

Philadelphia, Pa.
January 16, 1939.

In conformity with Article 17 of the By-Laws and pursuant to the action of the Shareholders at the Annual Meeting held at the offices of the company, Monday, January sixteenth, 1939, at two o'clock P. M., the Board of Directors of WETHERILL & BROTHER, INC. convened at 2:15 P.M. on Monday, January sixteenth, 1939, in Room 801 Penfield Building, 1328 Chestnut Street, in the City of Philadelphia.

The following Directors were present :

Edward F. Beale
S. French Reeves

being a majority of the Directors and constituting a quorum of the Board.

The Minutes of the previous Meeting were read and approved.

The Chairman, Edward F. Beale, stated that the first business to come before the Meeting was the election of Officers. The following persons were thereupon nominated for Officers of the Corporation to serve for one year and until their successors are chosen and shall have qualified:

Chairman of the Board	- Edward F. Beale
President	- Fletcher W. Rockwell
Vice President	- S. French Reeves
Secretary	- William H. Fisher
Treasurer	- William H. Fisher

There being no other nominations and all the Directors present having voted, the Chairman announced that the aforesaid persons were unanimously and unanimously chosen as said Officers respectively.

The Secretary and Treasurer submitted a brief report on the business of the Corporation for the year 1938, which report is made a part of the Minutes.

It was further stated that in addition to the regular business conducted by the Company, cognizance should be taken of the services which are being rendered to the Titanium Pigment Corporation whose Philadelphia office is located in the Wetherill & Brother office in the Penfield Building.

Meeting on motion adjourned.

W. H. Fisher - Secretary.

WETHERILL & BROTHER, INC.
OPERATIONS - YEAR 1938

I furnish below a condensed operating statement of Wetherill & Brother, Inc., for the year 1938, as reflected by our Profit & Loss Statement. The gross figures for sales, cost of sales, etc. have been reduced to the per ton basis, and also prepared to show monthly average of sales, expenses and profit.

		<u>Per Ton</u>	<u>Average Per Month</u>
Sales	59,235.	143.00	4,836.
Cost of Sales -	<u>49,273.</u>	<u>119.00</u>	<u>4,106.</u>
Gross Profit	9,962.	24.00	830.
Expenses	<u>10,112.</u>	<u>24.36</u>	<u>845.</u>
Net Profit	150.	.36	13.

Our total sales for the year 1938 were 414 tons, totalling \$59,235.61, which compare with last year's figures showing 443 tons valued at \$73,021.60. In quantity, these total sales comprise the following:

	<u>1938</u>	<u>1937</u>
White Lead (dry & in oil)	258	260
Oxides	155	160
Miscellaneous	<u>1</u>	<u>3</u>
	414	443

In analysing the above statements, reflecting a loss of \$150.00 for the year, I believe this can be attributed in the main to diminished gross profit, as we received less per ton for our products sold, while the cost of goods purchased from John T. Banta & Co. was not reduced proportionately. Our gross profit per ton for 1938 year was \$8.00 per ton less than in 1937, while Banta & Co. had a saving as they were \$4.00 per ton less in 1938 than in 1937. Thus, our net profit was \$4.00 per ton less, resulting in a loss of \$150.00.

W. H. Fisher, Secretary-Treasurer.