

SUBJECT TO REVISIONBOARD OF DIRECTORS MEETING MINUTES

New York, N.Y.

December 15, 1964

A meeting of the Board of Directors of the Lead Industries Association, Inc. was held on Tuesday, December 15, 1964 in the offices of the Association.

PRESENT

S. D. Strauss, Chairman
Aubrey Callis

D. R. Carter
J. A. Costello
John Englehorn
R. A. Gardiner
K. W. Green
R. J. Hopkins

F. H. Hurless
Virgil Murph

REPRESENTING

American Smelting & Refining Co.
Federated Metals Div. American
Smelting & Refining Co.
The Eagle-Picher Co.
Ethyl Corporation
St. Joseph Lead Co.
Gardiner Metal Co.
The Electric Storage Battery Co.
The Broken Hill Associated Smelters
Pty. Ltd.
Anaconda Sales Co.
Murdock Lead Co.

OTHER MEMBERS

Hugh Clark
Don Diggs
Andrew Fletcher
J. S. Smart, Jr.
Henry Whitson

E. I. du Pont de Nemours & Co.
" " " " " " " "
St. Joseph Lead Co.
American Smelting & Refining Co.
National Lead Co.

L.I.A. STAFF

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

I.L.Z.R.O. STAFF

S. F. Radtke, Research Director
S. E. Eck
G. Alexander

The chairman called the meeting to order at 1:50 P.M.

The secretary reported a quorum was present and kept the minutes of the meeting.

December 15, 1964

The secretary presented a copy of the notice of meeting which had been mailed to each Director, as provided in Section 4.04 of the Corporation's By-Laws. The copy was ordered filed with the minutes as Exhibit "A." (Sent to directors on December 1, 1964.)

The minutes of the previous meeting of April 21, 1964 were approved.

The executive vice president reported that he had received from Mrs. Charles R. Ince an acknowledgement of the resolution passed by the Board at its last meeting as follows:

"Dear Bob,

Please convey my heartfelt thanks to the Board of Directors of the Lead Industries Association, its members and staff for the resolution at their meeting in April.

"I appreciate the thought and effort in executing so beautiful a memorial to my husband and I shall cherish it always.

"The sentiment and expressions of esteem and admiration are a great comfort and solace to me and my children.

Sincerely

Moselle Ince"

I.L.Z.R.O. BUDGET FOR 1965

The research director presented his 1965 budget figures for lead as approved by the Industry Development Committee at its meeting on December 8, 1964 as per Exhibit "B" attached. He pointed out that the total 1965 budget was \$540,080.00, of which \$386,130.00 was for research and \$153,950.00 for administration.

A motion was thereupon made, seconded and unanimously carried, to approve the 1965 budget for lead as submitted.

1965 I.L.Z.R.O. RATE PER TON

A motion was then made, seconded and unanimously carried, approving a recommended 1965 rate per ton of pig lead produced of 45 cents.

L.I.A. BUDGET FOR 1965

The executive vice president presented his budget figures for all operations of the Lead Industries Association, Inc., except research, as approved by the Industry Development Committee at its meeting on December 8, 1964 as per Exhibit "C" (Sent to Directors on December 9, 1964.) He pointed out that the total of the 1965 budget was \$648,400.00.

A motion was made, seconded and unanimously carried, to approve the 1965 budget as submitted.

1965 L.I.A. RATES PER TON

A motion was then made, seconded and unanimously carried, to approve the following rates per ton for 1965 subscriptions:

	<u>Per Ton</u>
Mining	16¢
Smelting and Refining	4¢
Manufacturing	4¢
Assembled Articles	2¢
Domestic Pig Lead Sales	\$1.00

SPECIAL ASSESSMENT FOR MOTION PICTURE ON LEAD

The executive vice president reported that the Industry Development Committee at its meeting on December 8, 1964 recommended that a general motion picture on lead be produced at this time and that a special assessment of 5 cents per ton be subscribed in 1965, which, combined with the \$25,000.00 now in reserves, would result in a total fund of about \$55,000.00.

A motion was made, seconded and unanimously carried, to approve the production of a general purpose film on lead and the special assessment of 5 cents per ton on domestic sales of pig lead, to be subscribed when needed after exhaustion of the \$25,000 reserve fund.

CLEAN AIR ACT AND AIR POLLUTION

At the request of the chairman, Mr. Don Diggs, du Pont Co., reviewed "Public Law 88-206, An Act to Improve, Strengthen and Accelerate Programs for the Prevention and Abatement of Air Pollution," more commonly known as the "Clean Air Act," and its ramifications with respect to lead and certain lead products.

After some discussion, it was unanimously agreed that the Association should use every means at its disposal to disseminate as widely as possible factual information about lead and its products and their relation to air pollution. It was further agreed that the assistance of the American Mining Congress should be requested if the need arises.

REVIEW OF ACCOUNTING PROCEDURES

The chairman reported that Mr. Brigden, Financial Consultant, St. Joseph Lead Co., had reviewed L.I.A.'s accounting procedures as well as A.Z.I.'s and had recommended certain changes in the reports so as to conform more closely with standard corporation practices.

It was the chairman's recommendation with which the Board concurred that Mr. Brigden's recommendations be adopted in 1965. Also that the combined financial statements for L.I.A. and I.L.Z.R.O.-Lead be prepared and circulated quarterly to the Board as heretofore and that the approved yearly budget be included as part of the reports. Also, that a separate report for I.L.Z.R.O.-Lead be prepared for I.L.Z.R.O.'s use.

The chairman, with the members concurring, extended a warm vote of thanks to Mr. Brigden for his efforts in behalf of L.I.A. and A.Z.I.

