

LEAD INDUSTRIES ASSOCIATION, INC.

292 MADISON AVENUE

NEW YORK, N. Y. 10017

TELEPHONE - AREA CODE 662

OR 6-6666

SUBJECT TO REVISION

INDUSTRY DEVELOPMENT COMMITTEE MEETING MINUTES

New York, N.Y.

November 30, 1965

A meeting of the Industry Development Committee of the Lead Industries Association, Inc., was held on Tuesday, November 30, 1965, in the offices of the Association.

PRESENT

J. R. Engleborn, Chairman
J. S. Smart, Jr.
J. J. Lennon
P. H. Hurless
M. W. Halton

G. A. Larson
I. Thompson
L. L. Taylor
E. H. Gautschi

(A) K. Kinschere
(A) G. Scacciati

D. J. Harts

REPRESENTING

St. Joseph Lead Co.
American Smelting and Refining Co.
Anstaltco Inc.
Anaconda Sales Co.
The Broken Hill Associated Smelters Pty. Ltd.
(C. Tennant, Sons & Co. of New York)
The Bunker Hill Co.
Cerro Sales Corp.
Cia Minera Asarco, S.A.
The Consolidated Mining and Smelting Co.
of Canada Limited
Mitsui Mining & Smelting Co. Ltd.
Monteponi & Montevicchio Societa per
Azioni
United States Smelting, Refining and
Mining Co.

(A) Vote on I.L.Z.R.O. matters only

OTHER MEMBERS

C. A. Nagler
J. F. Pieros
S. D. Strauss
W. J. Veenis
D. S. Burwood

American Metal Climax, Inc.
American Metal Climax, Inc.
American Smelting and Refining Co.
Anaconda Sales Company
The Broken Hill Associated Smelters Pty. Ltd.
(The Rio Tinto-Zinc Corp. Ltd.)

GUESTS

A. J. Payne
J. Boudreau
P. Higgins

Electrolytic Zinc Co.
Ethyl Corp.
E. H. Weiss Co.



Look Ahead with Lead

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I.I.A. STAFF

R. L. Ziegfeld, Executive Vice President, Treasurer
D. M. Bordin, Secretary, Asst. Treasurer
Don Fowler, Director, Health & Safety

I.L.Z.R.O. STAFF

S. F. Radtke, Director of Research
S. E. Lok, Asst. Director of Research
G. A. Alexander
G. Bilak
A. R. Cook
J. F. Ferran
D. C. Herrschaft

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

The Secretary reported a quorum was present.

The minutes of the meeting of April 27, 1965 were approved.

INFORMAL MEETING - SEPTEMBER 23, 1965

The Chairman stated that a report of the informal meeting of this committee held on September 23, 1965 had been circulated and recommended that they be made part of the permanent record.

A motion was made, seconded and unanimously approved accepting for the record the report of the discussions of the informal meeting held on September 23, 1965.

I.I.A. BUDGET FOR 1966

At the request of the Chairman, the Executive Vice President presented his report of 1965 activities and 1966 recommendations as per Exhibit "A" attached. (Sent to the Committee on November 9, 1965.)

The Chairman then invited discussion of the various areas of the proposed budget.

No change was suggested for "Administrative and Technical Services." Under "Publications" the Committee at the request of the Executive Vice President, increased the amount for "Abstracts" from \$12,000 to \$13,000. The Executive Vice President also reported that he had included \$5,000.00 for a Corrosion Handbook to be based on information generated by an I.L.Z.R.O. research project. He further stated that preliminary discussions had been held with I.D.A. and A.L.D.A. to share the cost of publishing an English version. The Research Director agreed with this procedure and assured the Committee the report would be available to the Development Associations in 4 to 6 months.

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The Committee recommended that total "Space Advertising" expenditures be reduced to \$180,000.00, the same as in 1965.

No change was suggested for those items under "Miscellaneous Promotion" and "From Reserves."

