Lead Industries Association, Inc.
292 Madison Avenue • New York, N. Y. 10017 • Telephone: (212) 679-6020

November 21, 1972

SUBJECT: BOARD MEETING AND AGENDA

To the Board of Directors of the
Lead Industries Association, Inc. and Alternates

Dear Sir:

As we previously notified you, there will be a regular meeting of the LIA Board of Directors at the Association's headquarters, 292 Madison Avenue, New York, New York, beginning at 10:00 a.m., December 5, 1972.

The main item on the agenda is the proposed 1973 Budget, a copy of which is attached. This is essentially the budget as recommended by the Industry Development Committee at its meeting of October 12, 1972. Since that date, we have been able to more accurately refine our anticipated Administrative costs and this is reflected on page 3.

Agenda

1. Approval of minutes of previous meeting, April 6, 1972

2. Consideration of administrative and promotional budgets for 1973 as recommended by the Industry Development Committee (attached)

3. Adoption of programs and budget for 1973.

4. Election of a Board Member to replace Mr. Roger Walker of Eagle-Picher Industries.

5. Appointment (or authority to appoint) nominating committees for officers and directors.

6. Report on activities of Membership and Dues Review Committee.

To the Board of Directors of the
Lead Industries Association, Inc. and Alternates

November 21, 1972

7. Consider proposal to reduce number of savings banks used for LIA monies.

8. Approval of auditors for 1973.

9. Report on Membership.

10. New Business

Sincerely,

Jerome F. Smith

Jerome F. Smith
Secretary, Manager

JFS:hn
Att.

PROPOSED
LIA
1973 BUDGET

PROGRAMS

		1972 Budget	Proposed 1973 Budget
1.	BATTERY		
	a) Technical Publicity (includes production)	$ 25,000	$ 25,000
	b) Reprints	2,500	2,500
	c) Dues Electric Vehicle Council	1,000	1,000
	d) New Publications	2,500	2,000
	Program Total	$ 31,000	$ 30,500
2.	ARCHITECTURAL		
	a) Technical Publicity (includes production)	$ 25,000	$ 25,000
	b) Space Advertising	-	15,000
	c) Reprints	2,500	2,500
	d) Apprentice Program	1,500	1,500
	e) New Publications	1,000	6,700
	f) Test Programs	500	500
	g) Exhibits (CSI + Accust. Sh.)	-	3,500
	Program Total	$ 30,500	$ 54,700
3.	INDUSTRIAL NOISE		
	a) Technical Publicity (includes production)	$ 5,000	$ 10,000
	b) Space Advertising	-	20,000
	c) Reprints	1,450	1,500
	d) Test Programs	500	500
	e) New Publications	1,500	1,500
	f) Exhibits (1/2 Acoust. Sh.)	-	1,000
	Program Total	$ 8,450	$ 34,500

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	1972 Budget	Proposed 1973 Budget
4. CHEMICAL CONSTRUCTION		
a) Technical Publicity (includes production)	$ 5,000	$ 5,000
b) Reprints	1,000	1,000
c) New Publications	-	1,500
d) Corrosion Manual	-	7,000
Program Total	$ 6,000	$ 14,500
5. HEALTH & SAFETY		
a) Environmental Info & Publicity Program	$105,000	$ 90,000
b) Reprinting Pediatrics Book	-	5,000
c) Proceedings of Pediatric Lead Poisoning Seminar	-	3,000
d) Other Miscellaneous	2,000	1,000
e) Kettering Abstracts		
1. Abstracting	12,800	13,300
2. Printing & Mailing	5,200	4,700
f) ILZRO/LIA Health & Safety Department	45,000	57,500
Program Total	$170,000	$174,500
6. GENERAL PROMOTION & SUPPORT ACTIVITIES		
a) Technical Publicity (covers all other uses for lead, e.g. paint, ceramics, stabilizers, etc.)	$ 10,000	$ 10,000
b) Annual Review	1,500	1,500
c) LEAD Magazine	30,000	32,000
d) Lead Abstracts	13,000	14,000
e) Miscellaneous Literature	2,000	2,000
f) Reprints	-	1,000
g) Illustrations & Photographic Exp.	1,500	1,500
h) Motion Picture		
1. General Distribution	5,500	7,000
2. Bureau of Mines	1,000	1,000
i) Contributions to Technical Associations:		
1. Steel Structures Painting Council	1,000	1,000
2. American National Standards Inst.	750	750
j) Zinc & Lead International Service (ZALIS)	22,500	24,300
k) Contingency Matl. ILZRO	5,000	5,000
l) Contingency Misc. Promotion	2,000	4,000
m) New Film Script plus location shots	-	30,000
n) College Engineering School Advertisements	-	4,000
o) Travel & Expenses	40,000	40,000
p) Technical Society Dues	700	700
q) Subscriptions - Books & Periodicals	800	1,000
Program Total	$137,250	$180,750
TOTAL PROMOTIONAL BUDGET	$383,200	$489,450

