

LEAD INDUSTRIES ASSOCIATION

60 EAST 42ND STREET

NEW YORK 17, N. Y.

SUBJECT TO REVISION

INDUSTRY DEVELOPMENT COMMITTEE MEETING MINUTES

New York, N. Y.

November 23, 1959

A meeting of the Industry Development Committee of the Lead Industries Association was held in the offices of the Association on Monday, November 23, 1959.

PRESENT

J. J. Lennon
S. D. Strauss
S. W. Sweet

R. E. Cutting
A. R. Marx
E. E. Gautschi

Frank Burless

C. R. Ince
O. E. LaFevre

REPRESENTING

American Metal Climax, Inc.
American Smelting & Refining Company
The Broken Hill Associated Smelters Pty. Ltd.
(C. Tennant, Sons & Company)
The Bunker Hill Company
Cerro de Pasco Corporation
The Consolidated Mining and Smelting Company
of Canada, Limited
International Smelting & Refining Company
(Anacosta Sales Company, Agents)
St. Joseph Lead Company
United States Smelting Refining & Mining Company

OTHER MEMBERS

J. S. Smart, Jr.
W. G. Hiscock
A. D. Turnbull

American Smelting & Refining Company
The Broken Hill Associated Smelters Pty. Ltd.
(Consolidated Zinc Corporation, Ltd.)
The Consolidated Mining & Smelting Company of
Canada, Limited

Robert L. Ziegfeld, Secretary-Treasurer
Schrade F. Radtke, Director of Research
David M. Borcina, Assistant to Secretary
Samuel E. Eck, Research Engineer

The meeting was called to order at 9:35 A.M.

The minutes of the previous meeting of June 22, 1959, were approved.

The secretary called on Schrade F. Radtke, director of research, for his report.



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November 23, 1959

REPORT OF RESEARCH DIRECTOR

The research director then presented his report (submitted to members on November 17, 1959) and distributed a revised recapitulation of the Research Budget Recommendations as per Exhibit A attached, to replace that attached to the November 17, 1959, report. A financial summary for the years 1959 and 1960, as per Exhibit B, was also distributed.

A discussion of each of the recommended research programs then ensued and, with the following exceptions, were approved:

Metallurgical Research

2. LP-26-60 - Production of Lead Coated Steel

It was recommended that the budget for this research be reduced from \$20,000.00 to \$10,000.00.

3. LP-4-60 - A Study of Lead Base Alloys

It was regularly moved, seconded and unanimously agreed that the \$28,500.00 budget recommendation for this project be deleted from the 1960 budget but that the Technical Steering Committee carefully evaluate this program before renewing the contract in May, 1960, and if they and the Industry Development Committee then approve, the funds for the remaining portion of the year be taken from the Undesignated Research Fund.

8. Lead and Lead Composite Materials for Architectural Exteriors

It was recommended that this research be postponed.

Chemical Research

8. Undesignated Ceramic Fellowship Fund

It was recommended that the \$3,000.00 designated for this additional fellowship be deleted from the budget.

Undesignated Research Fund

It was recommended that this fund be increased from \$50,000.00 to \$60,000.00.

A motion was then made, seconded and unanimously approved to accept the 1960 budget of \$293,100.00 as per Exhibit C attached.

A motion expressing the Committee's feeling that a good start had been made in research was made, seconded and unanimously approved.

The meeting recessed for luncheon and, upon reconvening at 2:00 P.M., Messrs. Strauss, Sweet and Turnbull were not present.

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November 23, 1959

REPORT OF SECRETARY ON 1959 PROMOTIONAL ACTIVITIES

The secretary then presented his report on 1959 promotional activities. Copies of the promotional leaflets prepared by the Association during 1959 were distributed as well as copies of reprints of technical articles also prepared by the Association. The result of the publicity program conducted in behalf of the Association by our agency, O. S. Tyson and Company, was also displayed in three large scrap books and reprints of advertisements were displayed. The secretary then presented the subscription rates for the years 1955-1959 as per Exhibit D attached.

1960 PROGRAM AND BUDGET

The secretary then presented his recommended program and budget for 1960, circulated to members November 12, 1959.

