

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, Jr., 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 November 21 were read and approved.

Mr. Reeves stated that Mr. Wildner and Mr. Edward F. Beale, 3rd, had reported at this office this morning and gone to our factory to begin their special work.

Mr. Reeves also reported that the Electric Storage Battery Company want their patent representative in New York to see the patent expert of the National Lead Company as well as a member of their Manufacturing Committee. It was decided that this would be a very good plan as the Electric Storage Battery Company are anxious to establish the fact that they could have bought material from us in 1917 similar to the black oxide material they made themselves.

Mr. Gardiner was authorized to put into effect in our territory in Pennsylvania, New Jersey, Delaware and Maryland a Fair Trade Standards Act contract in conjunction with our regular white-lead agency plan. It was felt that such an arrangement should be approved by Mr. Staples for all of our territory before any contracts are sent out.

A motion made by Mr. L. T. Beale and seconded by Mr. Gardiner, was unanimously approved, extending a loan to Mr. F. L. Tomlinson for the amount of \$300.00 so that he can complete settlement on his new house. This loan is to be paid back, without interest, at the rate of \$10.00 per month or faster, if possible.

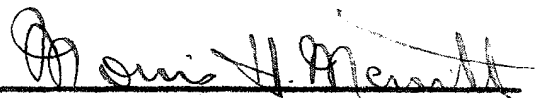
On motion, duly made and seconded, it was

RESOLVED, that we would lease two tank cars for our Linseed Oil Department at a total cost of \$660.00 per year for the two cars.

This is instead of paying \$10.00 for a car each time we need one. The cars will be stored on the Pennsylvania Railroad tracks at little or no cost to us. Our cost so far this year has been \$400.00 but with increased business next year the new arrangement is expected to show a profit.

A report is to be made at the end of 1939 showing the results of the yearly rental as compared with the rental of a car each time.

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



Secretary.

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