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LEAD INDUSTRIES ASSOCIATION, INC.
STATEMENT OF ADMINISTRATIVE DISBURSEMENTS

ADMINISTRATIVE DISBURSEMENTS	1972 Budget	Proposed 1973 Budget
1. Salaries		
a) Gross Payroll	(	(
b) Temporary Help	(	(
c) Employment Agency Fees	($178,200	($175,000
d) Hospital & Health Insurance	(	(
e) Group Insurance	(	(
2. Payroll Taxes	$ 8,000	$ 8,000
3. Pension Premium	16,000	16,000
4. Business Insurance:		
a) General	1,500	1,500
b) N.Y. Disability	(	(
5. Rent	27,000	28,500
6. Meeting Expenses:		
a) Annual Meeting	2,000	2,000
b) All Other	500	500
7. Professional Fees:		
a) Auditing	1,200	1,200
b) Legal	2,000	2,000
c) Consulting	24,000	2,000
d) All Other	1,000	1,000
8. Printing & Office Supplies	6,000	6,000
9. Telephone & Telegrams	7,000	7,500
10. Postage and Express	10,000	15,000
11. Furniture & Equipment	1,000	4,000
12. Office Services	7,000	7,000
13. Miscellaneous	1,500	1,500
TOTAL ADMINISTRATIVE	$ 293,900	$ 278,700
TOTAL PROMOTIONAL	$ 383,200	$ 489,450
TOTAL LIA BUDGET	$ 677,100	$ 768,150

TABLE I.

A - Summary of Budget, Income and Expenditures, 1966-1972

	Approved Budget	INCOME Assessments	Other	Total	Expenditures	Reserve Year End	
1966	$826,650	$812,896	$12,899	$825,795	$739,739	$184,846	
1967	913,700	878,340	17,574	895,914	753,253	327,507	
1968	841,905	623,852	31,519	655,371	818,402	164,476	
1969	924,675	806,629	12,343	818,972	843,220	140,228	
1970	954,400	985,417	7,831	993,248	984,146	149,330	
1971	920,000	817,371	8,782	826,153	881,905	93,578	
1972	677,100	642,740	7,000	649,740	649,900	93,418	(EST)

B - Assessment Rates in cents-per-ton, 1966-1972

	Membership								Industry Development	
	Mining		Smelt. & Refin.		Manufacturing		Assembled Articles		Pig Lead Sales	
	Regular	H & S	Regular	H & S	Regular	H & S	Regular	H & S	Regular	H & S
1966	$ .16	2.4¢	$ .04	.6¢	$ .04	.6¢	$ .02	.3¢	$1.10	15¢
1967	.16	4.28	.04	1.2	.04	1.2	.02	.6	.91	28
1968	.16		.04		.04		.02		.90	
1969	.20		.05		.05		2½		1.17	
1970	.21		.09		.09		.05		1.05	
1971	.17		.07		.07		.04		.84	
1972	.17		.07		.07		.04		.89	

TABLE II

BUDGET RECAP

Proposed Activities for 1973

1.	Total Technical Publicity (includes production)	$ 75,000
2.	Space Advertising	35,000
3.	New Publications	11,700
4.	Reprints	8,500
5.	Contributions to Technical Associations	2,750
6.	Test Programs	1,000
7.	Exhibits & Conventions	4,500
8.	Corrosion Manual	7,000
9.	Apprentice Program	1,500
10.	Annual Review	1,500
11.	LEAD Magazine	32,000
12.	Lead Abstracts	14,000
13.	Miscellaneous Literature	2,000
14.	Illustrations & Photographic Exp.	1,500
15.	Motion Picture	8,000
16.	Zinc & Lead International Service (ZALIS)	24,300
17.	Contingency Matl. ILZRO	5,000
18.	Contingency Misc. Promotion	4,000
19.	Prepare new script and begin shooting film	30,000
20.	College Engineering School Advertisements	4,000
21.	Travel & Expenses	40,000
22.	Technical Society Dues	700
23.	Subscriptions - Books & Periodicals	1,000
24.	Environmental Info & Publicity Program	90,000
25.	Reprinting Pediatrics Book	5,000
26.	Proceedings of Pediatric Lead Poisoning Seminar	3,000
27.	Other Miscellaneous	1,000
28.	Kettering Abstracts	18,000
29.	ILZRO/LIA Health & Safety Department	57,500
	TOTAL PROMOTIONAL PROGRAM	$489,450
	TOTAL ADMINISTRATIVE	$278,700
	TOTAL LIA BUDGET	$768,150

