At a regular meeting of the Directors of John T. Lewis & Bros. Company, held this day in their office, 2607 E. Cumberland Street, Philadelphia, Pennsylvania there were present:

J. W. Gardiner, President
A. M. Wilson, Vice President
M. H. Merritt, Secretary
L. T. Beale, Director
A. E. McCarron, Director
Walter Morris, Director
G. A. Watts, Director

The meeting was called to order by Mr. J. W. Gardiner, who presided, and Mr. M. H. Merritt reported the minutes of the meeting.

Mr. Rhell, Treasurer, and Mr. C. F. Peters, Comptroller, were asked to join the meeting.

The minutes of our meeting of March 18th were read and approved.

The following comparative figures for the month of March 1948 and 1949 and for the three months of 1948 and 1949 were submitted as follows:

March 1948 - Profit \$20,564.42	3 months 1948 - Profit \$48,763.69
March 1949 - Loss \$22,267.38	3 months 1949 - Profit \$58,411.94

Mr. Peters explained that our total sales have declined 53% in tonnage as compared with March 1948 although the true position is not really reflected because no normal stock adjustment has been included in this report. Likewise, parts of our factory were shut down for two weeks during March.

Mr. Gardiner reported that the demands from our battery oxide customers seemed to be picking up.

It was reported that our application for a C&R to cover the equipment for the manufacture of synthetic resins in our Processed Oil Department had been approved in the amount of \$11,216.06.

An interim application has been sent to New York for the amount of \$1696.75 for a C&R to cover the cost of a Spencer heavy duty industrial portable vacuum cleaner for our Oxide Department.

An interim application has been sent to New York for a C&R in the amount of \$12,050 for the cost of constructing a truck loading platform at our gate on East Huntington Street south of our paint warehouse.

Mr. Rhell submitted a report on our credit picture. It shows that our accounts receivable as of March 31, 1949 totaled approximately \$556,000 as compared with \$912,000 a year ago, showing a marked decrease in sales and prices of some items. An analysis of the accounts shows \$520,300 not due and \$35,600 due or past due which represents only 6-2/5% of the gross amount. Of the $35,600, $32,300 or 5-2/5% is less than thirty days past due and only $3,300 or 1% is over thirty days past due.

During February, we collected 93% of our accounts receivable as compared with 80% for the paint industry and 75% for the state of Pennsylvania.

During the first quarter of 1949 we had no charge-offs to bad debts but recovered previous charge-offs amounting to $35.05.

Mr. Watts reported that our small metal customers are only buying on a hand-to-mouth basis.

Mr. McCarron reported that on our ready mixed paint we have issued a protection against decline on one order only through June. We have also issued a guarantee against decline on our white lead shipments for thirty days from date of shipment, but both items are moving on a hand-to-mouth basis.

On motion duly made and seconded, and in line with resolution adopted by the Executive Committee of the National Lead Company it was:

RESOLVED - that effective immediately any employees called for short periods of training in the National Guard, Officers Reserve and similar branches of Government military service be allowed any deficiency between the pay the employee would otherwise have received for service with the Company during the period of training and the amount of Compensation received for such training service. Such military service is not to be considered as regular vacation time.

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

Morris H. Merritt

Morris H. Merritt, Secretary