REPORT OF VACANCY ON BOARD

The executive vice president reported that the retirement of C. G. Rice as President of United States Smelting Refining & Mining Co. apparently created a vacancy on the Board although no direct communication has been received from Mr. Rice.

After some discussion, it was recommended that no action be taken on the vacancy until the next annual meeting.

NOMINATING COMMITTEE FOR DIRECTORS AND OFFICERS

The president, with the approval of the Board, appointed the following individuals to serve until the 1965 annual meeting on the following committees:

Nominating Committee For Directors

R. D. Bradford, Chairman
Julian Bers
William Wilke III

Nominating Committee For Officers

J. A. Costello, Chairman
John Englehorn
Virgil Murph

FUTURE ANNUAL MEETING IN MONTREAL

The executive vice president reported that it had been suggested that the Lead Industries Association hold its annual meeting in 1968 in Montreal, Canada.

After some discussion, the Board recommended that the executive vice president look into the possibilities of holding L.I.A.'s Annual Meeting in Montreal in 1968 and report to the Board at the next meeting.

STATISTICS ON LEAD OXIDES

Mr. Carter pointed out that there were no accurate statistics on litharge and other oxides and requested L.I.A.'s cooperation in investigating the possibilities of having the Bureau of Mines or L.I.A. gather and publish such data.

The chairman, with the approval of the Board, appointed the following committee to investigate lead oxide statistics:

Don Carter, Chairman
Henry Whitson
William Wilke III
L.I.A. representative

INCORPORATION OF I.L.Z.R.O.

The research director reported that there may be advantages in the conduct of their research programs to incorporate I.L.Z.R.O. and requested the Board's approval to investigate the situation further.

It was the consensus that this be tabled for action at a future meeting.

VISITS TO EUROPE BY L.I.A.'S
HEALTH AND SAFETY DIRECTOR

The executive vice president reported that he had been requested by the Lead Development Association, London, England, to send L.I.A.'s Health and Safety director to Europe on annual visits of three or four weeks and that they would be willing to defray a good part of the expenses of such visits. The Board expressed approval for such trips.

NEXT MEETING DATE

It was agreed that the next meeting be held on April 28, 1965 during the annual meeting in Chicago, Ill.

There being no further business, the meeting adjourned at 4:20 P.M.



David M. Borcina
Secretary

DMB:so
1/5/'65

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EXHIBIT B

LEAD INDUSTRIES ASSOCIATION, INC. BOARD OF DIRECTORS MEETING

December 15, 1964

INTERNATIONAL LEAD ZINC RESEARCH ORGANIZATION

PROPOSED 1965 BUDGET SUMMARY

LEAD RESEARCH AND DEVELOPMENT - (1) \$386,130

<u>LEAD METALLURGICAL</u>	\$	<u>162,500</u>	
Architectural Applications	\$	29,000	
Cable Sheathing		19,000	
Solders		20,000	
Lead Coated Steel		25,000	
Batteries		45,000	
Fundamental Research		24,500	
 <u>LEAD CHEMISTRY</u>	 \$	 <u>135,950</u>	
Lead Chemical		77,050	
Paints and Pigments		23,300	
Ceramics in Commercial Applications		23,000	
Fundamental Research in Ceramics		12,600	
 <u>HEALTH AND SAFETY</u>	 \$	 <u>79,180</u>	
 <u>MISCELLANEOUS</u>	 \$	 <u>8,500</u>	
 <u>UNDESIGNATED RESEARCH FUND</u>	 \$	 <u>50,000 (2)</u>	
 <u>LEAD ADMINISTRATION</u>	 \$	 <u>153,950</u>	
 <u>TOTAL 1965 IIZRO LEAD BUDGET</u>	 \$	 <u>540,080</u>	

(1) Administration expenses and Undesignated Research Fund not included.

(2) Not included in Lead Research and Development total.

12/11/64

PROPOSED 1965

EXHIBIT B

LEAD RESEARCH AND DEVELOPMENT PROJECTS

<u>LEAD METALLURGICAL</u>	<u>\$ 162,500</u>	
<u>Architectural Applications</u>	<u>\$ 29,000</u>	
LM-7 - Lead Asbestos Pads for Vibration Attenuation		\$ 4,000
LM-58 - Plumbing Applications of Lead		7,000
LE-83 - Lead Coating of Concrete		3,000
ULE-21 - Decorative and Protective Finishes for Lead		5,000
ULE-27 - Paintability of Lead and Lead Alloy Surfaces		10,000
<u>Cable Sheathing</u>	<u>\$ 19,000</u>	
LM-55 - Lead Composite Cable Sheathing		19,000
<u>Solders</u>	<u>\$ 20,000</u>	
LM-9 - Metal Fiber Reinforced Lead		20,000
<u>Lead Coated Steel</u>	<u>\$ 25,000</u>	
LE-36 - High Speed Plating on Steel		25,000
<u>Batteries</u>	<u>\$ 45,000</u>	
ULM-25 - Nucleation and Grain Growth Phenomena in Casting Lead Acid Battery Grids		10,000
LE-64 - Support of Naval Research on Lead Acid Batteries		15,000
ULE-24 - Film Formation Under Anodic Conditions		10,000
ULE-26 - Evolution and Recombination of Gases		10,000
<u>Fundamental Research</u>	<u>\$ 24,500</u>	
LM-8 - Lead Powder Metallurgy		12,000
LM-31 - Mechanism of Lead Fatigue Cracking		4,000
LM-54 - Properties of Molten Lead and Lead Alloys		1,000
LM-80 - The Effect of Fatigue Stressing on the Surface Reactions of Lead		7,500
<u>LEAD CHEMISTRY</u>	<u>\$ 135,950</u>	
<u>Lead Chemical</u>	<u>\$ 77,050</u>	
LC-18 - Organolead Chemistry		40,000
LC-28 - Organolead Chemistry		10,000
LC-49 - Lead Compounds as Lubricants and Lubricant Additives		10,000
LC-63 - Application of Lead and Zinc Compounds to Impart Special Properties to Cotton		10,000
LC-89 - Lead Compounds as Wood Impregnants Against Marine Borers		5,000
LC-88 - Crystal Chemistry of Lead-Zinc Compounds		2,050