Under "Special Programs" the Committee recommended that the ferrite development work be turned over to I.L.Z.R.O. with the suggestion that the project be expedited through I.L.Z.R.O. Committees as rapidly as possible.

Also that Public Relations program through the firm of Hill & Knowlton, Inc. be increased to \$111,000.00 on the basis of latest cost estimates received by the Executive Vice President. Of this amount \$46,000.00 would be for an immediate program in connection with current air pollution problems and \$65,000.00 for a long range public relations program to improve the public position of lead.

The Committee agreed on the need for the immediate program of \$46,000.00 and recommended its approval. However, on the longer range program of \$65,000.00 there was some question as to its appropriateness at this time. Though agreed to in principle the Committee felt very strongly that any such program receive the careful scrutiny of the Executive Committee of the Board. The Committee also recommended that the Public Relations Program be subscribed to by all members on a proportionate basis.

It was regularly moved, seconded and unanimously carried to approve the following 1966 budget:

Administrative and Technical —	\$342,850
Services	
Publications	— 92,500
Space Advertising	— 180,000
Miscellaneous Promotion	— 93,650
	—
Total Regular Budget	\$709,000
Public Relations Program	111,000
	—
GRAND TOTAL	\$820,000

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1966 RATE PER TON

The Executive Vice President explained that \$723,000.00 in subscriptions would be required in 1966 to provide for the approved expenditures and to restore the year-end reserves to the \$100,000.00 level suggested by the Board of Directors. On the basis of the regular budget plus the public relations program approved he reported that subscription rates would be about as follows:

		Estimated Rate Per Ton of Pig Lead <u>Sold in United States</u>
Regular Budget	\$709,000	
Membership	90,000	
I.D.C.	617,000	\$1.06 to \$1.10
Public Relations Program	111,000	
Membership	15,000	
I.D.C.	\$ 96,000	.15
I.D.C. TOTAL		\$1.21 to \$1.25

The Committee thereupon recommended to the Board of Directors that the suggested subscription rates for 1966 be approved.

I.L.Z.R.O. BUDGET FOR 1966

At the request of the Chairman, the Director of Research presented the research program recommended by the technical committee as outlined in the report, "Lead Industry Development Committee Budget Meeting (Financial Data) November 30, 1965" which was distributed at the meeting and ordered filed with the minutes as "Exhibit B."

The Chairman then requested that Committee action be taken on the various areas of the recommended program which action is recorded as follows:

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Total Approved

Architectural Applications	30,000
Wrought Lead Applications	8,000
Cable Sheathing	40,000
Lead Coated Steel	
(ULM 29-Hot Dip Lead Coating of Steel in a Zinc Saturated Bath - \$10,000.00. This project was rejected)	
Application Research	5,000
Battery Applications	32,000
Corrosion Control	25,000
Fundamental Research	24,286
Lead Chemicals	83,700
Paints and Pigments	37,500
Lead in Ceramics	44,980
Lead Health and Safety	216,780
Abstracting	9,000
Undesignated Research Fund	78,000
(A motion was made to increase Undesignated Research Fund by the cost of the Ferrite Development project, \$28,000 transferred from L.I.A. This amount to be subscribed in 1966, seconded and unanimously approved.	

\$705,996

1966 I.L.Z.R.O. RATES PER TON

The Research Director reported that on the basis of the 1966 research program budget approved plus administrative costs, approximately \$787,000.00 would have to be subscribed and the 1966 rate per ton would be approximately as follows:

	<u>Approximate Rate per Ton</u>
Lead Health & Safety	\$0.138
Research & Development and Administrative Costs	0.527
	\$0.665

The Committee thereupon recommended to the I.L.Z.R.O. Board of Directors that the suggested subscription rates for 1966 be approved.

There being no further business, the meeting adjourned at 5:15 P.M.

DMB:ao


David M. Borcina
Secretary