

LEAD INDUSTRIES ASSOCIATION, INC.BALANCE SHEETSeptember 30, 1968ASSETSCURRENT ASSETS:CASHOperating: Checking Account
Savings Accounts

\$ 4,672.

210,335.

\$215,007.

Petty Cash Account

200.

\$215,207.

ACCOUNT RECEIVABLE:

Due From ZI

28.

Travel Advances

2,938.

Air Travel Deposit

425.3,391.

Grand Total All Assets

\$218,598.LIABILITIES AND FUND BALANCESCURRENT LIABILITIES:N O N EFUND BALANCES:

LIA Operating Fund 9/30/68

\$135,000.

Health & Safety Fund 9/30/68

83,598.

Grand Total All Liabilities & Fund Balances

\$218,598.

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LEAD INDUSTRIES ASSOCIATION, INC.STATEMENT OF RECEIPTS, DISBURSEMENTS & FUND BALANCESJanuary 1 - September 30, 1968

	LIA OPERATING FUND 1968		HEALTH & SAFETY FUND 1968	
	<u>ACTUAL</u>	<u>BUDGET</u>	<u>ACTUAL</u>	<u>BUDGET</u>
<u>RECEIPTS:</u>				
1. Assessments:				
a. Membership	\$ 78,900.	\$105,000.	\$ 30.	
b. Ind. Devel.(Pig Lead Sales)	390,665.	518,400.		
2. Interest on Savings	5,556.	8,000.		
3. Service Fee - Health & Safety	15,000.	20,000.		
4. Reimbursement for Publications	1,235.	1,000.		
5. Miscellaneous Income	76.	1,000.		
Total All Receipts	<u>\$491,432.</u>	<u>\$653,400.</u>	<u>\$ 30.</u>	<u>-0-</u>
<u>DISBURSEMENTS:</u>				
1. <u>Administrative - Schedule "A"</u>	\$258,213.	\$335,255.		
2. <u>Prom. & Devel. - Schedule "B"</u>	<u>283,244.</u>	<u>431,650.</u>	<u>58,914.</u>	<u>75,000.</u>
Total All Disbursements	<u>\$541,457.</u>	<u>\$766,905.</u>	<u>\$58,914.</u>	<u>\$75,000.</u>
 <u>CHANGE IN FUND BALANCES:</u>				
Fund Balance January 1, 1968	185,025.		142,482.	
Fund Balance September 30, 1968	<u>\$135,000.</u>		<u>\$83,598.</u>	

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LEAD INDUSTRIES ASSOCIATION, INC.STATEMENT OF DISBURSEMENTSJanuary 1 - September 30, 1968

	<u>SCHEDULE "A"</u>	<u>ACTUAL DISBURSEMENTS</u>	<u>1968 BUDGET</u>
<u>DISBURSEMENTS - ADMINISTRATIVE:</u>			
1. Salaries		\$149,910.	\$205,515.
2. Payroll Taxes		5,270.	7,500.
3. Pension Premiums		16,635.	18,000.
4. Business Insurance		1,343.	1,000.
5. Group Insurance		1,695.	2,500.
6. Rent		14,580.	19,440.
7. Travel and Expenses		36,155.	45,000.
8. Meeting Expenses		2,946.	3,000.
9. Professional Fees:			
a. Auditing		1,150.	(
b. Legal		1,395.	{ 4,000.
c. All Other		2,085.	(
10. Printing & Office Supplies		4,440.	6,000.
11. