# *NATIONAL LEAD COMPAN*

## *REPORT*

*FOR FISCAL YEAR ENDING DECEMBER 31st, 19*

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.

Stockholders are more and more forming the habit of using National Lead Company's manufactures when they can. This exhibits proper regard for the success of the Company's business and for the stockholder's own interests.

Paint and plumbing materials are necessaries in practically every building. National Lead Company's brands of white lead, red lead, linseed oil, colors in oil, lead pipe, traps and bends, ferrules, etc., should be specified by stockholders and recommended to friends.

Those who control or influence the buying of factory supplies should see that National Lead Company's babbitt metals and solders are used, of which various compositions are made to suit various factory requirements. All are of the highest quality in their respective classes.

There may be among our stockholders some who use other materials included among National Lead Company manufactures. Look over the list on the following page.

National Lead Company's brands of White Lead are as follows, all of them distinguished by the "Dutch Boy Painter" trade mark on the keg:

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





# NATIONAL LEAD COMPANY

MANUFACTURERS OF

## WHITE LEAD, DRY AND IN OIL,

| | |
|---|---|
| Litharge, | Orange Mineral, |
| Red Lead, | Varnishers' Oxides, |
| Glassmakers' Oxides, | Enamelers' Oxides, |
| Colormakers' Oxides, | Potter's Oxides, |
| Rubbermakers' Oxides, | Accumulator Oxides, |
| Brown Sugar of Lead, | White Sugar of Lead, |
| Nitrite of Soda, | Colors, dry and in oil |
| Linotype Metal, | Stereotype Metal, |
| Monotype Metal, | Electrotype Metal, |
| 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, | Piano Key Leads, |

## 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,*<br>*100 William Street.* |
| *BUFFALO BRANCH,* | *BUFFALO, N. Y.*<br>*Cor. Clinton and Oak Sts.* |
| *BALTIMORE BRANCH,* | *BALTIMORE, MD.,*<br>*410 Hanover Street.* |
| *CLEVELAND BRANCH,* | *CLEVELAND, OHIO,*<br>*Canal and Champlain Sts.* |
| *CINCINNATI BRANCH,* | *CINCINNATI, OHIO,*<br>*Freeman Ave., cor. 7th St.* |
| *CHICAGO BRANCH,* | *CHICAGO, ILL.,*<br>*Cor. State and 15th Sts.* |
| *ST. LOUIS BRANCH,* | *ST. LOUIS, MO.,*<br>*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 SIXTEENTH ANNUAL MEETING, APRIL 16, 1908, FOR THE FISCAL YEAR ENDING DECEMBER 31, 1907.

*To the Stockholders of National Lead Company:*

The following Balance Sheet shows the condition of the Company on December 31, 1907:

## ASSETS.

| | | |
|---|---|---|
| Plant Investment | | 24,324,093.06 |
| Other Investments | | 13,738,017.50 |
| Stock on hand, manufactured, in process and raw | | 6,700,865.02 |
| Treasury Stock,—Common | 94,600.00 | |
| Preferred | 96,000.00 | 190,600.00 |
| Cash in Banks | | 1,224,363.64 |
| Notes Receivable | | 1,405,349.92 |
| Accounts Receivable | | 2,100,984.73 |
| | | 49,684,273.87 |

## LIABILITIES.

| | | | |
|---|---|---|---|
| Capital Stock—Common | 25,000,000.00 | | |
| Unissued | 4,250,000.00 | 20,750,000.00 | |
| Preferred. | 25,000,000.00 | | |
| Unissued. | 536,400.00 | 24,463,600.00 | 45,213,600.00 |
| Surplus, December 31, 1907 | | | 4,294,204.25 |
| Notes Payable | | | 27,000.00 |
| Accounts Payable | | | 149,469.62 |
| | | | $49,684,273.87 |

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

## ASSETS.

| | Dec. 31, 1906. | Dec. 31, 1907. | Increase. | Decrease. |
|---|---|---|---|---|
| Plant Investment | 23,913,477.01 | 24,324,093.06 | 410,616.05 | . . . . . |
| Other Investments | 10,506,449.40 | 18,738,017.50 | 8,231,568.10 | . . . . . |
| Stock on hand | 5,910,737.72 | 6,700,865.02 | 790,127.30 | . . . . . |
| Treasury Stock | 190,600.00 | 190,600.00 | . . . . . . | . . . . . |
| Cash in Bank | 1,214,834.13 | 1,224,363.64 | 9,529,51 | . . . . . |
| Notes Receivable | 2,014,930.01 | 1,405,349.92 | . . . . . . | 609,580.09 |
| Accounts Receivable | 1,982,691.48 | 2,100,984.73 | 118,293.25 | . . . . . |
| | $45,733,719.75 | $49,684,273.87 | $4,560,134.21 | $609,580.09 |