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<u>Paints and Pigments</u>		<u>\$23,300</u>	<u>EXHIBIT B</u>
LC-34 - Lead Pigments in Water-Thinnable Metal Primers		12,000	
LC-50 - Lead Pigments in Water-Thinnable Paints for Wood		5,000	
LC-62 - Litharge Glycerol Cement Analogues		6,300	
<u>Ceramics in Commercial Applications</u>		<u>\$23,000</u>	
LC-59 - Ceramic Coatings for Cementitious and Metallic Surfaces		10,000	
LC-12 - Lead Glazes for Fast Firing Bodies		2,500	
LC-21 - Solid State Reactions of Certain Lead Compositions and Compounds		3,000	
LC-51 - Fast Fire Glazing of Structural Clay Products		2,000	
LC 96 - Large Scale Triaxial Phase Diagrams for $PbO-B_2O_3-SiO_2$		2,000	
LC-93 - Refractories for Manufacturing Lead Glasses		3,500	
<u>Fundamental Research In Ceramics</u>		<u>\$12,600</u>	
<u>HEALTH AND SAFETY</u>		<u>\$79,180</u>	
LH-75 - Human Exposure Study - Kettering Labs.		35,000	
ULH-15 - Toxicity Study - Ingested Paint Films		9,900	
LH-94 - Bio. Chem. Approach to Lead Toxicity Harvard Medical		34,280	
<u>MISCELLANEOUS</u>		<u>\$8,500</u>	
LP-52 - Abstracting Service		8,000	
LE-38 - Corrosion Research Council		500	
<u>UNDESIGNATED RESEARCH FUND</u>		<u>\$50,000 (2)</u>	

(2) Not included in Lead Research and Development total.

12/11/64

LEADEXHIBIT BINTERNATIONAL LEAD ZINC RESEARCH ORGANIZATIONBUDGET RECAPITULATION

<u>Budget Year</u>	<u>Assessment Rate</u>	<u>Receipts</u>	<u>Approved Budget</u>	<u>Expenditures During Fiscal Year</u>	<u>Cash Position at Year End</u>
1959	\$.23	\$284,579.00	\$306,000.00	\$174,039.66	\$ 92,888.62
1960	.34	365,038.00	359,330.00	241,077.49	218,622.07
1961	.26	309,701.00	341,875.00	284,038.27	250,234.32
1962	.26	328,575.75	499,230.00	372,133.34	211,019.81
1963	.38	430,192.30	476,717.00	468,419.60	157,002.51
1964	.45	514,537.00 (est.)	571,674.00*	492,730.72 (est.)	178,808.79 (est.)
1965	.45*	521,905.40 (est.)*	540,080.00*	649,453.76 (est.)*	61,260.48 (est.)*

*Proposed

December 11, 1964

LEAD
INTERNATIONAL LEAD ZINC RESEARCH ORGANIZATION
1965 BUDGET

EXHIBIT B

		ESTIMATED 1964 FISCAL YEAR BUDGET PERFORMANCE		PROPOSED 1965 FISCAL YEAR BUDGET PERFORMANCE	
A. BUDGET					
1. Research Projects	{ approved }	\$438,639.00	{ Proposed }	\$386,130.00	
2. Administrative	{ approved }	133,035.00	{ Proposed }	153,950.00	
3. Total (1 + 2)		571,674.00		540,080.00	
		I	Assessment Rate	II	
B. CASH				\$.45/ton	
4. Total Available	1/1/64	157,002.51 (final)	1/1/65	178,808.79	
C. RECEIPTS					
5. Pig Lead Assessment	\$.45/ton	509,537.00 (a)		526,505.00	
6. Interest on Savings Accounts		5,000.00 (est.)		5,000.00	
7. Miscellaneous					
8. Total (5 + 6 + 7)		514,537.00		531,905.00	
D. AVAILABLE FOR OPERATIONS					
9. Total (4 + 8)	1964 F.Y.	671,539.51	1965 F.Y.	710,714.79	
E. DISBURSEMENTS					
10. Research Projects		348,180.72		495,503.00	
11. Administrative		144,550.00		153,950.00	
12. Total (10 + 11)		492,730.72		649,453.00	
F. BALANCE AVAILABLE FOR OPERATIONS					
13. Balance (9 - 12)	12/31/64	178,808.79	12/31/65	61,260.79	
		(a)(1,132,304 tons Pb)		(b)(1,170,900 tons Pb)	

December 11, 1964

LEAD
BOARD OF DIRECTORS
BUDGET MEETING
December 15, 1964
(FINANCIAL DATA)

LIAC00046

INTERNATIONAL LEAD ZINC RESEARCH ORGANIZATION

PROPOSED 1965 BUDGET SUMMARY

LEAD RESEARCH AND DEVELOPMENT - (1) \$386,130

<u>LEAD METALLURGICAL</u>	\$ <u>162,500</u>	
Architectural Applications		\$ 29,000
Cable Sheathing		19,000
Solders		20,000
Lead Coated Steel		25,000
Batteries		45,000
Fundamental Research		24,500
<u>LEAD CHEMISTRY</u>	\$ <u>135,950</u>	
Lead Chemical		\$ 77,050
Paints and Pigments		23,300
Ceramics in Commercial Applications		23,000
Fundamental Research in Ceramics		12,600
<u>HEALTH AND SAFETY</u>	\$ <u>79,180</u>	
<u>MISCELLANEOUS</u>	\$ <u>8,500</u>	
UNDESIGNATED RESEARCH FUND	\$ <u>50,000</u> (2)	
<u>LEAD ADMINISTRATION</u>	\$ <u>153,950</u>	
<u>TOTAL 1965 ILZRO LEAD BUDGET</u>	\$ <u>540,080</u>	

(1) Administration expenses and Undesignated Research Fund not included.

