LEAD INDUSTRIES ASSOCIATION
60 East 42nd Street
NEW YORK 17, N. Y.

METALLIC LEAD PRODUCTS DIVISION

November 8, 1956

SUBJECT: ACTIVITIES AND REPORT
[redacted]

To Members of the Advisory Committee of
the Metallic Lead Products Division:

Attached please find a brief memorandum outlining the activities of the Metallic Lead Products Division and recommendations for the coming year. This will be the subject of discussion at the Advisory Committee meeting to be held in this office Suite 2020, 60 East 42nd Street, on Tuesday, November 13, 1956, at 2:30 P.M. I hope it will help you in discussing these matters at the meeting. I will be prepared to answer questions or to outline in more detail any of the activities in which we have engaged, or are recommending.

Very truly yours,

Secretary

N 3044

METALLIC LEAD PRODUCTS DIVISION

The activities of this Division have for many years been directed towards the greater use of lead in building construction, primarily plumbing, in chemical construction, and more recently towards work on lead base solders.

BUILDING CONSTRUCTION

Until this year our efforts in this field have been largely directed towards the master and journeyman plumber. Our field men have addressed meetings of these groups, worked with city officials on code matters, encouraged broader apprentice training in lead work, and published "Plumber's Forum" twice a year for circulation throughout the plumbing industry.

At the beginning of 1956, however, it was felt that greater emphasis should be placed on selling the architect and builder on the advantages of lead, broadening the work to include not only plumbing but other uses of lead in building construction. We were authorized to add an architect to our staff to make these contacts. However, because of uncertainties regarding the future financing of this program, we have refrained from engaging an architect and have had our present plumbing field men make more contacts among architects and builders. We also issued two Building Construction Bulletins, designed to interest architects and builders in using more lead and giving them specifications and helpful data. These were circulated to some 30,000 architects and builders. We have also contracted for exhibit space at the annual convention of the National Association of Home Builders to be held in January, 1957, feeling that this will help us to determine the proper approach to this industry.

Our experience in 1956 leads us to believe that it will be unnecessary to add an architect to our staff, in lieu of which we recommend that we insert catalogs on the various uses of lead in building construction in Sweets Catalog for 1958, these catalogs to be prepared during 1957. Sweets Catalog is generally considered the "Bible" of architects and builders and nothing on metallic lead appears in Sweets, to our knowledge, except several catalogs on lead X-ray room linings. This would take the place of our Construction Bulletins. We also recommend that in 1957 publication of "Plumbers' Forum" be discontinued as we feel that since it is only on a twice a year basis the cost of over $3,000 is not justified. Instead we would circulate our magazine "Lead" to many of those now receiving "Plumbers' Forum." We also recommend that we continue, as much as possible, our contacts with the plumbing industry and city officials and continue our exhibit at the annual meeting of the National Association of Plumbing Contractors. Also, we should continue our encouragement of proper apprentice training in lead work and the distribution of our text book, 9,000 copies of which have been sold to date.

CHEMICAL CONSTRUCTION

Our efforts to encourage the use of lead in chemical construction have consisted largely of gathering technical information on how lead is used in actual installations, circulating this information to our members and to some 1500 people engaged in chemical construction and to schools of chemical engineering, and preparing articles on this subject for publication in chemical engineering trade papers, reprints of which are regularly obtained and circulated to the lists of people already mentioned. We do not recommend any change in this program in 1957.

SOLDER

This work has largely consisted of preparing a Manual on Soldering which is to be published by the American Welding Society. It has been conducted through a committee of representatives of member companies who make solder, under the chairmanship of a member of our staff. This work is progressing nicely and it is expected that the Committee's draft of the manual will be completed sometime in 1957. No change is recommended in this work.

BUDGET

In 1956 a budget of $40,000 was approved for the foregoing activities. No change in this amount is recommended for 1957. Budget data follows.

BUDGET DATA

ESTIMATED YEAR 1956 AND RECOMMENDED 1957

		1956 Estimated Expenditures		1957 Recommended Expenditures
Salaries		$30,500		$31,500
Social Security Taxes		180		350
Travel Expense		6,000		6,000
Mailing		300		350
PLUMBERS' FORUM		3,100		-
Association Dues		170		250
Entertainment and Luncheons		600		1,000
Meetings		450		600
Conventions and Exhibits		3,500		4,500
Telephone and Telegraph		100		200
Illustrations		300		300
Office Supplies		75		100
Printing		1,000		1,000
Books and Subscriptions		175		200
Building Construction Bulletins		6,000		-
Apprenticeship Contest		450		450
Consulting Fee		250		-
Sweets Catalog		-		9,000
"Lead"		-		2,500
Publicity		-		1,500
Miscellaneous Expense		130		200
		$53,500		$60,000
Receipts from:				
Subscriptions		$ 6,400		-
"Lead Work for Modern Plumbing"		900		-
Transfer from Industry Development Fund		23,000		40,000
		30,300		40,000
Balance:	Jan. 1, 1956	25,400	Jan. 1, 1957	22,160
		55,700		62,160
Less: Expenditures		33,540		40,000
Estimated Balance:	Jan. 1, 1957	$22,160	Jan. 1, 1958	$22,160