

LEAD INDUSTRIES ASSOCIATION, INC.BALANCE SHEETJanuary 31, 1967ASSETSCURRENT ASSETS:CASH:

Operating: Checking Account	\$48,690.67		
Savings Accounts	<u>95,517.19</u>	\$144,207.36	
Petty Cash Account		100.00	
Salary Account		<u>500.00</u>	\$144,807.86

ACCOUNTS RECEIVABLE:

Air Travel Deposit	425.00		
1966 Assessments Outstanding	594.44		
Due from AZI	78.36		
Travel Advances	3,076.92		
Miscellaneous Receivables	<u>1,421.00</u>		<u>5,595.72</u>

Grand Total All Assets		<u>\$150,403.58</u>
------------------------	--	---------------------

LIABILITIES AND FUND BALANCESCURRENT LIABILITIES:

<u>ACCOUNTS PAYABLE:</u> Quarterly Publications "Lead"	9,000.00
--	----------

<u>FUND BALANCE - 1/31/67</u>	<u>\$141,403.58</u>
-------------------------------	---------------------

Grand Total All Liabilities & Fund Balances	<u>\$150,403.58</u>
---	---------------------

LEAD INDUSTRIES ASSOCIATION, INC.
STATEMENT OF INCOME, EXPENSES & FUND BALANCE
January 31, 1967

	<u>LIA</u> <u>FUND</u>
<u>INCOME.</u>	
Assessments:	
Memberships	\$ 3,166.00
Ind. Development (Sale of Pig Lead in U.S.)	-0-
Health and Safety	949.50
Miscellaneous	<u>.02</u>
Total All Income	<u>\$ 4,115.52</u>
<u>ADMINISTRATIVE EXPENSE - Schedule "A"</u>	27,348.31
<u>PROM. & DEVEL. EXPENSE - Schedule "B"</u>	<u>20,209.78</u>
Grand Total All Expenses	<u>\$ 47,558.09 (1)</u>
Deficiency - Income over Expenses	(43,442.57)
Operating Fund January 1, 1967	<u>184,346.15</u>
Operating Fund January 31, 1967	<u>\$141,403.58</u>

Note: (1) Does not include cash disbursement of \$11,139.00 relating to 1966 Accounts Payable!

LIA01612

LEAD INDUSTRIES ASSOCIATION, INC.STATEMENT OF EXPENSESJanuary 1 - 31, 1967SCHEDULE "A"LIA
FUNDEXPENSES - ADMINISTRATIVE

Salaries	\$20,690.78
Payroll Taxes	1,170.25
Rent	1,620.00
Printing & Office Supplies	82.88
Telephone & Telegrams	460.33
Postage & Express	854.12
Subs. to Books & Periodicals	(3.00)
Office Services	546.24
Travel & Expenses	1,679.57
Group Insurance	97.24
N. Y. Disability Insurance	(24.70)
Technical Association Membership	65.50
Misc. Admin. Expenses	<u>109.10</u>

Total All Admins. Expenses

\$27,343.31

LIA01613

LEAD INDUSTRIES ASSOCIATION, INC.STATEMENT OF EXPENSESJanuary 1 - 31, 1967SCHEDULE "B"

	<u>LIA</u> <u>FUND</u>
Expenses - Promotion & Development:	
Quarterly Publication "Lead"	\$ 396.43
Conventions & Exhibits	534.80
Lead Abstracts	2,250.70
Reprints of Technical Articles	433.28
Illustrative Expenses - Publications & Advertising	39.61
National Shooting Sports Foundation (Contribution)	650.00
Contingency - Material from ILZRO	1,060.00
Space Advertising	10,287.59
Books & Publications	23.00
Health & Safety Program	<u>4,034.31</u>
 Total All Promotion & Development Expenses	 <u><u>\$20,209.73</u></u>

LIA01614