(2) Not included in Lead Research and Development total.

12/11/64

LIA00947

PROPOSED 1965

LEAD RESEARCH AND DEVELOPMENT PROJECTS

LEAD METALLURGICAL

\$ 162,500 ✓

Architectural Applications

\$ 29,000

LM-7 - Lead Asbestos Pads for Vibration Attenuation	\$ 4,000
LM-58 - Plumbing Applications of Lead	7,000
LE-83 - Lead Coating of Concrete	3,000
ULE-21 - Decorative and Protective Finishes for Lead	5,000
ULE-27 - Paintability of Lead and Lead Alloy Surfaces	10,000

Cable Sheathing

\$ 19,000 ✓

✓ LM-55 - Lead Composite Cable Sheathing 19,000

Solders

\$ 20,000 ✓

✓ LM-9 - Metal Fiber Reinforced Lead 20,000

Lead Coated Steel

\$ 25,000 ✓

LE-36 - High Speed Plating on Steel 25,000

Batteries

\$ 45,000 ✓

ULM-25 - Nucleation and Grain Growth Phenomena in Casting Lead Acid Battery Grids	10,000
LE-84 - Support of Naval Research on Lead Acid Batteries	15,000
ULE-24 - Film Formation Under Anodic Conditions	10,000
ULE-26 - Evolution and Recombination of Gases	10,000

Fundamental Research

\$ 24,500 ✓

LM-8 - Lead Powder Metallurgy	12,000
LM-31 - Mechanism of Lead Fatigue Cracking	4,000
LM-64 - Properties of Molten Lead and Lead Alloys	1,000
LM-80 - The Effect of Fatigue Stressing on the Surface Reactions of Lead	7,500

LEAD CHEMISTRY

\$ 135,950 ✓

Lead Chemical

\$ 77,050 ✓

LC-18 - Organolead Chemistry	40,000
LC-28 - Organolead Chemistry	10,000
LC-49 - Lead Compounds as Lubricants and Lubricant Additives	10,000
LC-63 - Application of Lead and Zinc Compounds to Impart Special Properties to Cotton	10,000
LC-89 - Lead Compounds as Wood Impregnants Against Marine Borers	5,000
LC-88 - Crystal Chemistry of Lead-Zinc Compounds	2,050

12/11/64

LIA00948

<u>Paints and Pigments</u>	<u>\$23,300</u> ✓	
LC-34 - Lead Pigments in Water-Thinnable Metal Primers		12,000
LC-50 - Lead Pigments in Water-Thinnable Paints for Wood		5,000
LC-62 - Litharge Glycerol Cement Analogues		6,300
<u>Ceramics in Commercial Applications</u>	<u>\$23,000</u> ✓	
LC-59 - Ceramic Coatings for Cementitious and Metallic Surfaces		10,000
LC-12 - Lead Glazes for Fast Firing Bodies		2,500
LC-21 - Solid State Reactions of Certain Lead Compositions and Compounds		3,000
LC-51 - Fast Fire Glazing of Structural Clay Products		2,000
LC-96 - Large Scale Triaxial Phase Diagrams for $PbO-B_2O_3-SiO_2$		2,000
LC-93 - Refractories for Manufacturing Lead Glasses		3,500
<u>Fundamental Research In Ceramics</u>	<u>\$12,600</u> ✓	
<u>HEALTH AND SAFETY</u>	<u>\$79,180</u>	
LH-75 - Human Exposure Study - Kettering Labs.		35,000
ULH-15 - Toxicity Study - Ingested Paint Films		9,900
LH-94 - Bio. Chem. Approach to Lead Toxicity Harvard Medical		34,280
<u>MISCELLANEOUS</u>	<u>\$8,500</u>	
LP-52 - Abstracting Service		8,000
LE-38 - Corrosion Research Council		500
<u>UNDESIGNATED RESEARCH FUND</u>	<u>\$50,000 (2)</u>	

(2) Not included in Lead Research and Development total.

12/11/64

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LEAD

INTERNATIONAL LEAD ZINC RESEARCH ORGANIZATION

BUDGET RECAPITULATION

Budget Year	Assessment Rate	Receipts	Approved Budget	Expenditures During Fiscal Year	Cash Position at Year End
1959	\$.23	\$284,579.00	\$306,000.00	\$174,039.66	\$ 92,888.62
1960	.34	365,038.00	359,330.00	241,077.49	218,622.07
1961	.26	309,701.00	341,875.00	284,038.27	250,234.32
1962	.26	328,575.75	499,230.00	372,133.34	211,019.81
1963	.38	450,152.30	476,717.00	468,419.60	157,002.51
1964	.45	514,537.00 (est.)	571,674.00*	492,730.72 (est.)	178,808.79 (est.)
1965	.45*	531,905.45 (est.)*	540,080.00*	649,453.76 (est.)*	61,260.48 (est.)*

