

THE DOE RUN COMPANY
SELLING, GENERAL AND ADMINISTRATIVE EXPENSES
FISCAL 1991 BUDGET

	ACTUAL 1988	ACTUAL 1989	ESTIMATE 1990	1991 BUDGET	1991 vs. 19 INC/(DE
901 President	\$2,383,831	\$3,036,755	\$3,683,868	\$2,255,258	\$(1,428,
910 Personnel and Benefits	320,001	766,994	847,741	1,060,420	212,
920 Admin. & Office Services	423,720	499,156	502,563	496,272	(6,
921 Data Processing & Systems	263,150	277,512	288,220	219,200	(69,
930 Controller	361,865	808,197	795,627	762,555	(33,
940 Sales & Marketing	1,122,392	808,687	828,788	894,790	66,
960 General Counsel	109,729	201,871	304,715	228,060	(76,
963 Market Development	0	0	0	262,845	262,
964 Corporate Development	800,806	142,002	218,991	500,000	281,
965 Environmental	245,639	257,640	426,217	490,400	64,
966 Smelter Research Projects	0	0	0	250,000	250,
970 Doe Run Company Chairman	455,997	156,015	218,787	0	(218,
975 Office Relocation	21,251	0	0	0	
	<u>\$6,508,381</u>	<u>\$6,954,829</u>	<u>\$8,115,517</u>	<u>\$7,419,800</u>	<u>\$(695,</u>

Market Development:

\$ 200,000 Lead Industries Assoc. Dues
 50,000 Battery plate development
 12,000 Hot melt coating research
 845 Dues, Books & Subs
\$ 262,845

Smelter Research Projects:

\$ 100,000 Plasma Smelting Research
 100,000 Lead concentrate leaching
 25,000 Continuous dressing furnace
 25,000 Oxygen Plant study
\$ 250,000

} See attached (pp 18-20)
 excerpt from Strategic Plan

Corporate Development:

\$ 500,000 Staff addition and consultant fees to develop areas to expand Doe Run's business within the lead industries:

- Full service supplier to battery manufacturers ie grid manufacturing, addition to strip mill
- Study second battery breaker location to increase Buick's throughput.

Note: President's org budget appears to be down **73** by \$.4 MM. This is for incentive comp., which as a policy, Doe Run does not budget for. However, if one added back this amount then budget SG&A expenses have actually increased by \$(.7) from FY90.