November 9, 1972

LEAD INDUSTRIES ASSOCIATION, INC.

COMPARATIVE STATEMENT OF RECEIPTS, DISBURSEMENTS & FUND BALANCES

FIRST TEN MONTHS 1971 Vs. 1972

	OPERATING FUND			
	1971 ACTUAL	1971 BUDGET	1972 ACTUAL	1972 BUDGET
RECEIPTS:				
1. Assessments:				
a. Pig Lead Sales	$600,550.44	$672,000.	$475,256.57	($622,000.
b. All Other	203,670.90	172,000.	151,615.95	(
2. Interest on Savings	1,293.27	2,000.	2,713.36	2,000.
3. Miscellaneous:				
a. Publications	4,583.76	(5,000.	2,910.22	(5,000.
b. Other	563.00		338.85	
Total All Receipts	$810,661.37	$851,000.	$632,834.95(1)	$629,000.
DISBURSEMENTS:				
1. Administrative-Schedule "A"	$296,068.18	$351,400.	$308,249.71	$380,400.
2. Promotion & Development-Schedule "B"	426,286.17	568,600.	266,484.04	296,700.
3. Final Refund-1970 Assessment Monies	5,258.94	-	-	-
Total All Disbursements	$727,613.29	$920,000.	$574,733.75	$677,100.
CHANGES IN FUND BALANCES	$ 83,048.08		$ 58,101.20	
FUND BALANCE January 1	149,329.65		93,577.42	
FUND BALANCE October 31	$232,377.73		$151,678.62	
REPRESENTED BY:				
Cash:				
Commercial Checking Account	$177,188.70		$ 57,852.00	
Savings Accounts	53,138.45		92,181.16	
Petty Cash	100.00		100.00	
	$230,427.15		$150,133.16	
Receivables & Deposits	+ 1,950.58		+ 1,545.46	
Total	$232,377.73		$151,678.62	

Note: (1) (Includes $25,500.00 of 1971 monies not received until 1972
(Does not include $16,035. billed 10/1/72, unpaid as of 10/31/72
(Projected year end assessment income is estimated at $643,000.

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LEAD INDUSTRIES ASSOCIATION, INC.
COMPARATIVE STATEMENT OF ADMINISTRATIVE DISBURSEMENTS
FIRST TEN MONTHS 1971 Vs. 1972
SCHEDULE "A"

ADMINISTRATIVE DISBURSEMENTS	ACTUAL DISBURSEMENTS 1/1/71-10/31/71	1971 BUDGET	ACTUAL DISBURSEMENTS 1/1/72-10/31/72	1972 BUDGET
1. Salaries:				
a. Gross Payroll	$153,024.19		$126,833.87	
b. Temporary Help	584.50		166.50	
c. Employment Agency Fees	588.50	$210,000.	21.00	$175,000
d. Blue Cross & Blue Shield	2,442.49		2,292.79	
e. Death Benefit-D.M.Borcina	-		15,500.00	
2. Payroll Taxes	5,723.71	9,000.	5,991.73	8,000
3. Business Taxes	-	-	1,018.06	-
4. Pension Premium (Bankers Life Co.)	15,350.50	18,000.	6,159.00	16,000.
5. Business Insurance:				
a. General	1,159.70	1,200.	1,005.49	1,500.
b. N. Y. Disability	147.24		132.60	
6. Group Insurance	2,688.96	3,200.	2,131.30	3,200.
7. Rent	22,500.00	27,000.	23,250.00	27,000.
8. Travel and Expense	28,340.05	40,000.	27,841.17	40,000.
9. ILZRO Health & Safety	28,206.67	-	45,579.18	45,000.
10. Meeting Expenses:				
a. Annual Meeting	1,870.24	5,000.	1,674.06	2,500.
b. All Other	89.75		695.40	
11. Professional Fees:				
a. Auditing	1,200.00		1,200.00	1,200.
b. Legal	1,457.83	4,000.	-	2,000.
c. Consulting	-		18,016.70	24,000.
d. All Other	2,955.00		-	1,000.
12. Printing & Office Supplies	4,747.38	6,000.	4,433.39	6,000.
13. Telephone & Telegrams	5,550.33	6,000.	6,204.88	7,000.
14. Postage and Express	8,630.31	9,000.	8,616.65	10,000.
15. Subscrpt.-Books & Periodicals	765.29	800.	1,198.88	800.
16. Furniture & Equipment	490.28	2,000.	461.06	1,000.
17. Office Services	6,276.41	8,500.	5,686.96	7,000.
18. Technical Association Dues	163.50	700.	588.50	700.
19. Miscellaneous	1,115.35	1,000.	1,550.54	1,500.
Total	$296,068.18	$351,400.	$308,249.71	$380,400.

