

Philadelphia, Pa.
March 17, 1941.

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:

J. W. Gardiner, President
S. French Reeves, Vice President
A. M. Wilson, Vice President
Morris H. Merritt, Secretary

The meeting was called to order by Mr. J. W. Gardiner, who presided in the absence of Mr. E. F. Beale, and Mr. Morris H. Merritt reported the minutes of the meeting.

The minutes of our meeting of March 10 were read and approved.

Mr. Reeves brought up the necessity of purchasing a new MVM Exide Ironclad battery for one of our electric street trucks, as our old battery is worn out. Therefore it was decided to recommend the purchase of a battery from the Electric Storage Battery Company at a cost not to exceed \$1333.26.

In order to manufacture our new White Lead Primer more economically, an appropriation was approved for tanks and other equipment not to exceed \$3,200. and a regular C&R application will be forwarded to New York in the next day or so.

Mr. Reeves read a letter from our salesman, Mr. Weiss, complimenting our factory guides during a recent visit of a representative of M. Buten & Sons with some of their customers. As a result of a talk with these customers afterwards Mr. Weiss felt that a tremendous amount of good will had been created.

Mr. Reeves reported the following comparative figures for the first two months of the year, without including any New York overhead:

February 1941 - Profit	\$16,886.32	2 months 1941 - Profit	\$32,528.42
February 1940 - Loss	27,340.16	2 months 1940 - Loss	23,119.15

The following increases in salary were approved effective March 15:

L. Chauncey,	from \$1200.	to \$1200.	per year.
Frank I. Evans,	" 2000.	" 2240.	" "
Robert H. Armstrong,	" 1350.	" 1550.	" "
Dorothy Hunter,	" 900.	" 1020.	" "
Florence C. Hinds,	" 1200.	" 1320.	" "

The regular weekly report of shipments for the week ending March 14 was submitted.

The purchase of a 1941 Standard Plymouth Coupe for the use of our salesman, Mr. W. E. Cannon, at a net cost not to exceed \$325. including the trade-in of the old car was approved and forwarded to New York for their attention in the regular way.

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



N 27142