

Lead Industries Association, Inc.

292 Madison Avenue

New York, N. Y. 10017

Telephone: (212) 679-6020

MINUTES

Meeting of Board of Directors

Lead Industries Association, Inc.

December 3, 1969

Subject to Revision

By direction of the Chairman, and in accordance with notices of August 21, and November 21, 1969, a meeting of the Board of Directors of the Lead Industries Association, Inc., was held on Wednesday, December 3, 1969 in the Association Board room, 292 Madison Avenue, New York, N.Y.

Directors Present

Simon D. Strauss, Chairman
I. L. Barker (Representing
Ivor Thompson)
J. Bers
John R. Englehorn
W. G. Hewitt
J. G. McCullough
C. F. McGraw
L. J. Randall
John F. Rittenhouse
T. M. Smylie
W. Allen Taft, Jr.
W. J. Veenis (Representing
Herbert M. Weed)
H. J. Whitson
W. P. Wilke III

Representing

American Smelting & Refining Co.
Cerro Sales Corp.
Bers & Co.
St. Joseph Lead Co.
The Bunker Hill Co.
American Metal Climax, Inc.
The Eagle Picher Industries, Inc.
Hecla Mining Co.
C & D Batteries
The Ethyl Corp.
E. I. du Pont de Nemours & Co.
Anaconda Sales Co.
National Lead Co.
Hammond Lead Products, Inc.

GUESTS

Aubrey Fletcher
Wm. Mann
D. W. Pettigrew

Broken Hill Associated Smelters
Proprietary, Ltd. (C. Tennant,
Sons & Co.)
National Lead Co.
Zinc Institute

LIA STAFF

LIA02005

Chairman Strauss presided and Mr. Borcina served as Secretary.

(1) CALL TO ORDER

The meeting was called to order at 1:45 P.M.

(2) ATTENDANCE

The presence of twelve directors constituted a quorum for the transaction of business.

The Secretary presented a copy of the notice of meeting and agenda which had been mailed to each Director, as provided in Section 4.03 of the Corporation's By-Laws. The copy was ordered filed with the minutes as Appendix "A." (Sent to Directors on November 21, 1969).

(3) MINUTES OF PREVIOUS MEETING

In the absence of comments, the minutes of the meeting held on April 14, 1969 in Chicago, Ill. were ordered approved as circulated.

(4) RESIGNATION OF DIRECTOR R. J. HOPKINS

The Chairman reported that Mr. R. J. Hopkins had submitted his resignation from the Board of Directors of the Lead Industries Association, Inc. effective July 31, 1969, the date of his retirement from his company, The Broken Hill Associated Smelters Pty. Ltd.

The Chairman then stated that Mr. Hopkins' letter of resignation to the Executive Vice President requested that he "convey to

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the LIA Board of Directors and to those members of the staff with whom I have been associated my warm thanks for their friendship and many kindnesses to me over the years and my very best wishes for a happy and prosperous future. I would like particularly to thank you Jack, and Dave Borcina, for your friendship and help at all times."

A motion was thereupon made, seconded and unanimously carried requesting the Secretary to inform Mr. Hopkins that his resignation was accepted with sincere regret and also to convey to him the Directors' appreciation of his past cooperation and efforts in behalf of the Association and the lead industry at large.

(5) THE 1970 BUDGET REVIEW

At the request of the Chairman, the Executive Vice President and Secretary presented the budget proposal for 1970 in detail.

The Secretary reported that the Industry Development Committee reviewed the proposed 1970 budget at its meeting on November 13, 1969 and recommended its approval as per the minutes of that meeting, Appendix "B." (Sent to Directors on November 21, 1969, attached to the agenda.)

LIA02097

General and Industry Development Programs

After some discussion the following changes were made in the recommended 1970 budget:

1. Delete \$2,400 recommended for Health Insurance as an allowance for this amount is included in Salaries.
2. Delete \$7,500 recommended for the Cable advertising program and add a like amount to the Advertising Space Production in the remaining advertising space programs.
3. Delete \$10,000 recommended for the Detroit Field Man-Feasibility Study.

Health and Safety Program

The Secretary suggested that a 1970 assessment of \$125,000 for Health and Safety activities be established based on the following expenditures:

Public Relations, Hill & Knowlton (Minimum)	\$ 48,000
N. Y. City Epidemiological Study *	25,000
Facts about Lead and Pediatrics (Second printing)	15,000
Childhood Lead Poisoning Movie *	10,000
Kettering Abstracts	10,000
1969 Deficit	<u>15,000</u>
	\$123,000

* Previously approved by the Board of Directors.

