

LEAD INDUSTRIES ASSOCIATION, INC.

202 MADISON AVENUE

NEW YORK 17, N. Y.

SUBJECT TO REVISION

INDUSTRY DEVELOPMENT COMMITTEE MEETING MINUTES

New York, N.Y.

November 28, 1962

A meeting of the Industry Development Committee of the Lead Industries Association, Inc. was held on Wednesday, November 28, 1962, at the Sixty East Club, 60 East 42nd Street, New York 17, N.Y.

PRESENT

J. J. Lannon
J. S. Smart, Jr.
P. H. Hurlless
G. A. Larson
I. L. Barker
L. L. Taylor
A. O. Wolff

C. R. Ince
Aubrey Fletcher

REPRESENTING

American Metal Climax, Inc.
American Smelting and Refining Co.
Anaconda Sales Co.
The Bunker Hill Co.
Cerro Corp.
Compania Minera Asarco S.A.
The Consolidated Mining and Smelting
Co. of Canada Limited
St. Joseph Lead Co.
C. Tennant, Sons & Co.
(Agent: The Broken Hill Associated Smelters Proprietary Ltd.)

OTHER MEMBERS

R. J. Hopkins
Douglas Burwood
P. W. Robinson
J. R. Englehorn

The Broken Hill Associated Smelters
Proprietary Ltd.
The Rio Tinto-Zinc Corp. Ltd. (B.H.A.S.)
The Rio Tinto-Zinc Corp. Ltd. (B.H.A.S.)
St. Joseph Lead Co.

OTHERS

Paul Higgins

O.S. Tyson & Co. (L.I.A. Advertising Agency)

L.I.A. STAFF

Robert L. Ziegfeld, Executive Vice President, Secretary-Treasurer
David M. Bordin, Assistant to Secretary
Bruce Fader, Manager, Technical Services
Don Fowler, Director, Health and Safety

Look Ahead with Lead

Industry Development Committee
Meeting Minutes

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EXPANDED RESEARCH PROGRAM STAFF

S. P. Radtke, Director of Research
L. A. Cappelli
A. R. Cook
S. E. Eck
L. Kettler

The chair was occupied by the president of the Association, Mr. C.R. Ince, who called the meeting to order at 9:45 A.M.

The secretary reported a quorum was present, and the assistant to the secretary kept the minutes for the L.I.A.'s portion of the meeting.

The minutes of the previous meeting of July 10, 1962 were approved.

HEALTH AND SAFETY COMMITTEE'S RESPONSIBILITY

The president reported that in view of the dual functions of the Health and Safety Committee as a committee of the L.I.A. and as a subcommittee of the E.R.P. with respect to research projects, it had been suggested by the E.R.P. Executive Committee that a revised outline of responsibility of the Committee be submitted to the Industry Development Committee for their approval as follows:

1. Health and Safety Committee will review all research projects on health and safety subjects and present their recommendations to the Technical Steering Committee.
2. The L.I.A. Director of Health and Safety will serve as Secretary of the Health and Safety Committee, and will also serve as Project Manager under the direction of the Director of Research for all research projects on health and safety subjects.
3. The Chairman of the Health and Safety Committee will serve as an ex-officio non-voting member of the Technical Steering Committee and the Chemical Subcommittee. Similarly, the Chairman of the Chemical Subcommittee will serve as a non-voting ex-officio member of the Health and Safety Committee.
4. The Secretary of the Health and Safety Committee, as Project Manager, shall participate without vote in the deliberations of the Technical Steering Committee and Chemical Subcommittee on health and safety subjects, and represent the Chairman of the Health and Safety Committee in his absence.

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November 28, 1962

A motion was thereupon made, seconded and unanimously approved to adopt the above responsibility and procedural outline for the Health and Safety Committee.

INFORMAL MEETING - OCTOBER 31, 1962

The secretary stated that a report of the discussions of the informal meeting of this Committee held on October 31, 1962, was circulated to the Committee on November 26, 1962. He recommended that they be made part of the permanent record, and they are attached as Exhibit "A."

A motion was thereupon made, seconded and unanimously approved that the report of discussions of the informal meeting of October 31, 1962, be made a part of the permanent record.