The secretary pointed out that he was recommending lower expenditures in 1960 for red lead promotional activities because of the introduction of the new lead pigment, basic lead silico-chromate. He reported that two of our members are producing this pigment and expending considerable sums in promoting its use. He therefore recommended that we reduce our field work and advertising in the red lead field, at least for 1960.

The secretary further recommended that our promotional efforts in the pigments field should stress the lead content of paints and promote where possible the use of the newer lead pigments such as the lead pearlescent pigments and the basic lead silico-chromate where its use would open new markets not now within the reach of lead.

The committee then reviewed the recommended 1960 budget.

A motion was made approving the total basic budget of \$262,300.00 plus \$6,500.00 for a Sweet's Design Catalog, a total of \$268,800.00 (Exhibit E attached), was seconded and unanimously approved.

APPOINTMENT OF EXECUTIVE COMMITTEE

The chairman, with the approval of the committee, appointed Messrs. Ince, Lennon and Strauss to serve as an executive committee of the Industry Development Committee.

MEETINGS

The committee agreed that more frequent meetings of the committee would be desirable.

NEXT MEETING DATE

It was agreed that a meeting of the Industry Development Committee be held on April 4, 1960 in St. Louis, Missouri, in the late afternoon following the Technical Steering Committee meeting and prior to the Annual Meeting.

There being no further business, the meeting adjourned at 4:10 P.M.

W. L. Strauss
Secretary

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EXHIBIT A

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LIA-EXPANDED RESEARCH PROGRAMRESEARCH BUDGET RECOMMENDATIONS

The research programs recommended for 1960 by the Metallurgical, Chemical, and Electrochemical Subcommittees and the Technical Steering Committee are listed below:

Metallurgical Research

<u>PROGRAM</u>	<u>RECOMMENDED BUDGET</u>
1. LP-8-60 - Fundamental Investigation of Lead Powder Metallurgy	\$15,000
2. LP-26-60 - Production of Lead Coated Steel	20,000
3. LP-4-60 - A Study of Lead Base Alloys	28,500
4. LP-9-60 - Fiber Reinforced Lead	25,000
5. LP-7-60 - Lead Asbestos Pads for Vibration Attenuation	10,000
6. LP-16-60 - Lead for Sound Attenuation	30,000
7. LP-31-60 - Lead Metallurgical Fellowship at the University of Melbourne	4,000
8. Lead and Lead Composite Materials for Architectural Exteriors	20,000
TOTAL	\$152,900

Chemical Research

1. LP-10-60 - Lead Chemicals	\$36,000
2. LP-11-60 - High Emission Lead Compounds	4,000
3. Continuation of Ceramic Fellowships	24,100
4. LP-18-60 - Lead Organic Compounds	20,000
5. LP-28-60 - Organolead Chemistry	None (1)
6. Investigation of Lead Ferroelectric Compounds Ceramic Fellowship	3,000
7. Ceramic Glasses for Light Weight Aggregate Building Blocks - Ceramic Fellowship	3,000
8. Undesignated Ceramic Fellowship Fund	3,000
9. Development of a Primer Paint Incorporating Lead Compounds and Water Soluble Vehicles	25,000
TOTAL	\$118,100

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EXHIBIT A

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Electrochemical Research

1. Fundamental Surface Characteristics of Lead	\$4,000
2. Fundamental Study of the Electrochemical Behavior of Lead in Various Media Including Cyclic Conditions	10,000
3. High Speed Plating of Lead	<u>10,000</u>
TOTAL	\$24,000

Undesignated Research Fund

It is recommended that \$50,000 be set aside for undesignated research. \$50,000

Lead Research - Total

Metallurgical Research	\$152,500
Chemical Research	118,100
Electrochemical Research	24,000
Undesignated Research Fund	<u>50,000</u>
TOTAL	\$344,600

(1) Will be funded from 1959 appropriation.