*Proposed

December 11, 1964

LEAD
INTERNATIONAL LEAD ZINC RESEARCH ORGANIZATION
1965 BUDGET

		ESTIMATED 1964 FISCAL YEAR BUDGET PERFORMANCE		PROPOSED 1965 FISCAL YEAR BUDGET PERFORMANCE	
A. <u>BUDGET</u>					
1. Research Projects	{ approved }	\$438,639.00	{ Proposed }	\$386,130.00	
2. Administrative		133,035.00		153,950.00	
3. Total (1 + 2)		571,674.00		540,080.00	
		I	Assessment Rate	II \$.45/ton	
B. <u>CASH</u>					
4. Total Available	1/1/64	157,002.51 (final)	1/1/65	178,808.79 (a)	
C. <u>RECEIPTS</u>					
5. Pig Lead Assessment	\$.45/ton	509,537.00 (a)		526,905.45 (b)	
6. Interest on Savings Accounts		5,000.00 (est.)		5,000.00	
7. Miscellaneous					
8. Total (5 + 6 + 7)		514,537.00 "		531,905.45	
D. <u>AVAILABLE FOR OPERATIONS</u>					
9. Total (4 + 8)	1964 F.Y.	671,539.51 "	1965 F.Y.	710,714.24	
E. <u>DISBURSEMENTS</u>					
10. Research Projects		348,180.72 "		495,503.76	
11. Administrative		144,550.00 "		153,950.00	
12. Total (10 + 11)		492,730.72 "		649,453.76	
F. <u>BALANCE AVAILABLE FOR OPERATIONS</u>					
13. Balance (9 - 12)	12/31/64	178,808.79 "	12/31/65	61,260.48	
		(a)(1,132,304 tons Pb)			(b) (1,170,901 tons Pb)

December 11, 1964

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LEAD INDUSTRIES ASSOCIATION, INC.

292 MADISON AVENUE

NEW YORK, N. Y. 10017

TELEPHONE - AREA CODE 212

OR 9-6020

December 9, 1964

SUBJECT: 1965 BUDGET DATA

To the Board of Directors of the
Lead Industries Association, Inc.:

We present herewith budget figures for all operations of the Lead Industries Association, Inc., except research, in 1965 as approved by the Industry Development Committee at its meeting on December 8, 1964. These are for your consideration at the Board meeting to be held on December 15, 1964.

The following table gives you the subscription rates per ton for both membership and industry development (now combined in a single budget) for the last five years as well as figures on receipts and expenditures. The pension fund is not included.

GENERAL AND INDUSTRY DEVELOPMENT FUNDS

BUDGET RECAPITULATION

Rates per ton for Subscriptions

Year					Subscrip- tions Received	Other Misc. Receipts	Approved Budget	Expendi- tures	Cash on Hand
	Mining	Manuf. Smelt & Refin.	Assem- bled Articles	Pig Lead Sales					Year End Genl. & I.D. Funds
1960	20¢	5¢	2½¢	42¢	371,963	3,818	374,450	332,944	154,385
1961	12	3	1½	52	340,545	4,460	369,350	319,624	179,766
1962	16	4	2	65	471,560	4,660	461,000	412,133	243,053
1963	16	4	2	54	391,248	6,000	483,125	443,536	181,765
1964 Est.	16	4	2	80	515,331	6,000	622,700	571,400	131,696

At the membership rates listed above for 1964 it can be estimated that between \$85,000 and \$90,000 per year are derived from regular membership subscriptions paid by all members. It can further be estimated that for each 1 cent subscribed on pig lead sales for industry development about \$6,000 will be made available. This information should assist in estimating what rates would be needed to meet any specific budget for 1965.

A further discussion at the I.D.C. meeting related to the possibility of a sizeable refund due to the fact that the By-Laws limit any one member's subscription to 25 percent of total subscriptions. Therefore in establishing rates per ton allowance must be made for subscribing the amount of the refund as well as



Look Ahead with Lead

N 705.03

LIA00952

Board of Directors

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December 9, 1964

the amount actually to be spent. The estimated refund for 1965 is in the neighborhood of \$50,000.

Thus for the budget attached hereto an estimated rate of \$1.00 per ton would be required to maintain reserves at the level set by the Board of Directors, \$100,000.

In addition, please refer to the discussion headed "Motion Picture" on page 7 of the attached budget data.

Very truly yours,

A handwritten signature in dark ink, appearing to read "R. L. Ziffer", with a stylized flourish at the end.

Executive Vice President

RLZ:mk
Enc.

LIA00953

L.I.A. COMBINED BUDGET
(Excluding Research)

	Approved 1964	Estimated Actual 1964	Suggested 1965
<u>Administrative & Technical Service</u>			
Salaries	\$190,000	\$176,000	\$203,000
Insurance	3,000	2,000	2,000
Furniture, Fixtures & Equipment	2,000	2,000	2,000
Rent & Light	20,000	22,800	25,000
Travel	22,500	23,000	25,000
Entertainment & Lunches	3,500	4,100	4,000
Meetings	3,000	2,000	3,000
Office Supplies	3,000	5,000	5,000
Mailing & Express	5,000	6,000	6,000
Telephone & Telegraph	3,500	3,600	4,000
Annual Statistical Review	500	500	600
Association Dues	1,200	1,700	1,500
Books & Subscriptions	1,300	1,200	1,300
Transfer to Pension Fund	12,000	12,000	12,000
Test Programs	4,000	1,000	4,000
Legal, Consulting & Auditing Fees	2,000	2,300	3,000
Lead Abstracts	10,000	9,000	11,000
Office Alterations	5,000	11,000	-
Miscellaneous	6,000	7,000	6,000
Total Administrative & Technical Service	297,500	292,200	318,400
<u>Publications</u>			
"Lead"	32,000	32,000	32,000
Reprints	5,000	5,500	5,000
Construction & Flyers	3,500	2,000	3,500
Ceramic Supplements	2,000	2,000	2,000
Sweet's Catalog	11,500	11,500	13,000
Electric Truck Brochure	4,000	3,500	4,000
Monograph	1,500	-	1,500
Roofing	5,000	5,000	-
Ceramic Phase Diagrams	9,000	-	-
Industrial Truck Cost Calculator	-	1,500	-
Anti-Vibration	-	-	4,000
Lead Work for Modern Plumbing	-	4,000*	-
Yellow Traffic Paint	-	-	3,000
Proceedings, International Conference	-	-	1,500
Hoffman Translation	-	-	1,000
Total Publications	73,500	67,000	70,500