The president stated that as a result of the action taken at the October 31, 1962 meeting, he had appointed a Subcommittee on Sound and Vibration, composed of Messrs. J. S. Smart, Jr., R. J. Hopkins, A.O. Wolff, and J. R. Englehorn, which held its first meeting on November 26, 1962. A copy of the minutes of that meeting is attached as Exhibit "B." In further discussion of this subcommittee, it was agreed that it would form a nucleus and that it could call on staff, other members or outside experts to work with it or be enlarged as necessary.

CONSIDERATION OF EXPANDED RESEARCH PROGRAM BUDGET

Dr. Radtke reviewed the research projects approved by the technical subcommittees and the Technical Steering Committee. The projects were presented in marketing areas, as per Exhibit "C". (Sent to Members November 23, 1962, and the Industry Development Committee acted on all projects included within a marketing area.

The results of the Industry Development Committee's consideration of research projects are given below by marketing areas:

Architectural Market - The Committee unanimously approved the six research projects in the architectural market.

Transportation Market - The Committee unanimously approved the research project in this marketing area.

Battery, Ammunition, and Cable Sheathing Markets - The Committee unanimously approved the projects in these market areas.

Chemical Market - The Committee unanimously approved the five projects recommended for the chemical area.

Paint and Pigment Market - The Committee unanimously approved two projects in this market area.

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Ceramic Market - The Committee unanimously approved nine projects, all fellowships, for the ceramic market.

Health and Safety - The Committee unanimously approved the two projects dealing with lead toxicology.

Fundamental Research - The Committee unanimously approved the three recommended fundamental research programs.

Miscellaneous - The Committee unanimously approved continuation of the abstracting service and an undesignated research fund of \$50,000.

By the above action, the Industry Development Committee approved all the research projects recommended by the technical subcommittees and the Technical Steering Committee which total \$363,810, distributed into marketing areas as follows:

Architectural Market	- \$106,500
Transportation Market	- 15,000
Battery, Ammunition and Cable Sheathing Market	- 15,000
Chemical Market	- 76,300
Paint and Pigment Market	- 18,000
Ceramic Market	- 26,010
Health and Safety	- 40,000
Fundamental Research	- 9,500
Miscellaneous	- 57,500

CONSIDERATION OF RESEARCH ASSESSMENT RATE

The Industry Development Committee considered the Lead Expanded Research Program's proposed 1963 fiscal year budget performance statement, Exhibit "D," attached. The performance statement was presented on a cash basis and indicated the estimated cash position of E.R.P. on December 31, 1963, based on two assessment rates: the first at 26 cents per ton of pig lead which was equal to last year's assessment rate and which would result in an estimated cash deficit of \$33,873.62; the second at 42 cents per ton of pig lead, which would result in an estimated cash balance of \$148,356.78.

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After due consideration, a motion was made, seconded and unanimously carried that the Industry Development Committee recommend to the Board of Directors an assessment rate which would yield a cash balance of about \$100,000 at the end of 1963, nominally 38 cents per ton of pig lead, the final assessment rate to be set at the discretion of the Board of Directors on consideration of a safe minimum cash operating balance at the end of 1963.

(NOTE: Subsequent to the Industry Development Committee meeting, the Board of Directors approved the research projects recommended by the Industry Development Committee and an assessment rate of 38 cents per ton of pig lead which is estimated to result in a cash balance of \$102,799.18 on December 31, 1963. The above mentioned performance statement, Exhibit "D" has been altered to include a financial summary based on 38 cents per ton.)

INDUSTRY SPONSORSHIP OF THE EXPANDED RESEARCH PROGRAM

The Industry Development Committee discussed ways and means of obtaining additional sponsorship of E.R.P. from basic producers of pig lead. Mr. P. W. Robinson of The Rio Tinto-Zinc Corp., Ltd. suggested that executives of nonsupporting companies be invited to the L.I.A. annual meeting and the Industry Development Committee Research meeting to be held in conjunction with the next annual meeting.

The Industry Development Committee unanimously agreed to this suggestion.