LEAD INDUSTRIES ASSOCIATION
EXPANDED RESEARCH PROGRAM

ABBREVIATED FINANCIAL SUMMARY
1959 and 1960 FISCAL YEARS

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EXHIBIT B
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	<u>1959 APPROVED BUDGET</u>	<u>ESTIMATED 1959 BUDGET PERFORMANCE</u>	<u>1960 PROPOSED BUDGET</u>
I. BEGINNING YEAR BALANCE	\$ 2,349.28	\$ 2,349.28	\$ 81,285.98 (1)
II. RECEIPTS FROM ASSIGNMENTS	306,000.00	284,579.00	410,830.00 *
III. TOTAL AVAILABLE	\$308,349.28	\$286,928.28	\$492,115.98
IV. <u>DISBURSEMENTS</u>			
A. Administration			
1. Administration Refund	\$ 20,000.00	\$ 20,000.00 (To LIA)	\$ 3,900.00 (2)
2. Administration Expense	38,000.00	44,180.25	62,330.00
3. Total	\$ 58,000.00	\$ 64,180.25	\$ 66,230.00
B. Research			
1. Expenditures in Budget Year (3)	\$156,000.00	\$141,462.05	\$ 24,560.00
2. Expenditures Following Budget Year (4)	92,000.00	82,710.00	99,000.00
3. Total	\$248,000.00	\$224,172.05	\$ 344,600.00
C. Total Disbursements of Budgeted Funds			
1. Administration	\$ 58,000.00	\$ 64,180.25	\$ 66,230.00
2. Research	248,000.00	224,172.05	344,600.00
3. Total	\$306,000.00	\$288,352.30	\$410,830.00

Abbreviated Financial Summary

V. CASH POSITION AT END OF FISCAL YEAR

A. Total Available	\$308,349.28	\$286,928.28	\$492,115.98
B. Disbursement of All Funds Within Fiscal Year			
1. Administration	\$ 58,000.00	\$ 64,180.25	\$ 62,330.00
2. Research - Budget Funds in Budget Year	156,000.00	141,462.05	245,600.00
3. Research - Budget Funds from Preceding Budget Year			
4. Total	<u>NONE</u> \$214,000.00	<u>NONE</u> \$205,642.30	<u>82,710.00</u> \$390,640.00
C. Cash Position (Line V A - V 4)	\$ 94,349.28	\$ 81,285.98	\$101,475.98

VI. OVER-ALL BUDGET PERFORMANCE

A. Cash Position at Termination of Fiscal Year	\$ 94,349.28	\$ 81,285.98	\$101,475.98
B. Commitments Extending into Following Year	<u>92,000.00</u>	<u>82,710.00</u>	<u>99,000.00</u>
C. Remainder	\$ <u>2,349.28</u>	(\$ <u>1,424.02</u>) deficit	\$ <u>2,475.98</u>

- NOTE:** (1) Estimated cash position 12/31/59-all monies totally committed for completion of research programs initiated in 1959.
 (2) Reimbursement to 1959 research account to cover withdrawal for administrative overrun.
 (3) Expenditure of funds in year funds became available, i.e., 1959 budgeted monies expended in 1959 fiscal year.
 (4) Expenditure of funds in year following the year funds became available, i.e., 1959 budgeted monies expended in 1960 fiscal year.

- * Based on 1959 pig lead production of LIA-ERP supporting companies which is estimated at 1,058,000 tons, the assessment rate to equal the recommended budget will be \$.368/ton.

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EXHIBIT C

Page 1

LIA-EXPANDED RESEARCH PROGRAMRESEARCH BUDGET RECOMMENDATIONS

(Revised 11/23/59)

The research programs recommended for 1960 by the Metallurgical, Chemical, and Electrochemical Subcommittees, the Technical Steering Committee, and the Industry Development Committee are listed below:

METALLURGICAL RESEARCH

<u>Program</u>	<u>Recommended Budget</u>
1. LP-8-60 - Fundamental Investigation of Lead Powder Metallurgy	\$15,000
2. LP-26-60 Production of Lead Coated Steel	10,000 (1)
3. LP-4-60 A Study of Lead Base Alloys	None (2)
4. LP-9-60 Fiber-Reinforced Lead	25,000
5. LP-7-60 Lead Asbestos Pads for Vibration Attenuation	10,000
6. LP-16-60 Lead for Sound Attenuation	30,000
7. LP-31-60 Lead Metallurgical Fellowship at the University of Melbourne	4,000
TOTAL	\$ 94,000

