

be made by closing the above Works, and the diversion of Sales into States, showing where trade had been lost.

On motion, the meeting then adjourned

Charles Larison

Approved, March 17, 1892.

Secretary

Minutes of Regular Meeting of Board of Directors of National Lead Company held at 121 Broadway, New York City, on March 17, 1892 at 11 A.M.

Present: Messrs.

W. P. Thompson

D. B. Shipman

A. T. Goshorn

A. P. Thompson

T. W. Rockwell

S. F. Birle Jr.

L. A. Cole

R. R. Colgate

S. Seymour

R. P. Rowe

The minutes of the regular meeting held on February 18, 1892, were read by the Secretary and duly approved.

43

Mr. Rockwell, Chairman of the Special Committee appointed by the Executive Committee to perfect a plan for making certain changes in conducting the sales of this Company, presented the following report of his Committee, which was ordered to be placed on file and transcribed in the minutes of this meeting:

" W. P. Thompson President

The Committee appointed to recommend some change in our plan of selling our products, submit the following Division of Territory. We have divided the territory into sections or districts, each tributary to one of our factory points and arranged with a view to its geographical relation to and, as far as possible, its trade relations with the factory point. Following are the boundary lines for the several districts.

Sales Managers. We would appoint one selling manager at each factory point, who should have immediate charge of the details of the trade in his district, represent our Com-

Traveling salesmen shall send to the New York office copies of all letters and all orders sent to their territorial managers

J. W. Rockwell Chm
 Geo. A. Stevens
 Jos. L. McQuinn
 Geo. Blair

On separate motions, the following resolutions were each unanimously adopted:

44 Resolved, That in conformity with the information furnished by the Executive Committee, it is decided to continue the manufacture of White Lead at The J.H. Mather Lead Works for the present.

45 Resolved, That the general recommendation of the Special Committee appointed by the Executive Committee to consider the re-organization of the sales system, be and is hereby approved and the Executive Committee is hereby instructed to carry it into effect in such detail and with such variations as their judgement may from time to time suggest.

46 Resolved, That the grinding of Lead in Oil at the Cornell Lead Works be discontinued, and that it be supplied with same under direction of this office, at cost, with five per cent added.

47 Resolved, That the action of the Executive Committee in granting an option until 5 April, 1892, on the Delaware Avenue property at Buffalo for its sale at \$80,000. be and is hereby approved.

48 Resolved, That the Executive Committee be and is hereby authorized to sell the property The Union White Lead Manfg Co. situated in Brooklyn, N. Y., at a price not less than \$60,000.

49 Resolved, That a Committee, to consist of Messrs. Beale, Rowe and Stevens be and is hereby appointed to perfect arrangements for the sale of Brown Sugar.

50 Resolved, That a Department of Advertising be and is hereby established.

51 Resolved, That Mr. J. W. Rockwell be and is hereby appointed Manager of the Department of Advertising.

On motion the meeting adjourned until 11 A. M. of the next

Minutes of Adjourned Meeting of the Board of Directors of National Lead Company held at 11 A. M. on 18 March, 1902. Present: See page 39 at foot

On separate motions, the following resolutions were each unanimously adopted:

52

Resolved, That the action of the Executive Committee in transferring Mr. Erafton B. Dorsey to the Atlantic White Lead & Linseed Oil Works and the various other changes made at these Works by their orders is hereby approved.

In connection with the foregoing resolution, the President spoke of the many abuses found to exist at these Works and which had been, or were being, remedied as quickly as possible and of the ready co-operation received from Mr. Colgate in this work. He also read a copy of his letter to the Superintendent, Mr. Townsend, in which was stated that the salary of Mr. Townsend would be reduced after 1 April from \$500. to \$333.33 per month and also Mr. Townsend's reply, accepting the reduction in salary and expressing his intention of helping along the needed reforms to the best of his ability.

53.

Resolved, That hereafter the purchases of linseed and flaxseed for the different Works be made through this office and that Mr. J. H. Birney be placed in charge of same.

In connection with the above, the question of selling the Oil Cake made at the different Works through this office was discussed but it was deemed inexpedient to do so at this time. Messrs. Mr. Birney and Blair were called in and requested to procure all necessary information on this subject, in their respective lines, so this office would be in position to do so if, in the future, it should be considered desirable to do so. Mr. Colgate mentioned that Mr. Smith, through whom his sales of this article were made, had spoken of coming to New York in reference to this matter and he was requested to urge his doing so.

54

Resolved, That the Management of Sales in the several territorial districts be placed in the following hands:

St. Louis District. G. C. Carpenter Jr.
C. W. Ferguson
W. H. Baker

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Chicago District. John E. Field
H. J. McQuinn

Louisville District. L. Leonard

Cincinnati District. H. E. Steininger
E. C. Goshorn

Cleveland District. The Ft. Moller Lead Works

Pittsburgh District. National Lead & Oil Works of Pa.

Phila & Balti District. John T. Lewis & Sons Co

Buffalo District. Cornell Lead Works

New York District. R. P. Rowe
Geo. W. Fortmeyer

Boston District. Walter Tufts

The Secretary was directed to prepare a letter, in connection with the Special Sales Committee, to the different District Managers which should embody the proposed plan in detail as nearly as possible.

The President read a number of papers as to costs, profits, sales &c and after discussing the various topics of interest, the meeting, on motion, adjourned.

Charles Darrow
Secretary

Approved April 21. 1892.

0000-NLI-000021359

Present at Meeting 18. March, 1892.

W. P. Thompson

A. T. Goshorn

F. W. Rockwell

L. A. Cole

S. Byrnes

J. B. Shipman

A. P. Thompson

E. F. Beale Jr.

A. R. Colgate

R. P. Rowe.