AUTHORIZATION FOR SPECIAL N.Y. TIMES
AND "SOUND" MAGAZINE ADVERTISEMENTS

The executive vice president reported that he had received the approval of the Industry Development Committee's Executive Committee, to insert special advertisements on the use of lead-asbestos antivibration pads under the foundations of the new Philharmonic Hall at Lincoln Center, N.Y. These ads appeared in a special section of the New York Times and an issue of "Sound" magazine. He thereupon requested approval of the Executive Committee's action.

A motion was made, seconded and unanimously approved confirming the action of the Executive Committee in authorizing special advertisements in the New York Times and "Sound" magazine.

RECOMMENDED PROGRAM - BUDGET
FOR INDUSTRY DEVELOPMENT

The executive vice president presented his recommended program and budget for 1963, as per Exhibit "E." (Sent to members on November 19, 1962.)

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November 28, 1962

Action was taken on various phases of the budget as follows:

Administration and Technical Service - A reduction of \$2,000 in salaries was recommended, reducing the total administrative and technical service budget from \$260,000 to \$258,000. A motion was made to approve the Administrative and Technical Service budget at \$258,000, seconded and unanimously approved.

Publications - The executive vice president recommended that \$41,000 approved in the 1962 budget for publications which could not be published in 1962 because the necessary information was not available, be set up as reserve for their publication in 1963. Also that the 1963 budget for the Association's own quarterly publication "Lead" be increased from \$23,000 to \$27,000 to permit an expansion from 8 to 12 pages per issue. A motion was thereupon made, seconded and unanimously approved, authorizing the executive vice president's publication recommendations.

Advertising - There was considerable discussion on the various aspects of the recommended advertising budget for 1963. At a question, the executive vice president stated that he strongly recommended the batteries campaign of \$36,004, the bulk of which, \$22,120, was for 7 - 2/3-page insertions in "Business Week." If any reduction was necessary, he stated that it was his recommendation that there be no plumbing advertising, that the pigments advertising be reduced by taking out of that schedule the magazine "Marine Engineering/Log," and that production costs be reduced. The total reduction thus recommended amounts to \$12,525 of which \$3,430 is pigments, \$6,740 plumbing, and \$2,355 production costs.

A motion was made, seconded and carried 5 to 3, approving the batteries campaign at \$36,004, removing the plumbing campaign, \$6,740, reducing the pigments campaign \$3,430, and reducing production costs \$2,355.

A motion was made, seconded and carried, with one abstention, to approve the vibration control campaign as recommended by the executive vice president.

A motion was made, seconded and unanimously approved, approving the executive vice president's recommendations for the campaigns on Architectural-Construction, Design, Ceramics, Cable, and Miscellaneous.

The secretary reported that as a result of the actions taken, the advertising budget for 1963 is reduced from \$140,000 to \$127,473.

Miscellaneous Promotion - The executive vice president presented his Miscellaneous Promotion recommendations. It was generally agreed that Product Development and Contingencies be reduced by \$10,000.

A motion was thereupon made, seconded and unanimously approved, to reduce the recommended budget for Miscellaneous Promotion from \$48,150 to \$38,150, the reduction of \$10,000 to be applied to Product Development and Contingencies.

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TOTAL OF APPROVED INDUSTRY
DEVELOPMENT ACTIVITIES FOR 1963

The executive vice president reported that as a result of the Committee's actions, his suggested 1963 budget of \$507,650 had been reduced to \$483,125.

1963 RATE PER TON

The executive vice president proposed that the Industry Development Committee recommend to the Board of Directors a 1963 rate per ton of 65 cents for pig lead sold in the United States, the same as 1962.

After some discussion, a reduction of 3 cents per ton was recommended and a motion was thereupon made, seconded and unanimously approved that the Industry Development Committee recommend to the Board of Directors that the 1963 rate per ton of pig lead sold in the United States be reduced from 65 to 62 cents.

CHANGE OF NAME OF EXPANDED RESEARCH PROGRAM

The president reported that the present name of Expanded Research Program, LIA-A21, of the industry's research program did not reflect its international character, and as a result, the Executive Committee of I.R.P. has suggested a change. One such title offered was "Lead and Zinc International Research." After some discussion, the consensus was to approve that proposed change of name.

