

July 6, 1971

LEAD INDUSTRIES ASSOCIATION, INC.

STATEMENT OF RECEIPTS, DISBURSEMENTS & FUND BALANCES

January 1 - June 30, 1971

	<u>OPERATING FUND</u>	
	<u>1971 ACTUAL</u>	<u>1971 BUDGET</u>
<u>RECEIPTS:</u>		
1. Assessments:		
a. Pig Lead Sales	\$321,560.40	\$672,000.
b. All Other	103,060.07 (1)	172,000.
2. Interest on Savings	1,293.27	2,000.
3. Miscellaneous:		
a. Publications	2,793.52	{ 5,000.
b. Other	498.00	
Total All Receipts	<u>\$429,205.26</u>	<u>\$851,000.</u>
<u>DISBURSEMENTS:</u>		
1. Administrative - Schedule "A"	\$187,094.37	\$351,400.
2. Promotion & Development - Schedule "B"	242,217.33	568,600.
3. Final Refund - 1970 Assessment Movies	<u>5,258.94</u>	<u> </u>
Total All Disbursements	<u>\$434,570.64</u>	<u>\$920,000.</u>
<u>CHANGES IN FUND BALANCES</u>	(\$ 5,365.38)	
<u>FUND BALANCE 1/1/71</u>	<u>149,329.65</u>	
<u>FUND BALANCE 6/30/71</u>	<u>\$143,964.27</u>	
<u>REPRESENTED BY:</u>		
Cash:		
Commercial Checking Account	\$ 88,079.99	
Savings Accounts	53,138.45	
Petty Cash	100.00	
	<u>\$141,318.44</u>	
Receivables & Deposits	<u>2,645.83</u>	
Total	<u>\$143,964.27</u>	

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LEAD INDUSTRIES ASSOCIATION, INC.
STATEMENT OF ADMINISTRATIVE DISBURSEMENTS
January 1 - June 30, 1971
SCHEDULE "A"

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<u>ADMINISTRATIVE DISBURSEMENTS</u>	<u>ACTUAL</u> <u>DISBURSEMENTS</u>	<u>1971</u> <u>BUDGET</u>
1. Salaries:		
a. Gross Payroll	\$ 94,486.85	(
b. Temporary Help	377.90	(\$210,000.
c. Employment Agency Fees	156.00	(
d. Blue Cross & Blue Shield	1,440.48	(
2. Payroll Taxes	4,597.34	9,000.
3. Pension Premium (Bankers Life Co.)	15,350.50	18,000.
4. Business Insurance:		
a. General	828.27	(1,200.
b. N. Y. Disability	105.91	(
5. Group Insurance	1,628.28	3,200.
6. Rent	13,500.00	27,000.
7. Travel and Expense	16,209.15	40,000.
8. ILZRO Health & Safety Admin. Costs	17,164.30	-
9. Meeting Expenses:		
a. Annual Meeting	1,870.24	(5,000.
b. All Other	89.75	(
10. Professional Fees:		
a. Auditing	1,200.00	(
b. Legal	1,269.41	(4,000.
c. All Other	1,170.00	(
11. Printing & Office Supplies	2,575.27	6,000.
12. Telephone & Telegrams	3,363.76	6,000.
13. Postage and Express	4,989.57	9,000.
14. Subscription - Books and Periodicals	454.89	800.
15. Furniture and Equipment	390.77	2,000.
16. Office Services	3,298.60	8,500.
17. Technical Association Dues	96.50	700.
18. Miscellaneous	480.63	1,000.
Total	<u>\$187,094.37</u>	<u>\$351,400.</u>

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LEAD INDUSTRIES ASSOCIATION, INC.
STATEMENT OF PROMOTION & DEVELOPMENT DISBURSEMENTS
January 1 - June 30, 1971
SCHEDULE "B"

PROMOTION & DEVELOPMENT DISBURSEMENTS:	<u>ACTUAL</u> <u>DISBURSEMENTS</u>	<u>1971</u> <u>BUDGET</u>
1. Advertising:		
a. Agency Fees	\$ 37,500.00	\$ 70,000.
b. Out-of-pocket Agency Expenses	3,980.80	5,000.
2. Space Advertising:		
a. Space	76,950.60	160,000.
b. Misc. & Production Costs	12,791.46	20,000.
3. Conventions & Exhibits:		
a. Plant Engineering & Maintenance Show	1,165.09	(
b. Design Engineers Show	1,011.00	(
c. Chemical Show	-	(5,000.
d. National Plumbing Exposition	793.89	(
e. Miscellaneous	1,408.98	(
4. New Literature & Booklets	939.00	5,000.
5. Lead Monograph	-	8,000.
6. Corrosion Handbook	-	4,000.
7. Annual Review	492.60	2,000.
8. Existing Literature Expenses:		
a. Lead Magazine		45,000.
1. Printing Costs	1,824.49	
2. Mailing Costs	5,918.57	
3. Mailing List Maintenance	-	
b. Lead Abstracts	7,249.30	13,000.
c. Misc. Literature	208.16	3,000.
9. Reprinting Technical Articles	3,389.67	10,000.
10. Test Programs	152.76	5,000.
11. Illustrative and Photographic Expenses	557.06	2,000.
12. Motion Picture "The Lead Matrix":		
a. General Distribution	551 55	10,600.
b. U. S. Bureau of Mines	-	2,000.
13. Apprentice Contest	-	1,500.
14. Contribution to Technical Societies:		
a. National Shooting Sports Foundation	650.00	(
b. Steel Structures Painting Council	1,000.00	(3,400.
c. Electric Vehicle Council	-	(
d. ANSI	750.00	(
15. Zinc & Lead International Service	10,297.70	29,100.
16. Health & Safety Program:		
a. Hill & Knowlton - Regular	32,802.43	(
b. Hill & Knowlton - Lead & Gasoline	27,270.84	(
c. Lead In Pediatrics	5,061.50	(152,000.
d. Kettering Abstracts	3,926.58	(
e. Miscellaneous	1,349.00	(
17. Contingency Material From ILZRO	397.50	10,000.
18. Contingency: Miscellaneous Promotion	1,826.80	3,000.
	<u>\$242,217.33</u>	<u>\$568,600.</u>