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LEAD INDUSTRIES ASSOCIATION, INC.

COMPARATIVE STATEMENT OF PROMOTION & DEVELOPMENT DISBURSEMENTS

FIRST TEN MONTHS 1971 Vs. 1972

SCHEDULE "B"

PROMOTION & DEVELOPMENT DISBURSEMENTS:	ACTUAL DISBURSEMENTS 1/1/71-10/31/71	1971 BUDGET	ACTUAL DISBURSEMENTS 1/1/72-10/31/72	1972 BUDGET
1. Publicity:				
a. Agency Fees	$ 62,500.00	$ 70,000.	$ 53,334.00	$ 64,000.
b. Out-of-pocket Agency Exp.	5,693.00	5,000.	4,123.35	6,000.
2. Space Advertising:				
a. Space	127,677.49	160,000.	-	-
b. Misc. & Production Costs	17,462.81	20,000.	-	-
3. Conventions & Exhibits:				
a. Plant & Engineering & Maintenance Show	1,645.09	(	-	(-
b. Design Engineers Show	1,011.00	(	-	(-
c. Chemical Show	-	(5,000.	-	(-
d. Nat'l. Plumbing Exposition	1,116.86	(-	-	(-
e. Miscellaneous	2,531.68	(	50.00	(-
4. New Literature & Booklets	1,608.82	5,000.	2,677.12	5,000.
5. Lead Monograph	-	8,000.	-	-
6. Corrosion Handbook	-	4,000.	-	-
7. Annual Review	1,455.60	2,000.	1,433.00	1,500.
8. Existing Literature:				
a. Lead Magazine				
1. Printing Costs	11,006.28	(	13,323.52	(
2. Mailing Costs	10,492.41	(45,000.	9,696.59	(30,000.
3. Mailing List Maint.	3,548.35	(	-	(
b. Lead Abstracts	12,624.32	13,000.	13,294.32	13,000.
c. Misc. Literature	1,792.98	3,000.	96.00	2,000.
9. Reprinting Tech. Articles	3,786.47	10,000.	6,456.87	7,450.
10. Test Programs	925.75	5,000.	952.00	1,000.
11. Illustrative & Photographic	1,004.59	2,000.	1,615.87	1,500.
12. Motion Picture "The Lead Matrix":				
a. General Distribution	5,833.76	10,600.	5,332.00	5,500.
b. U. S. Bureau of Mines	-	2,000.	-	1,000.
13. Apprentice Contest	1,250.75	1,500.	1,292.87	1,500.
14. Contribution to Tech. Societies:				
a. Nat'l. Shooting Sports Found.	650.00	(	-	(
b. Steel Structures Painting Council	1,000.00	(3,400.	1,000.00	(2,750.
c. Electric Vehicle Council	1,000.00	(	1,000.00	(
d. ANSI	750.00	(	750.00	(
15. Zinc & Lead Int'l Service	20,263.54	29,100.	14,837.50	22,500.
16. Health & Safety Program:				
a. Hill & Knowlton-Regular	57,468.21	(	81,667.58	(
b. " & "-Lead in Gas	42,325.37	(	29,320.75	(
c. Lead In Pediatrics	5,280.26	(152,000.	-	(125,000.
d. Kettering Abstracts	14,871.78	(	16,092.91	(
e. Miscellaneous	1,950.85	(	4,679.44	(
17. Contingency Material from ITZRO	3,486.28	10,000.	3,220.35	5,000.
18. Contingency: Misc Promotion	2,271.87	3,000.	238.00	2,000.
Total	$426,286.17	$568,600.	$266,484.04	$296.700.