A.C.S. MONOGRAPH

The executive vice president reported that approximately 90 per cent of the copy for the MONOGRAPH was at hand and that Dr. Alex Stewart was now in the process of editing the available manuscript. He further stated that he had not heard from Dr. Stewart for some time.

The president requested, with the Committee's approval, that the executive vice president check with Dr. Stewart as to the progress being made and to report to the Executive Committee.

NEXT MEETING DATE

It was generally agreed that the next meeting will be held on Saturday, April 27, 1963, just prior to the annual meeting at The Drake Hotel, Chicago.

Industry Development Committee
Meeting Minutes

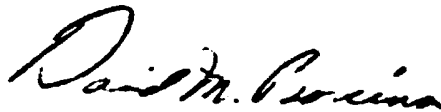
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November 28, 1962

INVITATIONS TO NON-PARTICIPATING COMPANIES

It was generally agreed that a broader representation in the promotional activities of the Lead Industries Association ~~should~~ be very desirable. It was therefore recommended that non-participating companies be invited to attend the next Industry Development Committee meeting. Also, that the invitations to such companies be extended in the name of the presidents of L.I.A. and A.Z.I.

There being no further business, the meeting adjourned at 5:10 P.M.



David M. Bortina
Assistant to Secretary

DNB:1964

LEAD INDUSTRIES ASSOCIATION, INC.

392 MADISON AVENUE
NEW YORK 17, N. Y.

SUBJECT TO REVISION

INFORMAL MEETING OF THE
INDUSTRY DEVELOPMENT COMMITTEE

New York, N. Y.

Exhibit "A"
Informal Meeting of
Industry Development
Committee
on November 28, 1962
October 31, 1962

Report of Discussions

An informal meeting of the Industry Development Committee was held on Wednesday, October 31, 1962, at the 60 East Club, New York 17, N. Y.

PRESENT

V. Dorman
J. S. Smart, Jr.
E. A. Torney
I. L. Barker
E. W. Bayley
E. H. Gautschi
C. R. Ince
E. W. Halton
G. H. LaFevre

REPRESENTING

American Metal Climax, Inc.
American Smelting and Refining Co.
Bunker Hill Co.
Cerro Corp.
The Consolidated Mining and Smelting Co. Ltd.
of Canada
The Consolidated Mining and Smelting Co. Ltd.
of Canada
St. Joseph Lead Co.
C. Tennant Sons & Co. (Agent: The Broken Hill
Associated Smelters Pty. Ltd.)
United States Smelting Refining and Mining Co.

OTHERS

Paul Higgins
J. McAvard

O. S. Tyson and Co. Inc.
O. S. Tyson and Co. Inc.

L.I.A. STAFF

Robert L. Ziegfeld, Executive Vice President, Secretary-Treasurer
David M. Bortina, Assistant to Secretary
Bruce Pader, Manager, Technical Services
Edwin D. Martin, Architectural Consultant

EXPANDED RESEARCH PROGRAM STAFF

Schrade F. Radtke, Director of Research

The President called the informal meeting to order at 10 A.M. He stated that the primary purpose of the meeting was to provide the Executive Vice President and the Research Director with an opportunity to present their 1963 budget ideas for preliminary discussion.



Look Ahead with Lead

Informal Meeting of the
Industry Development Committee

October 31, 1962

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He pointed out that no decisions would be made at this time but requested the group to offer any suggestions and criticisms of the proposed 1963 programs as presented or to review them within the next week or so and present their suggestions by letter.

The President then requested Dr. Radtke to present briefly what could be expected insofar as the research budget for 1963 is concerned.

Dr. Radtke then reported that they were very careful in progressing their research for 1963, particularly where large sums were involved. He expected that the 1963 budget would be no larger than the 1962 budget and possibly smaller.

He further reported that about \$100,000 will be unspent and uncommitted at the end of 1962.

The Research Director then made the following points with respect to the research program:

1. The Chemical Program appears to have excellent prospects. He referred specifically to lead compounds used in lubricants which are showing excellent results.

