

# 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.

LIA03707

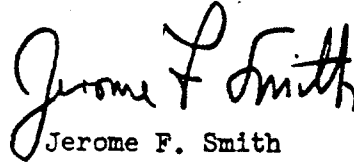
N 4123

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  
Secretary, Manager

JFS:hn  
Att.

LIA03708

PROPOSED  
LIA  
1973 BUDGET

PROGRAMS

|                                              | <u>1972<br/>Budget</u> | <u>Proposed<br/>1973<br/>Budget</u> |
|----------------------------------------------|------------------------|-------------------------------------|
| <b>1. <u>BATTERY</u></b>                     |                        |                                     |
| 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                               |
|                                              | <hr/>                  | <hr/>                               |
| Program Total                                | \$ 31,000              | \$ 30,500                           |
| <b>2. <u>ARCHITECTURAL</u></b>               |                        |                                     |
| 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 + Acoust. Sh.)              | -                      | 3,500                               |
|                                              | <hr/>                  | <hr/>                               |
| Program Total                                | \$ 30,500              | \$ 54,700                           |
| <b>3. <u>INDUSTRIAL NOISE</u></b>            |                        |                                     |
| 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                               |
|                                              | <hr/>                  | <hr/>                               |
| Program Total                                | \$ 8,450               | \$ 34,500                           |

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**N 4123.01**

|                                                                                                  | <u>1972<br/>Budget</u> | <u>Proposed<br/>1973<br/>Budget</u> |
|--------------------------------------------------------------------------------------------------|------------------------|-------------------------------------|
| <b>4. <u>CHEMICAL CONSTRUCTION</u></b>                                                           |                        |                                     |
| 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                               |
|                                                                                                  | <hr/>                  | <hr/>                               |
| Program Total                                                                                    | \$ 6,000               | \$ 14,500                           |
| <br><b>5. <u>HEALTH &amp; SAFETY</u></b>                                                         |                        |                                     |
| 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                              |
|                                                                                                  | <hr/>                  | <hr/>                               |
| Program Total                                                                                    | \$170,000              | \$174,500                           |
| <br><b>6. <u>GENERAL PROMOTION &amp; SUPPORT ACTIVITIES</u></b>                                  |                        |                                     |
| 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                               |
|                                                                                                  | <hr/>                  | <hr/>                               |
| Program Total                                                                                    | \$137,250              | \$180,750                           |
| <br><b>TOTAL PROMOTIONAL BUDGET</b>                                                              | <br>\$383,200          | <br>\$489,450                       |

LIA03710

LEAD INDUSTRIES ASSOCIATION, INC.  
STATEMENT OF ADMINISTRATIVE DISBURSEMENTS

| <u>ADMINISTRATIVE DISBURSEMENTS</u> | <u>1972<br/>Budget</u> | <u>Proposed<br/>1973<br/>Budget</u> |
|-------------------------------------|------------------------|-------------------------------------|
| 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                               |
|                                     | <hr/>                  | <hr/>                               |
| <u>TOTAL ADMINISTRATIVE</u>         | \$ 293,900             | \$ 278,700                          |
|                                     | <hr/>                  | <hr/>                               |
| TOTAL PROMOTIONAL                   | \$ 383,200             | \$ 489,450                          |
|                                     | <hr/>                  | <hr/>                               |
| <u>TOTAL LIA BUDGET</u>             | \$ 677,100             | \$ 768,150                          |

LIA03711

TABLE I.

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

|      | <u>Approved<br/>Budget</u> | <u>INCOME</u>      |              |              | <u>Expenditures</u> | <u>Reserve<br/>Year<br/>End</u> |
|------|----------------------------|--------------------|--------------|--------------|---------------------|---------------------------------|
|      |                            | <u>Assessments</u> | <u>Other</u> | <u>Total</u> |                     |                                 |
| 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

| <u>Membership</u> |                  |                            |                  |                      |                  |                               |                  | <u>Industry<br/>Development</u> |                  |
|-------------------|------------------|----------------------------|------------------|----------------------|------------------|-------------------------------|------------------|---------------------------------|------------------|
| <u>Mining</u>     |                  | <u>Smelt. &amp; Refin.</u> |                  | <u>Manufacturing</u> |                  | <u>Assembled<br/>Articles</u> |                  | <u>Pig Lead Sales</u>           |                  |
| <u>Regular</u>    | <u>H &amp; S</u> | <u>Regular</u>             | <u>H &amp; S</u> | <u>Regular</u>       | <u>H &amp; S</u> | <u>Regular</u>                | <u>H &amp; S</u> | <u>Regular</u>                  | <u>H &amp; S</u> |
| 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                  |                  | .24                           |                  | 1.17                            |                  |
| 1970              | .21              | .09                        |                  | .09                  |                  | .05                           |                  | 1.05                            |                  |
| 1971              | .17              | .07                        |                  | .07                  |                  | .04                           |                  | .84                             |                  |
| 1972              | .17              | .07                        |                  | .07                  |                  | .04                           |                  | .89                             |                  |

LIA03712

TABLE IIBUDGET RECAPProposed 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    |

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TOTAL PROMOTIONAL PROGRAM \$489,450

