

January 23, 1939.

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

Edward F. Beale, Chairman of the Board
S. French Reeves, Vice President and Treasurer
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 January 16 were read and approved.

Mr. Reeves reported that the total profits for the year 1938 were approximately \$112,000.00 without including any New York overhead. This is based on gross business of \$4,125,000.00 and the sales tonnage to our trade was 26,471 tons as compared with 26,304 tons in 1937.

The net profit for December, without New York overhead, is \$18,515.28 but when the New York overhead is included our books will only show a net profit of \$6,981.53 for the entire year of 1938.

Mr. Reeves also presented some figures on the cost of selling our products exclusive of metal sales and some special large customers who are handled from the main office.

Next week Mr. Gardiner will present the selling side and Mr. L. T. Beale expressed a desire to see, if possible, the selling costs of some ready-mixed paint house. Mr. Reeves felt he could obtain this information.

Mr. Gardiner presented a suggestion for the handling of Mr. Phillips' territory. It was decided that Mr. Weiss should be changed from the promotion department to the sales department and should handle 90% of Mr. Phillips' territory. The other 10%, or Lancaster County, should be included in Mr. Schofield's territory. Mr. Longhurst is to work among the painters in New Jersey and in Mr. Phillips' old Pennsylvania territory for part of the year.

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



Secretary.

NL 000041225