*Authorized from Contingency Fund

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	Approved 1964	Estimated Actual 1964	Suggested 1965
<u>Space Advertising</u>			
Batteries	\$ 40,800	\$ 37,500	\$ 33,500
Architectural & Construction	19,300	19,600	23,200
Noise Control	7,500	7,900	14,800
Vibration Control	15,200	19,500	16,300
Solder	10,400	9,400	9,700
Cable	8,100	8,100	8,200
Ceramics	8,800	8,800	14,200
Pigments	16,000	16,000	15,400
Plumbing	6,000	6,000	6,200
Terne Plate	7,100	7,400	7,600
Design	6,000	6,000	5,900
Production	24,000	25,000	30,000
Miscellaneous	2,000	2,000	2,000
Total Space Advertising	171,200	173,200	187,000
<u>Miscellaneous Promotion</u>			
Health & Safety Information Service	40,000	18,000	35,000**
Conventions & Exhibits	15,000	15,000	17,000
Apprentice Contest	1,000	1,000	1,000
Seminars	4,000	-	4,000
National Shooting Sports Foundation	500	500	500
Publicity	5,000	4,000	-
Product Development & Contingencies	15,000	500	15,000
Total Miscellaneous Promotion	80,500	39,000	72,500

**To be reduced by any amounts contributed by I.L.Z.R.O. or L.D.A. toward the cost of the proposed Kettering Abstract Service.

RECAPITULATION

Administrative & Technical Service	297,500	292,200	318,400
Publications	73,500	67,000	70,500
Space Advertising	171,200	173,200	187,000
Miscellaneous Promotion	80,500	39,000	72,500
Total Expenditures	622,700	571,400	648,400
	<u>1964</u>	<u>1965</u>	
Balance, beginning of year	\$156,765	\$106,700	
Reserves for Movie	25,000	25,000	
	<u>181,765</u>	<u>131,700</u>	
Receipts	521,331	641,700a	
	<u>703,096</u>	<u>773,400</u>	
Est. Expenditures	571,400	648,400	
Balance, end of year	131,696	125,000	
Reserve for Movie	25,000	25,000	
Net Balance, end of year	<u>106,696</u>	<u>100,000</u>	

- a. It is estimated that between \$85,000 and \$90,000 of this will come from regular membership subscriptions and another \$6,000 from interest, sale of literature and other sources.

The following notes explain in more detail some of the foregoing items.

Administrative and Technical Service. Major changes in this part of the budget are the exclusion in 1965 of any cost of office alterations which were completed in 1964, reflection of slightly higher costs in most items partially due to the larger staff, higher rent due to the larger space now occupied, higher cost of LEAD ABSTRACTS due to larger circulation, and in salaries. A new technical service man and secretary were added in August, 1964, as authorized, their salaries for only five months being reflected in expenditures. They are included for the full year in 1965. Also it is recommended for 1965 that a full time advertising manager be added. The size of our advertising appropriation would now appear to warrant it and it would greatly relieve others on the staff now involved in considerable detail and release them for other productive work. To partly compensate for the extra salary it is suggested that he could handle the publicity formerly handled by our agency at a saving of \$5,000 elsewhere in the budget in 1964 under Miscellaneous Promotion.

LEAD. No changes in this highly successful publication are anticipated unless there be some unexpected increases in cost such as increased paper prices or increased circulation.

Batteries. This program got under full headway in the spring of 1963. A new booklet was issued in 1964. The support of electric utilities was again solicited and the response has been far beyond expectations. They again distributed to their industrial customers thousands of copies of our literature and ads and staged a number of promotions for electric industrial trucks at their own expense. In August a former public utility man was added to our staff and a large amount of his time is devoted to this promotion. This program has made such progress that we recommend continuance on much the same basis as at present, including field work, a new and revised edition of our COST CALCULATOR, and a slightly smaller advertising budget.

Solder. This was a new program in 1964 intended to broaden the uses for solder by giving designers a better understanding of solders and soldering methods and what can be accomplished with them. Current established markets like automobiles and cans were not touched. The interest as measured by 620 inquiries in 9 months was far beyond expectation. A staff prepared article on SOLDER AND SOLDERING ALLOYS was reprinted from MACHINE DESIGN and used in answering inquiries. Arrangements have been made for publication of a companion article on soldering methods with particular reference to automation in METAL PRODUCT MANUFACTURING. No change is recommended in this program for 1965 and the article mentioned should be reprinted for use with the earlier reprint in answering inquiries.

Cable. This program has been running for several years. It was designed primarily to remind engineers and particularly young ones that lead is still a very important cable sheathing material. It consists of a modest advertising campaign in ELECTRICAL WORLD and FACTORY and a booklet published in 1963. With substitution for lead sheathes having apparently run its course and some increase in the use of lead, especially for extreme conditions, detectable it would appear wise to continue this program without change in 1965. Over

800 copies of the booklet were distributed in the first 9 months of 1964.