He also referred to the Ceramics Program and the Lead Pigments Program which he feels are particularly rewarding efforts at this time.
2. The Lead Powder Metallurgy Research is progressing very satisfactorily and is stimulating considerable interest particularly with respect to its use in cable sheathing.
3. He further reported that the balance between basic and applied research has been maintained at a level not in excess of 25 per cent for basic research, and in some years this percentage has been 15 to 20 per cent.
4. Defensive Research Projects are of course considered, the Research Director pointed out, and stated that the cast iron soil pipe lead calked joints research which is endeavoring to develop a lead calked joint that would stand high temperature cycling is one of those projects which could be classified as defensive.
5. Some work on porcelain enameled galvanized iron has been done and it appears that the prospects are good. The frit used is of course a high leaded one, he pointed out.
6. In the field of new research contemplated for 1963, two projects on lead toxicology will probably be presented to the various committees involved. One of these is being presented by the Kettering Laboratory in Cincinnati which

Informal Meeting of
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October 31, 1962

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will embrace a study of toxic levels of various lead compounds using human subjects. The second one is at the Worcester Foundation for Experimental Biology, Shrewsbury, Mass. which will study the possibilities of lead's beneficial action in the human body in combating certain diseases.

7. The Research Director reported that the major part of the research budget of 1963 will be a continuance of existing projects and that particularly rewarding projects were the Ceramic Program, the Lead Pigments Program, Improved Lead Plating Systems, and Direct Cladding of Steel with Particulate Lead.

The President then called on Mr. Ziegfeld to present the proposed promotional budget for 1963.

The Executive Vice President then stated that he would request Mr. Paul Higgins of O. S. Tyson and Co. to present the Space Advertising Program for 1963 and that he would then, upon completion of this presentation provide the publicity phase of the 1963 budget. He emphasized that these did not constitute final recommendations in any sense, but were ideas that could be examined.

Mr. Higgins then distributed copies of the recommended L.I.A. space advertising program for 1963 and requested the Committee to go through this in detail with him.

He pointed out that the program embraced 10 basic fields in 1963, each of which is covered in the memorandum, plus a summary on pages 22 to 24.

Each of the basic fields was taken up in order as follows:

1. Batteries: The Committee thought it might be well to try to arrange closer liaison with the truck and battery manufacturers and perhaps to list the former in ads.
2. Sound Control: There was considerable discussion on these recommendations. It was the general consensus that until engineering data are available along with case histories, plus products on the market, as well as cost assessments, that such a broad advertising program be postponed.

The President then suggested, and the Committee concurred, that he appoint a subcommittee to study these problems and others in connection with vibration control and make their recommendation to the Industry Development Committee.

3. Vibration Control: It was brought out during the discussion that Bolt Beranek and Newman have made at least three field tests, one in Montreal, one in Boston, and one in New York.

Informal Meeting of the
Industry Development Committee

October 31, 1962

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As a result of these field tests, they have recommended the use of lead asbestos pads in each case.

Each study, however, it was pointed out, was made by Bolt Beranek and Newman for the architects and owners of the three buildings and the data are not readily available to the Association. Some means of obtaining this information from Bolt Beranek and Newman could possibly be investigated. The Executive Vice President reported that he would endeavor to ascertain just how these data compiled by Bolt Beranek and Newman could be made available to the Association. The committee agreed that such an extensive program be postponed until adequate field tests and engineering data were available.

4. Ceramics: The Committee looked favorably on the recommendations.
5. Lead Pigments: The Committee also looked favorably on these recommendations.
6. Cable Sheathing: The Committee suggested to the agency people that they investigate the possibilities of advertising in the communications field as well as in "Electrical World." The further suggestion was made that the number of insertions in the "Electrical World" be increased from 8 to 13.
7. Roofing and Flashing: The Committee looked favorably on this recommendation but suggested that an attempt be made to obtain a list of roofing contractors who are able to install lead roofing and flashing and that they perhaps be listed in each of the ads used in this series.
8. Plumbing: The Committee looked favorably on the recommendation.
9. Chemical Construction: The Committee was favorable to the recommendation.
10. Nuclear Shielding: The Committee concurred with the recommendation that no space advertising be conducted.
11. Design: The Committee appeared to favor the recommendation.

The President then requested the Executive Vice President to present his recommended budget for publicity during 1963.