TOTAL ADMINISTRATIVE \$278,700

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TOTAL LIA BUDGET \$768,150

LIA03713

November 9, 1972

LEAD INDUSTRIES ASSOCIATION, INC.COMPARATIVE STATEMENT OF RECEIPTS, DISBURSEMENTS & FUND BALANCESFIRST TEN MONTHS 1971 Vs. 1972

|                                         | <u>OPERATING FUND</u>  |                        |                        |                        |
|-----------------------------------------|------------------------|------------------------|------------------------|------------------------|
|                                         | <u>1971<br/>ACTUAL</u> | <u>1971<br/>BUDGET</u> | <u>1972<br/>ACTUAL</u> | <u>1972<br/>BUDGET</u> |
| <u>RECEIPTS:</u>                        |                        |                        |                        |                        |
| 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                      | <u>\$810,661.37</u>    | <u>\$851,000.</u>      | <u>\$632,834.95(1)</u> | <u>\$629,000.</u>      |
| <u>DISBURSEMENTS:</u>                   |                        |                        |                        |                        |
| 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                 | <u>\$727,613.29</u>    | <u>\$920,000.</u>      | <u>\$574,733.75</u>    | <u>\$677,100.</u>      |
| <u>CHANGES IN FUND BALANCES</u>         | \$ 83,048.08           |                        | \$ 58,101.20           |                        |
| <u>FUND BALANCE January 1</u>           | <u>149,329.65</u>      |                        | <u>93,577.42</u>       |                        |
| <u>FUND BALANCE October 31</u>          | <u>\$232,377.73</u>    |                        | <u>\$151,678.62</u>    |                        |
| <u>REPRESENTED BY:</u>                  |                        |                        |                        |                        |
| Cash:                                   |                        |                        |                        |                        |
| Commercial Checking Account             | \$177,188.70           |                        | \$ 57,852.00           |                        |
| Savings Accounts                        | 53,138.45              |                        | 92,181.16              |                        |
| Petty Cash                              | 100.00                 |                        | 100.00                 |                        |
|                                         | <u>\$230,427.15</u>    |                        | <u>\$150,133.16</u>    |                        |
| Receivables & Deposits                  | + 1,950.58             |                        | + 1,545.46             |                        |
| Total                                   | <u>\$232,377.73</u>    |                        | <u>\$151,678.62</u>    |                        |

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'.

LIA03714

N 4123.02

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

PAGE 2

| <u>ADMINISTRATIVE DISBURSEMENTS</u>      | <u>ACTUAL<br/>DISBURSEMENTS<br/>1/1/71-10/31/71</u> | <u>1971<br/>BUDGET</u> | <u>ACTUAL<br/>DISBURSEMENTS<br/>1/1/72-10/31/72</u> | <u>1972<br/>BUDGET</u> |
|------------------------------------------|-----------------------------------------------------|------------------------|-----------------------------------------------------|------------------------|
| 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<br>Life Co.) | 15,350.50                                           | 18,000.                | 6,159.00                                            | 16,000.                |
| 5. Business Insurance:                   |                                                     |                        |                                                     |                        |
| a. General                               | 1,159.70                                            | (                      | 1,005.49                                            | (                      |
| b. N. Y. Disability                      | 147.24                                              | 1,200.                 | 132.60                                              | 1,500.                 |
| 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                                            | (                      | 1,674.06                                            | (                      |
| b. All Other                             | 89.75                                               | 5,000.                 | 695.40                                              | 2,500.                 |
| 11. Professional Fees:                   |                                                     |                        |                                                     |                        |
| a. Auditing                              | 1,200.00                                            | (                      | 1,200.00                                            | 1,200.                 |
| b. Legal                                 | 1,457.83                                            | {                      | -                                                   | 2,000.                 |
| c. Consulting                            | -                                                   | 4,000.                 | 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. Subscript.-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.                 |
| <b>Total</b>                             | <b>\$296,068.18</b>                                 | <b>\$351,400.</b>      | <b>\$308,249.71</b>                                 | <b>\$380,400.</b>      |

LIA03715

COMPARATIVE STATEMENT OF PROMOTION & DEVELOPMENT DISBURSEMENTSFIRST TEN MONTHS 1971 Vs. 1972SCHEDULE "B"

| <u>PROMOTION &amp; DEVELOPMENT<br/>DISBURSEMENTS:</u> | <u>ACTUAL</u>                                  |                              | <u>ACTUAL</u>                                  |                              |
|-------------------------------------------------------|------------------------------------------------|------------------------------|------------------------------------------------|------------------------------|
|                                                       | <u>DISBURSEMENTS</u><br><u>1/1/71-10/31/71</u> | <u>1971</u><br><u>BUDGET</u> | <u>DISBURSEMENTS</u><br><u>1/1/72-10/31/72</u> | <u>1972</u><br><u>BUDGET</u> |
| 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 &<br>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.                       | 1,619.87                                       | 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<br>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<br>ILZRO                | 3,486.28                                       | 10,000.                      | 3,220.35                                       | 5,000.                       |
| 18. Contingency: Misc Promotion                       | 2,271.87                                       | 3,000.                       | 238.00                                         | 2,000.                       |
| Total                                                 | <u>\$426,286.17</u>                            | <u>\$568,600.</u>            | <u>\$266,484.04</u>                            | <u>\$296,700.</u>            |