Pigments. L.I.A. has been promoting lead pigments in one way or another for the last 20 years, patterning the program to meet current needs each year. For 1965 we recommend certain changes in detail but little change in the over-all size of the program. We propose to concentrate on the people who buy and specify paint rather than those who make paint, and therefore suggest eliminating all Association advertising in AMERICAN PAINT JOURNAL and OFFICIAL DIGEST. We propose to use, however, as we did in 1964 AMERICAN PAINTING CONTRACTOR and ENGINEERING NEWS RECORD to promote lead metal protective paints like red lead and basic lead silico-chromate. We also propose to continue to promote yellow traffic marking paint containing lead chromate in AMERICAN CITY and intensify this promotion by adding RURAL AND URBAN ROADS. Since the latter paint is perhaps the fastest growing lead paint market today and new applications for it as a warning color are constantly being found, it is also suggested that a complete brochure on uses and formulations be issued. These recommendations have been endorsed by the Pigments Technical Committee.

Ceramics. This highly successful program has been in operation for a number of years and has without doubt contributed to the substantial expansion in the use of lead in ceramics. It can still contribute much more. To do so it is proposed to make some changes in the program and to expand it somewhat. No change is suggested in the intensive field work with enamelers, potters, glass makers and others in the ceramic industries, and supplements to our ceramic manual should continue to be issued. It is suggested, however, that advertising to the ceramic industries be moderately reduced because certain facts as to the need for lead in ceramics have been established to a point where now only a holding action appears necessary. On the other hand it appears that at long last porcelain enameled aluminum is ready for a major break-through. Enamelers have finally been convinced after much experimentation that they can successfully enamel aluminum only by using lead enamels. The alloys, the frits and the methods to produce a good, reliable product are now understood. Both Alcoa and Reynolds have started full color advertising of porcelain enameled aluminum to architects. The Porcelain Enamel Institute has reconstituted its Aluminum Council, in which L.I.A. is active, and has circulated some of our past ads to the Council. It appears time for L.I.A. to promote porcelain enameled aluminum through some full color advertising in PROGRESSIVE ARCHITECTURE. This would add our weight to the over-all effort and create a firmer position for lead in the minds of enamelers. The ads would be designed to sell an attractive, durable finish of a certain type rather than just aluminum, since aluminum people do not care whether they sell uncoated aluminum, baked enameled aluminum, anodized aluminum or porcelain enameled aluminum. We would also plan to merchandise the program through enamelers and the P.E.I. through reprints and by other means much as we are doing in our motive power battery program. The Ceramics Technical Committee has endorsed this program.

Architectural & Construction. Recently L.I.A. has been promoting lead for various architectural applications with emphasis on lead membrane waterproofing for reflecting pools, fountains, planters and the like, for roofing and miscellaneous building applications. Before the year end we hope to have published

the previously approved lead roofing manual and a reprint of our 8-page Sweet's Catalog on lead membrane waterproofing. With these available we propose continuance of the advertising on a slightly larger scale and of the intensive technical service we have been providing architects and structural engineers, as well as trade show exhibits mentioned later.

Noise Control. For several years we have been promoting the use of lead modestly, on a case history basis, to prevent transmission of noise. Some commercial break-throughs have been accomplished such as the use of lead in removable walls, to solve special problems and in the form of leaded plastics. Several additional break-throughs seem to be pending like plenum barriers and office partitions but these still appear to be a year or more away. Meanwhile we believe that the momentum already achieved should be maintained preparatory to these further developments by continuing on a somewhat larger scale to keep practical applications and these properties of lead before architects, engineers and others concerned. It is proposed to do this through limited advertising and personal service.

Vibration Control. This is a program that has been conducted for some years both by L.I.A. in the form of case history advertising and by I.L.Z.R.O. through research. The use of lead in the form of lead-asbestos pads is relatively small but growing. I.L.Z.R.O. work should be completed probably by next spring. Meanwhile we feel that case history promotion should be continued as in the past. When the research is completed we believe a brochure should be published containing all pertinent favorable data from the research and field testing done through I.L.Z.R.O. and others, as well as design and specification information and up-to-date case histories.

Plumbing. This program was initiated in 1964 as a combined L.I.A.-I.L.Z.R.O. effort to preserve the calking lead market against mechanical lead-free joints being introduced by the cast-iron pipe industry. The research is continuing but has already produced information that has been presented to the plumbing industry in a series of ads, at the plumbing contractors trade show, and through reports presented at the L.I.A. annual meeting and the annual meeting of the American Society of Sanitary Engineers. We believe that both the research and defensive promotional aspects of this program should be continued on the same scale as in 1964.

Terne Plate. This program was started in 1964 largely as a result of installation of two new continuous terne coating lines at Armco and U.S. Steel and a talk on terne presented by the latter company at the L.I.A. annual meeting in 1963. It has consisted of a modest advertising program with inquiries turned over to the steel companies for follow-up. U. S. Steel has expressed great pleasure at the inquiries received and resulting development of some new applications, and have been sufficiently impressed to produce a new brochure on terne plate at their own expense, something not previously available. We believe that this modest program has already generated considerable interest in new uses for terne, that it has encouraged the steel companies to promote a little known product containing lead. The market is small but growing, some 2,500 tons of lead per year. Since gasoline tanks account for the major part

of the market, efforts to find new uses are important in the event that efforts to replace terne for gas tanks should ever become successful. This program should continue. L.I.A. is represented on an A.S.T.M. Task Group with U.S. Steel and Armco to revise and simplify terne plate specifications.