The Executive Vice President suggested that our quarterly publication "Lead" be increased in size or in the number of issues per year. The cost of such increased size or additional issues is approximately as follows:

4 issues, 12 pages each issue	\$27,000
6 issues, 8 pages each issue	34,000

Informal Meeting of the
Industry Development Committee

October 31, 1962

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The present size and number of issues of "Lead" is four times a year, 8 pages each issue at a cost of \$22,000-\$23,000 per year.

Otherwise he did not anticipate much change in total budget recommendations for direct mail which came to \$76,000 in the current year. He pointed out that several publications like the noise control and vibration control manuals and the delivery truck brochure, which had been provided for this year, had not been published due to delays in receiving data, and these funds could be carried forward as reserves for their publication next year.

He explained that about five years ago L.I.A. had donated permanent exhibits to all accredited ceramic schools, that by now these were somewhat out of date and in need of refurbishing. He thought consideration should be given to providing new exhibits soon at a cost of some \$6,000. He anticipated no change in trade show exhibits for next year and advised continuance of some funds for quick use in product development where cost might be shared in trial installations or new products.

The Executive Vice President called attention to the possibilities of expanding the South American market. The Committee was in agreement that the Executive Vice President investigate what may be needed or desirable in furthering such an objective and in gathering complete market data.

The meeting adjourned at 5 P.M.



Executive Vice President

LEAD EXPANDED RESEARCH PROGRAM
1963 BUDGET

EXHIBIT "D"

		ESTIMATED 1962 FISCAL YEAR BUDGET PERFORMANCE		PROPOSED 1963 FISCAL YEAR BUDGET PERFORMANCE		PROPOSED 1963 FISCAL YEAR BUDGET PERFORMANCE	
A. BUDGET		{ Approved }		{ Proposed }		{ Proposed }	
1. Research Projects			\$388,040.00		\$363,810.00		\$363,810.00
2. Administrative			111,190.00		112,907.00		112,907.00
3. Total (1 + 2)			499,230.00		476,717.00		476,717.00
B. CASH		1/1/62	\$290,234.32 (est)	1/1/63	\$186,780.19 (est)	1/1/63	\$186,780.19 (est)
C. RECEIPTS							
1. Fee Lead Assessment		\$.26/ton	328,575.75 (a)	\$.26/ton	296,124.40 (b)	(\$.42/ton)	470,354.80 (c)
2. Interest on Savings Accounts			3,700.00		3,700.00		3,700.00
3. Miscellaneous			95.00				
4. Total (1 + 2 + 3)			332,370.75		299,824.40		482,054.80
D. AVAILABLE FOR OPERATIONS		1962 P.Yr.	582,605.07	1963 P.Yr.	486,604.59	1963 P.Yr.	668,834.99
E. DISBURSEMENTS							
10. Research Projects			287,824.88		407,571.21		407,571.21
11. Administrative			108,000.00		112,907.00		112,907.00
12. Total (10 + 11)			395,824.88		\$20,478.21		\$20,478.21
F. BALANCE AVAILABLE FOR OPERATIONS		12/31/62	186,780.19	12/31/63	((33,673.64))	12/31/63	148,356.78
1. Balance (D - E)							
		(a) (1,263,753 tons)		(b) (1,138,940 tons est.)		(c) (1,138,940 tons est.)	

(a) (1,263,753 tons)

(b) (1,138,940 tons est.)

(c) (1,138,940 tons est.)

December 10, 1962

12AB
EDWARD RESEARCH PROGRAM
1963 BUDGET

ESTIMATED
1962 FISCAL YEAR
BUDGET PERFORMANCE

PROPOSED
1963 FISCAL YEAR
BUDGET PERFORMANCE

PROPOSED
1963 FISCAL YEAR
BUDGET PERFORMANCE

6. RECAPITULATION OF BUDGETED FUNDS

14. Total Available for Operations (9)	\$ 582,605.07 (est)				\$ 486,604.59 (est)				\$ 668,874.99 (est)
15. Administrative Disbursements (11)	108,000.00				112,907.00				112,907.00
16. Total Available for Research (14 - 15)	474,605.07				373,697.59				555,967.99
17. Contracts in Force	392,384.74		Note (1)		488,119.86		Note (3)		488,119.86
18. Approved Research Projects Not Yet Contracted	175,152.84		Note (2)		93,899.49		Note (4)		93,899.49
19. Contracts (17) and Projects (18) Not Yet Contracted (17 + 18)	567,537.58				582,019.35				582,019.35
20. Contracts and Projects Not Yet Contracted (19) Which Are Not Covered by Available Funds (19 - 16) 12/31/62	92,932.51			12/31/63	208,321.76			12/31/63	26,091.36

