

LEAD INDUSTRIES ASSOCIATION

80 EAST 42ND STREET

NEW YORK 17, N. Y.

SUBJECT TO REVISION

INDUSTRY DEVELOPMENT COMMITTEE MEETING MINUTES

New York, N. Y.

November 25, 1958

A meeting of the Industry Development Committee of the Lead Industries Association was held at the office of the Association on Tuesday, November 25, 1958.

Present

J. J. Lannon
J. S. Smart, Jr.
G. E. Biscaye

E. A. Torney
A. R. Mers
Robert Hendricks

Clarence Glass

C. E. Ince
O. E. Lefevre

Representing

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

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

The meeting was called to order at 3:45 P.M.

The minutes of the previous meeting of August 19, 1958, were approved with the following correction of "Basis of Assessment" on page 3:

The words "industry development" be changed to "research" with the paragraph to read as follows:

"The committee recommended that the basis of assessment for research activities be the actual smelter output including that metal produced for consumption within members' own organization."



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PROMOTION

The secretary reported that it would not be necessary to reprint the "Lead Work" book for plumbers in 1959 as it now appears that our present inventory is sufficient. Therefore the \$2,500 allocated for this purpose in the Metallic Lead Products Division budget can be deleted, reducing the 1959 proposed budget from \$82,500 to \$78,000.

Also, in the event the advertising budget in the Metallic Lead Products Division is approved, \$5,000 can be deducted from the Pigments & Chemicals Division budget for advertising space and production, reducing the 1959 proposed budget for the Pigments & Chemicals Division from \$51,000 to \$46,000. The secretary stated that a duplication was purposely included so that our present advertising schedule could be maintained in the event that the Metallic Lead Products advertising recommendation was not approved.

The secretary also recommended a reduction in the overall 1959 publicity expenditure of \$1,000, reducing this total from \$8,500 to \$7,500.

The secretary then stated that these recommendations, totaling \$10,500, would reduce the overall Industry Development budget from \$305,000 to \$294,500.

A motion was thereupon made, seconded and unanimously approved that the 1959 budget as presented, taking into account the secretary's recommendations, be approved.

It was further recommended that \$51,500 of reserve funds be applied to the 1959 budget as follows:

Industry Development Fund (including \$5,000 allocated in 1958 for the 1959 Design Engineering Show)	\$30,000
Metallic Lead Products Division	11,000
Pigments & Chemicals Division	7,500
Ceramic Division	1,400
Radiation Shielding Division	1,600
Total	\$51,500

In summary:

From Reserves	\$51,500
To be Subscribed	243,000
Total Budget	\$294,500

It was also the recommendation of the Committee that the \$26,000 allocated in the 1959 budget for Industrial Batteries promotion be held in abeyance until such time as the secretary can present additional data or a revised program for presentation to the Committee at its next meeting.

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In view of the recommended reductions in the 1959 budget and the use of reserve funds the secretary then reported that the estimated rate per ton in 1959 for the Industry Development Fund would be reduced from 44 cents per ton to 35 cents per ton.

RESEARCH

The Director of Research then presented his proposed budget for 1959.

He reported on how thoroughly research projects are screened before and after a research proposal is approved. He pointed out that each proposal is first reviewed by him, then submitted to the Technical Steering Committee, or one of its subcommittees, and then on to the Industry Development Committee and the Board of Directors. Continuous screening of the research project while in operation will go through the same thorough screening process where the results can be thoroughly evaluated and, as the case may be, continued or discontinued.

It was pointed out that the amount given in the budget item "For Research approved by not yet started-\$61,600" was in error and should read \$48,000.

It was recommended that the \$20,000 allocated for Lead Foil research be deducted from the total budget inasmuch as no firm research proposal had been received. It was felt, however, that when such a proposal was received the Contingency Fund would be available to finance such research.

Taking into account the reduction of \$20,000 recommended by the Committee and the reported error, the 1959 budget would be reduced from \$339,600 to \$306,000.

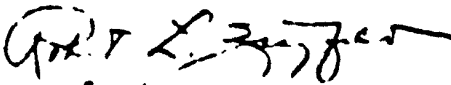
A motion was thereupon made, seconded and unanimously approved that the 1959 research budget as presented, taking into account the error and the committee's recommendation, be approved.

The Director of Research then stated that in addition to the research items approved in the 1959 budget the following research was under consideration,

1. Lead foil research
2. Investigation of improved lead coated steel stock
3. Sound and vibration attenuation characteristics of lead
4. Effect of atmosphere on dynamic performance of lead
5. Surface phenomena of lead
6. Lead wrought and cast steels.

The Committee recommended the issuance of a press release on the budget action taken at both the lead and zinc meetings.

The meeting adjourned at 6:05 P.M.


Secretary.