING & REFINING CO.,*
*ST. LOUIS, MO.,*
*St. Francois, Mo., and Collinsville, Ill.* *620 Frisco Building.*

### *NATIONAL LEAD COMPANY WAREHOUSES.*

ST. PAUL, MINN., 354 to 360 East 6th Street.

DETROIT, MICH., cor. Wayne and Woodbridge Streets.

OMAHA, Neb., 1415 and 1417 Dodge Street.

KANSAS CITY, MO., 1313 and 1315 W. 10th Street.

LOUISVILLE, KY., 202 Equitable Bldg., 4th and Jefferson Sts.

NASHVILLE, TENN., 225 Tenth Avenue, South.

NEW ORLEANS, LA., 516 and 518 Natchez Street.

# NATIONAL LEAD COMPANY.

1 Exchange Place, Jersey City, N. J.

---

**REPORT PRESENTED TO THE STOCKHOLDERS AT THEIR FIFTEENTH ANNUAL MEETING, APRIL 18, 1907, FOR THE FISCAL YEAR ENDING DECEMBER 31, 1906.**

*To the Stockholders of National Lead Company:*

The following Balance Sheet shows the condition of the Company on December 31, 1906:

## ASSETS.

| | | Dec. 31, 1906. |
|---|---|---|
| Plant Investment | | 23,913,477.01 |
| Other Investments | | 10.506 449.40 |
| Stock on hand, manufactured, in process and raw | | 5 910,737 72 |
| Treasury Stock.—Common | 94.600.00 | |
| Preferred | 96.000.00 | 190 600.00 |
| Cash in Banks | | 1,214,834.13 |
| Notes Receivable | | 2.014,930.01 |
| Accounts Receivable | | 1.982,691.48 |
| | | $45.733,719.75 |

## LIABILITIES.

| | | |
|---|---|---|
| Capital Stock—Common | 25,000,000 00 | |
| Unissued | 4,250 000 00 | 20,750,000.00 |
| Preferred | 25,000,000 00 | |
| Unissued | 4.286 400.00 | 20,713,600.00 |
| Surplus, December 31, 1906 | | 4,038,822.36 |
| Notes Payable | | 47,000.00 |
| Accounts Payable | | 184,297.39 |
| | | $45.733,719.75 |

**A comparison with the preceding year is given in the following statement:**

## ASSETS.

| | Dec. 30, 1905. | Dec. 31, 1906. | Increase. | Decrease. |
|---|---|---|---|---|
| Plant Investment | 24,104,518.19 | 23,913.477 01 | . . . . . . | 191,036.18 |
| Other Investments | 979,812.42 | 10,506,449.40 | 9,526,636.98 | . . . . . |
| Stock on hand | 6,104,601.54 | 5,910,737.72 | . . . . . . | 193,863.82 |
| Treasury Stock | 190,600.00 | 190,600.00 | . . . . . . | . . . . . |
| Cash in Bank | 818,300.75 | 1,214,834.13 | 396,533.38 | . . . . . |
| Notes Receivable | 133,354.55 | 2,014,930 01 | 1,881,575.46 | . . . . . |
| Accounts Receivable | 1,434 075.82 | 1,982,691.48 | 548,615.66 | . . . . . |
| | $33,765,258.27 | $45,733,719.75 | $12,353,861.48 | $384,900.00 |

## LIABILITIES.

| | Dec. 30 1905. | Dec. 31, 1906. | Increase. | Decrease. |
|---|---|---|---|---|
| Common Stock | 15,000,000.00 | 20,750,000.00 | 5,750,000 00 | . . . . . |
| Preferred Stock | 15,000.000.00 | 20,713,600.00 | 5,713,600.00 | . . . . . |
| Surplus | 3,554,596.20 | 4,038,822.36 | 484,226.16 | . . . . . |
| Mortgages | 12,603.25 | . . . . . . | . . . . . . | 12,603 25 |
| Notes Payable | 67,000.00 | 47,000.00 | . . . . . . | 20,000.00 |
| Accounts Payable | 131,058.82 | 184,297.39 | 53,238.57 | . . . . . |
| | $33,765,258.27 | $45,733,719.75 | $12,001,064.73 | $32,603.25 |

## SURPLUS ACCOUNT.

| | |
|---|---|
| Surplus, December, 31, 1905 . . . . . . . | 3,554,596.20 |
| Net Earnings during 1906 . . . . . . . . . . . | 2,499,632.16 |
| | 6,054,228.36 |

## DIVIDENDS PAID DURING 1906.

| | | | | |
|---|---|---|---|---|
| On Preferred Stock. | | | | |
| March 15 . . Dividend No. 57. | 313,320.00 | | | |
| June 15 . . " No. 58. | 360,808.00 | | | |
| Sept. 15 . . " No. 59. | 360,808.00 | | | |
| Dec. 15 . . " No. 60. | 360,808.00 | 1,395,744.00 | | |
| On Common Stock. | | | | |
| July 2 . . Dividend No. 10. | 206,554.00 | | | |
| Oct. 1 . . " No. 11. | 206,554.00 | | | |
| Dec. 31 . . " No. 12. | 206,554.00 | 619,662.00 | 2,015,406.00 | |
| Surplus, December 31, 1906 - - - - - | | | $4,038,822.36 | |



The foregoing statements presented in their customary form show the financial condition of your Company at the close of its fifteenth fiscal year, your December 31, 1906, and disclose a net profit of $2,499.632.16 as the result of the year's business. In addition to such earnings the Company has an the interest exceeding $600,000 in undivided earnings of other Companies, which is reserved by them for working capital and other uses. After the payment of regular quarterly dividends on preferred stock and of three quarterly dividends of 1% each on the common stock, payments of which were commenced on July 1st last, the whole aggregating $2,015.406.00, a remainder of $484,226.16 was added to surplus account, which at the close of the period under review was $4,038,822.36.

Reference to the financial statement shows a healthy condition with no liabilities other than those in process of payment and an adequate working capital fully employed in our business. Sales of properties not in use resulted in a deduction of $191,036.18 in your plant investment account. Raw materials have continued to advance and are now at the highest point in the history of the Company, but provision has been made the in our inventory for any probable shrinkage in values. The efficiency of plants has been maintained by expenditures for repairs and maintenance aggregating $188, 417.81, which was charged to the cost of operation.

The aggregate volume of business done (expressed in tons) was slightly less than the preceding year, due we conclude to the rapid advance in prices and the reluctance of consumers to believe in their continuance. With the close of the year however, we find orders for future business indicating an increased distribution, and at the date of this report the business so far this year shows a large increase over that of last.

The mining property referred to in the last annual report had a very the. successful year and added largely to the sinking fund created for the purpose of paying its initial cost.

The property investments referred to in our last annual report have by our their earnings, justified the predictions then made and confirm our judgment as to the wisdom of their acquisition. Since the close of the fiscal year negotiations pending for other businesses have been concluded, and in payment therefor an issue of $3,750,000.00 in preferred stock has been made for properties possessing net cash assets and lands, buildings, machinery and fixtures officially appraised at above $3,800,000.00. The net earnings of the properties so acquired have averaged in excess of $600,000 for the last three years as determined and certified by Messrs. Haskins & Sells, Chartered Accountants, under whose direction all examinations and appraisals were made. The object of late investments has been to so diversify the character of the business as to render it less susceptible to depression in any one feature without departing from its essentially metallic foundation. the

from

All features of your business are participating in the general prosperity of the country, and the present outlook is most encouraging. The management takes this occasion to thank all employees for the faithful service which has contributed to the satisfactory results of the year. your

Respectfully,

L. A. COLE, President.