(1) Composed of Following Items:

- Remaining obligations on all previously budgeted project contracts as of 1/1/62
- Contract prices of all budgeted projects on which contracts were let in 1962
- Miscellaneous expenses in 1962

(2) Composed of Following Items:

- Approved research projects from all previous budgets including 1962 which have not been contracted
- Remaining portion of approved research projects from all budgets including 1962 which have been contracted in part.

December 30, 1962

(3) Composed of Following Items:

- Remaining obligations on all previously budgeted project contracts as of 1/1/63
- Contract prices of all budgeted projects on which contracts were let in 1963
- Miscellaneous expenses in 1963

(4) Composed of Following Items:

- Approved research projects from all previous budgets including 1963 which have not been contracted
- Remaining portion of approved research projects from all budgets including 1963 which have been contracted in part.

LEAD INDUSTRIES ASSOCIATION, INC.

282 MADISON AVENUE

NEW YORK 17, N. Y.

SUBJECT TO REVISION

INDUSTRY DEVELOPMENT COMMITTEE'S SUBCOMMITTEE ON SOUND AND VIBRATION MINUTES

Exhibit "B"
Industry Development
Committee Meeting
Minutes
November 28, 1962

New York, N.Y.

November 26, 1962

A meeting of the Industry Development Committee's Subcommittee on Sound and Vibration appointed by the President held its first meeting on Monday, November 26, 1962, in the offices of the Association.

PRESENT

J. S. Smart, Jr.
R. J. Hopkins

A. O. Wolff

J. R. Englehorn

REPRESENTING

American Smelting and Refining Co.
The Broken Hill Associated Smelters
Proprietary Ltd.
The Consolidated Mining and Smelting
Co. of Canada Limited
St. Joseph Lead Co.

L.I.A. STAFF

Robert L. Ziegfeld, Executive Vice President
David M. Bortina, Assistant to Secretary

E.R.P. STAFF

Schrode F. Radtke, Director of Research
Sam E. Eck

The meeting was called to order at 5 P.M. by the Executive Vice President. He then stated that it was in order to elect a chairman.

A motion was made and seconded placing Mr. Englehorn's name in nomination, and there being no further nominations, he was declared elected unanimously.

Mr. Englehorn then assumed the chair.



Look Ahead with Lead

Industry Development Committee's
Subcommittee on Sound and
Vibration Minutes

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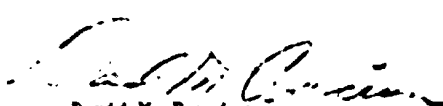
November 26, 1962

The Chairman then stated that this subcommittee was appointed by the President with the concurrence of the Industry Development Committee to study the promotional and other problems connected with sound and vibration control and make their recommendation to the Industry Development Committee.

After considerable discussion, the following steps were recommended:

1. Complete the engineering tests which are now at the Riverbank Laboratories as soon as possible so that the Sound Manual can be completed.
2. A limited number of copies of the Sound Manual, perhaps 1,000, be printed as a research report and that distribution include acoustical consultants, panel manufacturers and the members, employing personal distribution as much as possible.
3. Promotional efforts on behalf of sheet lead for complete systems for acoustical purposes be postponed until after the initial distribution of the Sound Manual. Meanwhile, the Sound Manual should be used in conjunction with personal visits to encourage manufacturers to make available commercial systems employing lead.
4. Promotional efforts in behalf of the leaded plastics for sound attenuation which are currently on the market should be continued. Also, specialized applications of sheet lead for soundproofing and vibration control should be publicized.
5. Members using or supplying lead for sound attenuation should notify the Association of such use so that cost and test data can be analyzed.
6. A simple sound test facility that can be used for screening purposes should be examined.

There being no further business, the meeting adjourned at 7 P.M.


David M. Borcina
Secretary to the Committee

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