CHEMICAL RESEARCH

1. LP-10-60 Lead Chemicals	\$36,000
2. LP-11-60 High Emission Lead Compounds	4,000
3. Continuation of Ceramic Fellowships	24,100
4. LP-18-60 Lead Organic Compounds	20,000
5. LP-22-60 Organolead Chemistry	None (3)
6. Investigation of Lead Ferroelectric Compounds Ceramic Fellowship	3,000
7. Ceramic Glazes for Lightweight Aggregate Building Blocks - Ceramic Fellowship	3,000
8. Development of a Primer Paint Incorporating Lead Compounds and Water Soluble Vehicles	25,000
TOTAL	\$115,100

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ELECTROCHEMICAL RESEARCH

<u>Program</u>	<u>Recommended Budget</u>
1. Fundamental Surface Characteristics of Lead	\$ 4,000
2. Fundamental Study of the Electrochemical Behavior of Lead in Various Media Including Cyclic Conditions	10,000
3. High Speed Plating of Lead	<u>10,000</u>
TOTAL	\$ 24,000

UNDESIGNATED RESEARCH FUND

It is recommended that \$60,000 be set aside for undesignated research. \$ 60,000 (4)

LEAD RESEARCH - TOTAL

Metallurgical Research	\$ 94,000
Chemical Research	115,100
Electrochemical Research	24,000
Undesignated Research Fund	<u>60,000</u>
TOTAL	\$ 293,100

- (1) Technical Steering Committee recommendation of \$20,000 was reduced at the Industry Development Committee meeting. Expenditures in excess of \$10,000 will be drawn from the Undesignated Research Fund if required and approved.
- (2) The progress of this program will be reviewed prior to the termination date, May 1960, of the present contract. If extension is approved, program will be funded from the Undesignated Research Fund.
- (3) Will be funded from 1959 appropriation.
- (4) To offset potential additional expenditures noted in (1) and (2) above from the Undesignated Research Fund, an additional \$10,000 was approved by the Industry Development Committee, bringing the total to \$60,000.

LEAD INDUSTRIES ASSOCIATION
EXPANDED RESEARCH PROGRAM

ABBREVIATED FINANCIAL SUMMARY
1959 and 1960 FISCAL YEARS

(Revised 11/23/59)

	<u>1959 APPROVED</u> <u>BUDGET</u>	<u>ESTIMATED 1959</u> <u>BUDGET PERFORMANCE</u>	<u>1960 PROPOSED</u> <u>BUDGET</u>
I. BEGINNING YEAR BALANCE	\$ 2,349.28	\$ 2,349.28	\$ 81,285.98 (1)
II. RECEIPTS FROM ASSESSMENTS	306,000.00	264,579.00	359,330.00 *
III. TOTAL AVAILABLE	\$ 308,349.28	\$ 266,928.28	\$ 440,615.98
 <u>IV. DISBURSEMENTS</u>			
A. Administration			
1. Administration Refund	\$ 20,000.00	\$ 20,000.00	\$ 3,900.00 (2)
		(To LIA)	
2. Administration Expense	38,000.00	64,180.25	62,330.00
3. Total	\$ 58,000.00	\$ 84,180.25	\$ 66,230.00
 B. Research			
1. Expenditures in Budget Year (3)	\$ 156,000.00	\$ 141,462.05	\$ 209,600.00
2. Expenditures Following Budget Year (4)	92,000.00	82,710.00	83,500.00
3. Total	\$ 248,000.00	\$ 224,172.05	\$ 293,100.00
 C. Total Disbursements of Budgeted Funds			
1. Administration	\$ 58,000.00	\$ 84,180.25	\$ 66,230.00
2. Research	248,000.00	224,172.05	293,100.00
3. Total	\$ 306,000.00	\$ 268,352.30	\$ 359,330.00

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Abbreviated Financial Summary
(Revised 11/23/59)