## LIABILITIES.

| | Dec. 31, 1906. | Dec. 31, 1907. | Increase. | Decrease. |
|---|---|---|---|---|
| Common Stock | 20,750,000.00 | 20,750,000.00 | . . . . . . | . . . . . |
| Preferred Stock | 20,713,600.00 | 24,463,600.00 | 3,750,000.00 | . . . . . |
| Surplus | 4,038,822.36 | 4,294,204.25 | 255,381.89 | . . . . . |
| Mortgages | . . . . . . | . . . . . . | . . . . . . | . . . . . |
| Notes Payable | 47,000.00 | 27,000.00 | . . . . . . | 20,000.00 |
| Accounts Payable | 184 297.39 | 149,469.62 | . . . . . . | 34 827.77 |
| | $45,733 719.75 | $49,684,273.87 | $4,005,381.89 | $54,827.77 |

## SURPLUS ACCOUNT.

| | |
|---|---|
| Surplus, December, 31st, 1906 | 4,038,822.36 |
| Net Earnings during 1907 | 2,942.245,39 |
| | 6,981,067.75 |

## DIVIDENDS PAID DURING 1907.

| | | | | |
|---|---|---|---|---|
| **On Preferred Stock.** | | | | |
| March 15 . . Dividend No. 61. | 426,433.00 | | | |
| June 15 . . " No. 62. | 426,433.00 | | | |
| Sept. 16 . . " No. 63. | 426,433.00 | | | |
| Dec. 16 . . " No. 64. | 426.433.00 | 1,705,732.00 | | |
| **On Common Stock.** | | | | |
| April 1 . . Dividend No. 13. | 206,554.00 | | | |
| July 1 . . " No. 14. | 258,192.50 | | | |
| Oct. 1 . . " No. 15. | 258,192.50 | | | |
| Dec. 31 . . " No. 16. | 258,192.50 | 981,131.50 | 2,686,863.50 | |
| Surplus, December 31, 1907 | - | - | $4,294,204.25 | |



Following our usual custom we submit the foregoing statements showing the financial condition of the Company at the close of its sixteenth fiscal year, December 31, 1907, and exhibiting the assets as they exist on that date. The year's business shows net earnings of $2,942,245.39, or an increase of $442,613.23 over that of the preceding year. The payment of regular quarterly dividends on preferred stock aggregated $1,705,732.00, and dividends of 1% on the common stock for the first quarter of the year and 1¼% for the remaining three quarters aggregated $981,131.50, the total of dividends on both classes of stocks amounting to $2,686,863.50, which after being deducted from the net earnings left an undistributed remainder of $255,381.89, which added to the previous surplus shows a balance standing to the credit of surplus account at the close of the year of $4,294,204.25. Operating expense was charged with $227,180.50 for necessary repairs and in the maintenance of all plants at their highest efficiency.

The financial statement indicates a satisfactory condition of the finances of the Company and the employment of its ample working capital in its varied business. The shrinkage in the value of raw material makes no difference in the exhibit, as for a number of years the great stocks which it is necessary to carry have been inventoried at protective figures, and to-day they could not be replaced at such values.

It will be noted that a further issue of $3,750,000.00 in preferred stock has been made and appears as outstanding. This was in payment for the properties mentioned in our last annual report, the negotiations having been completed at the time that report was made. The properties referred to, together with your mining property, have been useful sources of revenue in the year under review.

The volume of business for the year exceeded that of any in our history notwithstanding the paralyzed condition of trade in the months of November and December. Experience of sixteen years teaches us that our business is less susceptible to the fluctuations of trade than many others and does not suffer in the same measure when the general volume of trade shrinks. At this writing a comparison so far this year with the unprecedent volume of business done last year at the same time shows a shrinkage of 13½%, which we hope to overcome as the season progresses, in view of the constantly improving conditions.

It may interest stockholders to know that the Company's records show an increasingly wide distribution of its stock, 5566 checks having been sent out in payment of the last dividends. There is no controlling interest and no exceptionally large holding. Prior to the formation of this Company less than 150 persons shared directly in the profits of the various properties which later became part of National Lead Company. The business has largely developed since that time, but the numbers of those who may properly be called "partners" in the business has increased much more rapidly. It seems worthy of reflection that in the history of this business at least the number of those participating in its profits and sharing in its prosperity has been many times multiplied.

This report would not be complete without a tribute to all the employees who have so loyally discharged their duties to the Company.

Respectfully,

L. A. COLE, President.