

# Lead Industries Association, Inc.

292 Madison Avenue

New York, N. Y. 10017

Telephone: (212) 679-6020

January 14, 1971

Subject: Financial Statement  
January 1-December 31, 1970

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

Dear Sir:

Attached please find the 12-Month financial statement of  
the Association for 1970.

Sincerely yours,



David M. Borcina  
Secretary, Treasurer

DMB:so  
Att:

LI403957

January 12, 1971

LEAD INDUSTRIES ASSOCIATION, INC.

STATEMENT OF RECEIPTS, DISBURSEMENTS & FUND BALANCES

January 1 - December 31, 1970

OPERATING FUND

1970  
ACTUAL

1970  
BUDGET

RECEIPTS:

1. Assessments:

a. Pig Lead Sales

\$779,072.81

\$764,700..

b. All Other ( Note 1)

206,343.66

207,000.

2. Interest on Savings

2,518.59

5,000.

3. Miscellaneous.

a. Publications

4,127.36

( 5,000.

b. Other

1,185.32

(

Total All Receipts

\$993,247.74

\$981,700.

DISBURSEMENTS:

1. Administrative - Schedule "A"

\$336,810.74

\$352,800.

2. Promotion & Development - Schedule "B"

647,334.69

601,600.

Total All Disbursements

\$984,145.43

\$954,400.

CHANGES IN FUND BALANCES

\$ 9,102.31

Fund Balance 1/1/70

\$140,227.34

FUND BALANCE 12/31/70

\$14,329.65

REPRESENTED BY:

Cash:

Commerical Checking Account

96,659.47

Savings Accounts

51,845.18

Petty Cash

100.00

\$148,604.65

Receivables & Deposits

+ 725.00

Total

\$149,329.65

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(Note 1) - Does not include \$9,337.95 billed but unpaid as of 12/31/70.

N 3786.01

LEAD INDUSTRIES ASSOCIATION, INC.STATEMENT OF ADMINISTRATIVE DISBURSEMENTSJanuary 1 - December 31, 1970SCHEDULE "A"ADMINISTRATIVE DISBURSEMENTS

|                                         | <u>ACTUAL</u><br><u>DISBURSEMENTS</u> | <u>1970</u><br><u>BUDGET</u> |
|-----------------------------------------|---------------------------------------|------------------------------|
| 1. Salaries:                            |                                       |                              |
| a. Gross Salaries                       | \$194,638.40                          | (                            |
| b. Temporary Help                       | 5,092.11                              | (\$217,800.                  |
| c. Employment Agency Fees               | 969.80                                | (                            |
| d. Blue Cross & Blue Shield             | 2,958.10                              | (                            |
| 2. Payroll Taxes                        | 5,815.46                              | 9,000.                       |
| 3. Pension Premium (Bankers Life Co.)   | 16,091.50                             | 16,000.                      |
| 4. Business Insurance:                  |                                       |                              |
| a. General                              | 1,228.91                              | (                            |
| b. N. Y. Disability                     | 341.18                                | 1,500.                       |
| 5. Group Insurance                      | 3,140.52                              | 2,500.                       |
| 6. Rent                                 | 24,000.00                             | 24,000.                      |
| 7. Travel and Expenses                  | 36,202.67                             | 40,000.                      |
| 8. Meeting Expenses:                    |                                       |                              |
| a. Annual Meeting                       | 3,135.16                              | (                            |
| b. All Other                            | 1,343.23                              | 3,000.                       |
| 9. Professional Fees:                   |                                       |                              |
| a. Auditing                             | 1,200.00                              | (                            |
| b. Legal                                | 1,312.94                              | (                            |
| c. All Other                            | 2,340.00                              | 5,000.                       |
| 10. Printing & Office Supplies          | 5,362.41                              | 6,000.                       |
| 11. Telephone & Telegrams               | 5,980.88                              | 6,000.                       |
| 12. Postage and Express                 | 10,689.12                             | 7,500.                       |
| 13. Subscriptions - Books & Periodicals | 1,032.53                              | 800.                         |
| 14. Furniture & Equipment               | 4,403.83                              | 5,000.                       |
| 15. Office Services                     | 7,678.79                              | 7,000.                       |
| 16. Technical Association Dues          | 697.50                                | 700.                         |
| 17. Miscellaneous                       | 1,155.70                              | 1,000.                       |
| Total                                   | <u>\$336,810.74</u>                   | <u>\$352,800.</u>            |

LEAD INDUSTRIES ASSOCIATION, INC.STATEMENT OF PROMOTION & DEVELOPMENT DISBURSEMENTSJanuary 1 - December 31, 1970SCHEDULE "B"

| <u>PROMOTION &amp; DEVELOPMENT DISBURSEMENTS:</u> | <u>ACTUAL<br/>DISBURSEMENTS</u> | <u>1970<br/>BUDGET</u> |
|---------------------------------------------------|---------------------------------|------------------------|
| 1. Advertising:                                   |                                 |                        |
| a. Agency Fees                                    | \$ 75,000.00                    | \$ 75,000.             |
| b. Out-of-pocket Agency Expenses                  | 6,986.63                        | 5,000.                 |
| 2. Space Advertising:                             |                                 |                        |
| a. Architectural & Construction                   | 58,707.55                       | 55,900.                |
| b. Industrial Battery Program                     | 61,145.92                       | 60,200.                |
| c. Pigments and Chemicals                         | 20,284.79                       | 19,100.                |
| d. Products Promotion & Design Eng.               | 44,642.16                       | 47,200.                |
| e. Miscellaneous & Production Costs               | 25,459.48                       | 29,100.                |
| 3. Industrial Battery Program:                    |                                 |                        |
| a. Film                                           | 67.84                           | 1,000.                 |
| b. Literature                                     | 2,043.22                        | 1,000.                 |
| c. Exhibits & Misc.                               | 2,325.28                        | 2,000.                 |
| 4. Conventions & Exhibits:                        |                                 |                        |
| a. Plant Engineering & Maintenance Show           | 4,520.88                        | (                      |
| b. Design Engineers Show                          | 5,044.07                        | (                      |
| c. Construction Specifications Institute          | 2,087.27                        | ( 15,000.              |
| d. National Plumbing Exposition                   | 714.68                          | (                      |
| e. Miscellaneous                                  | 1,717.20                        | (                      |
| 5. New Publications:                              |                                 |                        |
| a. Lead Monograph                                 | 540.00                          | 3,000.                 |
| b. Corrosion Handbook                             | -                               | 6,000.                 |
| c. Calking Lead and Solder Booklets               | -                               | -                      |
| d. Corrosion Inhibiting Paint Bulletin            | -                               | -                      |
| 6. Existing Literature Expenses:                  |                                 |                        |
| a. Lead Magazine                                  |                                 | 45,000.                |
| 1. Printing Costs                                 | 24,772.91                       |                        |
| 2. Mailing Costs                                  | 14,629.08                       |                        |
| 3. Mailing List Maintenance                       | 10,806.63                       |                        |
| b. Annual Review                                  | 1,995.98                        | 2,000.                 |
| c. Lead Abstracts                                 | 14,087.43                       | 16,000.                |
| d. "Sweets" Catalog File                          | 11,233.09                       | 11,000.                |

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