V. CASH POSITION AT END OF FISCAL YEAR

A. Total Available	\$308,349.28	\$286,928.28	\$440,615.98
B. Disbursement of All Funds Within Fiscal Year			
1. Administration	58,000.00	\$ 64,180.25	\$ 62,330.00
2. Research - Budget Funds in Budget Year	156,000.00	141,462.05	209,600.00
3. Research - Budget Funds from Preceding Budget Year			
4. Total	<u>NONE</u> \$214,000.00	<u>NONE</u> \$205,642.30	<u>82,710.00</u> \$354,640.00
C. Cash Position Line V A - V B4)	\$ 94,349.28	\$ 81,285.98	\$ 85,975.98

VI. OVER-ALL BUDGET PERFORMANCE

A. Cash Position at Termination of Fiscal Year	\$ 94,349.28	\$ 81,285.98	\$ 85,975.98
B. Commitments Extending into Following Year	92,000.00	82,710.00	83,500.00
C. Balance	<u>\$ 2,349.28</u>	<u>(\$ 1,424.02) deficit</u>	<u>\$ 2,475.98</u>

- NOTE: (1) Estimated cash position 12/31/59 - all monies totally committed for completion of research programs initiated in 1959.
 (2) Reimbursement to 1959 research account to cover withdrawal for administrative overrun.
 (3) Expenditure of funds in year funds became available, i.e., 1959 budgeted monies expended in 1959 fiscal year.
 (4) Expenditure of funds in year following the year funds became available, i.e., 1959 budgeted monies expended in 1960 fiscal year.
- * Based on 1959 pig lead production of LIA-ERP supporting companies which is estimated at 1,058,000 tons, the assessment rate to equal the recommended budget will be \$.340/ton.

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EXHIBIT D

SUBSCRIPTIONS

Year	INDUSTRY DEVELOPMENT			RESEARCH	
	Subscribed by Manufacturers	Producers	Producers' Rate per ton	Subscribed by Producers	Rate per ton
1955	16,494	51,832	7¢	---	---
1956	10,496	57,410	7¢	---	---
1957	---	116,762	14 1/2¢	(27,500)*	---
1958	---	281,996	36¢	(68,658)*	---
1959	---	191,941	30¢	284,579	23¢

*Included in Industry Development Fund

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EXHIBIT 2

INDUSTRY DEVELOPMENT FUND BUDGET, 1960

	Approved 1959	Estimated Expenditures 1959	Recommended 1960
Publications:			
"Lead"	\$ 21,000	\$ 21,000	\$ 22,000
Architectural Flyers & Construc- tion Bulletins	6,000	4,000	5,000
Reprints	1,000	1,500	2,000
Ceramic Supplements	4,000	7,500*	3,000
Pigment Technical Letters	6,000	1,200	3,000
Sweet's Catalogs	8,000	6,500	7,000
Sweet's Design Catalog	--	--	6,500
Battery Brochure	2,500	2,500	--
Shielding Flyers	3,000	--	--
"Lead Work for Modern Plumbing"	--	--	3,000
Architect's Handbook	8,000	--	--
Total Publications	59,500	44,200	51,500
Publicity	7,500	7,500	7,500
Conventions & Exhibits	16,000	15,000	15,000
Apprentice Contest	500	600	600
Advertising:			
Product Design	12,000	12,000	12,000
Construction (Metals)	6,000	6,000	10,000
Pigments	14,000	14,000	9,000
Ceramics	13,000	13,000	10,000
Total Advertising	45,000	45,000	41,000
Administrative & Technical Service:			
Salaries & Taxes	89,500	86,000	85,000
Rent	5,000	5,000	7,000
Consulting Fees	5,500	2,000	3,000
Travel	19,000	18,000	17,000
Test Programs	1,500	1,500	1,500
Entertainment & Lunches		1,500	1,500
Meetings		1,000	1,000
Mailing		1,500	1,500
Association Dues	11,000	500	500
Telephone & Telegraph		700	700
Books & Subscriptions		500	500
Miscellaneous & Contingencies		4,000	4,000
Total Administrative & Technical Service	131,500	122,200	123,200
Promotion of Research Results	--	--	30,000
TOTAL BUDGET	\$260,000	\$234,500	\$268,800

*Includes \$3,300 from reserves set up in 1958.