Design. This small program to bring new and interesting applications of lead as well as its possibilities and properties before design engineers has brought many fruitful inquiries and should be continued.

Health and Safety Information Service. This program to take a positive and constructive approach to the troublesome problems created by lead's toxicity was approved last year. As anticipated, only part of the original appropriation has been spent, largely due to the extreme care that must be exercised in the preparation and distribution of literature on this subject. However, it is expected that by the year-end arrangements will have been completed for publication and controlled circulation of the Kettering Abstracts and the first in a series of booklets presenting FACTS ABOUT LEAD TOXICOLOGY will be ready for distribution. When this program was first approved it was realized that it would be continuing in nature but that the cost might decline. The budget requested for it in 1965 is somewhat lower than for 1964 and would be further reduced by any financial support received from I.L.Z.R.O. and the Lead Development Association, London, toward the Kettering Abstracts.

Trade Show Exhibits. In 1964, as in recent past years, L.I.A. had exhibit booths at the annual conventions of the American Institute of Architects, Construction Specifications Institute and National Association of Plumbing Contractors, and the Design Engineering Show. All these are recommended for 1965. However, the Chemical Show occurs only in alternate years and 1965 is such a year. We should also exhibit in this show as in the past. A new show for 1965, being sponsored by the sponsors of the Design Engineering Show, is the Industrial, Commercial and Institutional Building Show. We believe L.I.A. should be represented in this. Thus a slightly higher figure is budgeted for trade shows in 1965.

Apprentice Contest. Support of this contest, sponsored by the Plumbers Union, through offering of prizes for lead work, supplying materials, and supplying a judge and lead work instructor should be continued.

Seminars. Although funds were provided for holding seminars in several possible application areas in 1964 they were not used. We still feel that it may be desirable to hold such seminars in 1965 and that provision should again be made for them.

Ammunition. Our only 1964 expense in this large and growing lead market was to support the National Shooting Sports Foundation for a modest figure.

We recommend that this be continued as the gun and ammunition manufacturers are doing an excellent job in promoting sports shooting through gun clubs and private and public game preserves and in protecting the industry against restrictive legislation. Our membership creates considerable good will, keeps us informed of impending legislation and of activities to promote shooting sports.

Publicity. No appropriation is recommended for outside publicity help if a professional advertising and public relations manager is added to the staff as recommended earlier. All publicity could then be handled by the staff.

Motion Picture. Several years ago a shooting script of a general motion picture on lead usage was prepared at a cost of \$3,000 as authorized and a reserve of \$25,000 was set up to take care of part of the production cost. A subcommittee appointed to recommend further steps and review the script felt at the time that production of such a general picture should be held up because of the possible immediate need for a promotional picture on some specific application of lead such as noise control. The I.D.C. again reviewed the situation at its December 8, 1964 meeting and recommends that a general motion picture based on the original script be produced at this time. To do this it recommended that a special assessment of 5¢ per ton be subscribed in 1965, which, combined with the \$25,000 now in reserves for a picture, would result in a total fund of about \$55,000. Since the picture could not be completed before late 1965 or 1966 members would not be asked to subscribe the special assessment until it was needed.

Miscellaneous. There are other fields of lead usage in which we do not recommend formal Association programs at this time. For example, lead has enjoyed a large but highly competitive market for chemical construction but until more economical and less skilled methods of installing lead are developed we would not consider spending money in this direction. There are indications, however, from actual installations we have encountered, that the day may not be far off when adhesives may simplify the use of lead to a point where promotion would be justified. In nuclear radiation shielding we believe that members are now doing a comprehensive job that could not be appreciably enhanced by Association activity. In both these applications, however, we are providing technical service in response to many inquiries. Lead wool is a product under investigation by L.I.A. It appears to be another little-known lead product, liketerne plate, on which no information is available to the general public. One ad run by the Association in 1964 on lead wool brought so many inquiries that we were forced to prepare a brief mimeographed report on the properties and uses of the material since no such literature was available elsewhere. Another product we are investigating is lead molybdate orange, the market for which has increased from 2,500 tons to over 9,000 tons per annum in a little over 15 years.

The Association will continue to investigate market possibilities for any and all lead products and considers it its duty to report on and make recommendations for any area in which it believes markets can be expanded at reasonable cost.

INTERNATIONAL LEAD ZINC RESEARCH ORGANIZATION

282 MADISON AVENUE, NEW YORK 17, N. Y. OREGON 9-6020
CABLE ADDRESS: NYILZRO, NEW YORK

SCHRADE F. RADTKE
DIRECTOR

December 7, 1964

To All Members of the Board of Directors
of the Lead Industries Association, Inc.

Gentlemen:

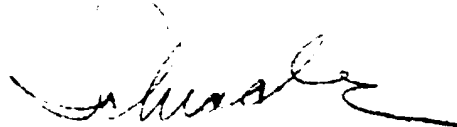
Enclosed is the presentation which has been sent to the Industry Development Committee and to the Technical Steering Committee covering the research program for 1965.

As a result of our review with the Technical Steering Committee certain programs have been deleted. A revised list of the programs approved by the Technical Steering Committee, and which will be reviewed by the Industry Development Committee during the coming week, is included in the presentation; however, the deleted programs have not been removed from the Economic Justification section.

It is necessary for us to send this document to you in advance of our presentation to the Industry Development Committee because of the limited time available between now and our meeting on December 15.

Very truly yours,

SFR:gm
enc.



BOARD OF DIRECTORS
BUDGET MEETING
December 15, 1964

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