The Executive Vice President reported that this program is carefully monitored by the Board's Health and Safety Public Relations Committee, Messrs, Strauss, Englehorn and Unwin.

After discussion, no changes were made in the suggested budget.

The Chairman then pointed out that the program has continued through 1969 at a level of expenditure of \$75,000 a year but that no additional funds had been raised for Health and Safety activities since 1967 when a fund of \$206,000 was established. He further reported that these funds were provided the Association on the basis of 85 per cent from the pig lead sellers and 15 per cent from all members. He stated that the Health and Safety problems are the concern of all members and suggested that funds for this program be subscribed to by all members on a more equitable basis. Further, that the funding be made on a regular assessment basis rather than a special assessment as had been done previously.

(6) BUDGET APPROVAL AND 1970 ASSESSMENTS

At the request of the Chairman the Secretary then presented the 1970 recommended budget and rates per ton incorporating the actions just taken as follows:

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1970 Budget *

Administrative & Technical Service	\$352,800
Advertising, Publications and Related Promotion	398,460
Zinc and Lead International Service (ZALIS)	15,400
Motion Picture Distribution	12,500
New Programs	13,000
Health and Safety	125,000
Miscellaneous and Contingencies	<u>31,400</u>
	\$948,560

* Details attached as Appendix "C"

<u>Classification</u>	<u>1970 Rates</u> <u>Per Ton</u>
Mining	\$.21
Smelting & Refining	.09
Manufacturing	.09
Assembled Articles	.05
Pig Lead Sales in U.S.	1.05

On motion made, seconded and carried with one abstention,
the 1970 budget and rates per ton as outlined above were approved.

(7) LIA POLICY AND PROGRAM ON CHILDHOOD LEAD POISONING

The Chairman reported that the Board's Health and
Safety Public Relations Committee had approved the recommendations
of the LIA lead pigment manufacturing members relative to an
Association policy on childhood lead poisoning, to include the
following:

1. A policy statement.
2. A statement for presentation to legislators
considering ordinances restricting the use
of leaded paints for exteriors.
3. Recommend to legislators and others the
Philadelphia ordinance which has proved
effective.

LIA02100

The Chairman stated that copies of these are available upon request to the Secretary.

(8) ATTENDANCE AT ANNUAL MEETINGS

It was agreed that attendance at the annual meeting hereafter be limited to member company representatives, representatives of companies belonging to related Associations, such as the Zinc Institute, ILZRO, American Association of Battery Manufacturers, and by invitation of the Executive Vice President.

(9) NOMINATING COMMITTEES FOR OFFICERS AND DIRECTORS

The Chairman requested and received the Board's approval to appoint nominating committees for officers and directors.

(10) APPROVAL OF AUDITORS

On motion made, seconded and carried unanimously, Peat, Marwick, Mitchell & Co., was approved as auditors of the 1969 accounts of the Association.

(11) LOCATION OF FUTURE ANNUAL MEETINGS

The Secretary reported on the location and dates of future annual meetings as follows:

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April 8-10, 1970	Chase-Park Plaza Hotel, St. Louis, Mo.
April 5-7, 1971	Drake Hotel, Chicago, Ill.
1972 (Tentative)	St. Louis, Mo.
1973 (Tentative)	Toronto, Ont., Canada

It was reported that there was some dissatisfaction with the locations and arrangements for annual meetings and it was suggested that the membership be polled in this regard at the April meeting in St. Louis.

(12) ADJOURNMENT

In the absence of other business to come before the meeting, it duly adjourned at 4:10 P.M.

Respectfully submitted,

January 5, 1970

David M. Borcina
Secretary, Treasurer

APPROVED: _____

Simon D. Strauss, Chairman

DMB:lm

LIA02102

Att: APPENDIX "C"

Lead Industries Association, Inc.

292 Madison Avenue

New York, N. Y. 10017

Telephone: (212) 679-6020

November 21, 1969

SUBJECT: NOTICE OF MEETING
AND AGENDA

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

Dear Sir:

As announced, under date of August 21, 1969, there will be a meeting of the Board of Directors starting at 2:00 P.M. on Wednesday, December 3, 1969 at the Association's headquarters.

Arrangements have been made to hold a joint luncheon of the LIA and Zinc Institute Boards at 12:00 noon on the mezzanine floor of the Les Champs Restaurant, 25 East 40th Street, N.Y. If you have not yet done so, please let us know if you plan on attending the luncheon and/or Board meeting. An agenda follows:

AGENDA

1. Approval of minutes of previous meeting held on April 14, 1969.
2. Consideration of administrative and promotional budgets for 1970 as recommended by the Industry Development Committee on November 13, 1969. Attached hereto are the minutes, including Exhibit "A" of that meeting summarizing their recommendations.
3. Consideration of the Health and Safety Public Relations Program. A report and recommendation by the Health and Safety Public Relations Committee of the Board will be presented.

