

July 6, 1971

LEAD INDUSTRIES ASSOCIATION, INC.STATEMENT OF RECEIPTS, DISBURSEMENTS & FUND BALANCESJanuary 1 - June 30, 1971OPERATING FUNDRECEIPTS:

|                        | <u>1971<br/>ACTUAL</u> | <u>1971<br/>BUDGET</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               | <u>498.00</u>          | <u>          </u>      |
| Total All Receipts     | <u>\$429,205.26</u>    | <u>\$851,000.</u>      |

DISBURSEMENTS:

|                                           |                     |                   |
|-------------------------------------------|---------------------|-------------------|
| 1. Administrative - Schedule "A"          | \$187,094.37        | \$351,400.        |
| 2. Promotion & Development - Schedule "B" | 242,217.33          | 568,600.          |
| 3. Final Refund - 1970 Assessment Monies  | <u>5,258.94</u>     | <u>          </u> |
| Total All Disbursements                   | <u>\$434,570.64</u> | <u>\$920,000.</u> |

CHANGES IN FUND BALANCES

( \$ 5,365.38 )

FUND BALANCE 1/1/71149,329.65FUND BALANCE 6/30/71\$143,964.27REPRESENTED BY:Cash:

|                             |               |
|-----------------------------|---------------|
| Commercial Checking Account | \$ 88,079.99  |
| Savings Accounts            | 53,138.45     |
| Petty Cash                  | <u>100.00</u> |

N 4121

## Receivables &amp; Deposits

|                 |
|-----------------|
| \$141,318.44    |
| <u>2,645.83</u> |

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## Total

\$143,964.27

Note (1) Includes 1970 Assessment monies of \$8,820.72 received during first quarter of 1971.

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><br><u>DISBURSEMENTS</u> | <u>1971</u><br><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:     | ACTUAL<br>DISBURSEMENTS | 1971<br>BUDGET    |
|--------------------------------------------|-------------------------|-------------------|
| 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> |