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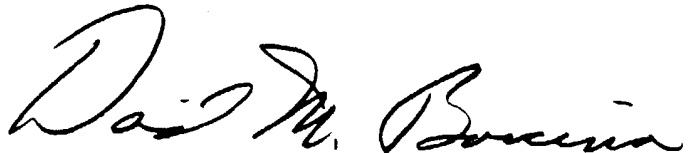
To the Board of Directors of the
Lead Industries Association, Inc.

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November 21, 1969

4. Adoption of an LIA policy and Program on Childhood Lead Poisoning (Recommended by the lead pigment manufacturing members)
5. Authorization of assessments for 1970.
6. Report of Executive Committee relating to attendance at LIA-ZI annual meetings.
7. Authority to appoint nominating committees for officers and directors.
8. Approval of auditors.
9. Location of future annual meetings.
10. Other items for discussion.

Sincerely,



David M. Borcina
Secretary, Treasurer

DMB:so

Att: November 13, 1969
IDC Meeting Minutes,
Including Exhibit "A"

LIAC1774

C
APPENDIX "X"

Board of Directors Meeting
December 3, 1969

Table I

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A - Gross Budget, Income, Expenditures - Balances 1960 - 1969

	<u>Approved Budget</u>	<u>Income</u>			<u>Expenditures</u>	<u>Operating Reserves Year-end</u>
		<u>Assessments</u>	<u>Other</u>	<u>Total</u>		
1960	\$374,450	\$371,963	\$3,818	\$375,781	\$332,944	\$154,385
1961	369,350	340,545	4,460	345,005	319,624	179,766
1962	461,000	471,560	4,660	476,220	412,133	243,853
1963	483,125	391,248	6,141	397,389	459,477	181,765
1964	622,700	515,169	6,033	521,202	567,754	135,213
1965	699,162	643,345	5,371	648,716	685,139	98,790
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(est)	924,675	806,500	12,500	819,000	900,475	83,001

Of income, the special assessment for Health and Safety accounted for \$96,657 in 1966 and \$206,087 in 1967.

B - Rates in ¢ per ton

	<u>Membership</u>				<u>Industry Development</u>		
	<u>Mining</u>	<u>Manufacturing & Smelt. & Refin.</u>	<u>Assembled Articles</u>		<u>Pig Lead Sales</u>		
	<u>Regular</u>	<u>Health & Safety</u>	<u>Regular</u>	<u>Health & Safety</u>	<u>Regular</u>	<u>Health & Safety</u>	<u>Regular</u>
1960	20¢		5¢		2½¢		\$.42
1961	12		3		1½		.52
1962	16		4		2		.65
1963	16		4		2		.54
1964	16		4		2		.80
1965	16		4		2		1.05
1966	16	2.4¢	4	.6¢	2	.3¢	1.10
1967	16	4.28	4	1.2	2	.6	.91
1968	16	-	4	-	2	-	.90
1969	20	-	5	-	2½	-	1.17

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APPENDIX "C"

Board of Directors Meeting
December 3, 1969

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Table II - 1969 Income and Disbursements

Balance, January 1, 1969	\$164,476
Income 1969:	
Membership	123,500
Pig Lead Sales	683,000
Miscellaneous	<u>12,500</u>
	\$983,476
Estimated Expenditures	<u>900,475</u>
Balance, January 1, 1970 (estimated)	\$ 83,001 (a)

(a) Includes a deficit of \$14,538 in the Health and Safety Public Relations Program.

Table III - Approved and Recommended Expenditures - 1969 - 1970

<u>A - Administrative & Technical Service</u>	<u>Approved 1969</u>	<u>Estimated 1969</u>	<u>Approved 1970</u>
Salaries	\$198,000	\$198,000	\$217,800
Payroll Taxes	7,500	7,500	9,000
Pension Premium	18,000	14,000	16,000
Business Insurance	1,500	1,500	1,500
Group Insurance	2,500	2,000	2,500
Rent	16,500	18,000	24,000
Travel & Expenses	45,000	40,000	40,000
Annual & Committee Meetings	3,500	2,500	3,000
Professional Fees	5,000	4,500	5,000
Printing & Office Supplies	6,000	6,000	6,000
Telephone & Telegram	6,000	6,000	6,000
Postage & Express	7,000	7,500	7,500
Subscriptions - Books & Periodicals	800	800	800
Furniture & Equipment	2,000	2,000	5,000
Office Services	8,000	6,500	7,000
Technical Association Dues	1,000	700	700
Miscellaneous	<u>2,000</u>	<u>1,000</u>	<u>1,000</u>
Total Administrative	\$330,300	\$318,500	\$352,800

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APPENDIX "C"

Board of Directors Meeting
December 3, 1969

Table III - (Continued)

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<u>B - Advertising, Publications & Related Promotions</u>	<u>Approved 1969</u>	<u>Estimated 1969</u>	<u>Approved 1970</u>
Agency Fee	\$ 74,500	\$ 79,800	\$ 80,000
External Public Relations		(included in Agency Fee)	
Advertising Space Production	21,600	25,000	32,200
Architectural & Construction	81,900	74,700	64,360
Cable	20,700	17,700	-
Industrial Batteries	51,200	56,900	64,200
Pigments & Chemicals	22,700	22,700	19,100
Other Product Prom. & Design	54,800	54,900	46,600
"Lead" Magazine	40,000	42,000	45,000
Conventions & Exhibits	20,000	21,000	15,000
ZN-75 ILZRO Car	4,000	4,000	-
Lead Abstracts	14,000	14,000	16,000
Reprints of Technical Articles	10,000	7,500	10,000
Test Programs	10,000	-	5,000
Illustrations & Photography	3,000	1,000	1,000
	\$428,400	\$421,200	\$398,460
 ZALIS & Special Studies			
Study on off-the road electric vehicles	9,325	9,325	-
Detroit Field Man-Feasibility Study	10,000	-	-
Zinc & Lead Int'l Service (ZALIS)	28,000	28,000	15,400
	\$ 47,325	\$ 37,325	\$ 15,400
 Motion Picture Distribution:			
a. General	15,000	15,000	10,500
b. Bureau of Mines	2,000	2,000	2,000
	\$ 17,000	\$17,000	\$ 12,500

APPENDIX "C"

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December 3, 1969

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Table III - (Continued)

<u>New Programs:</u>	<u>Approved 1969</u>	<u>Estimated 1969</u>	<u>Approved 1970</u>
Battery Powered Airport Buses	\$ -	\$ -	\$ 13,000
<u>Miscellaneous and Contingencies:</u>			
Lead Book (Monograph)	4,000	1,000	3,000
Corrosion Handbook	5,000	15,000	6,000
Annual Review	1,000	2,200	2,000
Apprentice Contest	1,500	1,200	1,500
Organization Membership	2,150	2,150	2,900
Miscellaneous Literature	-	3,400	3,000
Contingencies:			
a. General	3,000	1,500	3,000
b. ILZRO	10,000 (see Item 23 above)		10,000
	\$ 26,650	\$26,450	\$ 31,400
Health-Safety Public Relations Program	75,000	80,000	125,000
<u>C - Summary</u>			
Administrative & Technical Service	\$330,300	\$318,500	\$352,800
Advertising, Publications & Related Promotions	428,400	421,200	398,460
ZALIS & Special Studies	47,325	37,325	15,400
Motion Picture Distribution	17,000	17,000	12,500
New Programs	-	-	13,000
Miscellaneous & Contingencies	26,650	26,450	31,400
Sub-Total	\$849,675	\$820,475	\$823,560
Health & Safety Public Relations Program	75,000	80,000	125,000
Grand Total	\$924,675	\$900,475	\$948,560

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Table IV

A - Estimated 1970 Income and Expenditures

Balance, Jan. 1, 1970	\$ 83,001 (a)
Pig Lead Sales	764,715
Other Assessments	207,052
Interest on Savings	5,000
Miscellaneous	5,000
Approved Expenditures-1970	\$1,064,768 <u>948,560</u> (b)
Operating Fund Balance, Dec. 31, 1970	\$ 116,208

(a) Includes a Dec. 31, 1969 deficit of \$14,538 in Health and Safety funds.

(b) Includes \$125,000 for Health and Safety activities.

B - Approved 1970 Rates Per Ton

General, Health and Safety and Industry Development Funds

<u>Classification</u>	<u>Rates per Ton</u>	<u>Est. Income</u>
Mining	\$.21	\$ 58,107
Smelting & Refining	.09	75,310
Manufacturing	.09	66,435
Assembled Articles	.05	7,200
Pig Lead Sales in U.S.	1.05	<u>764,715</u>
		\$971,767

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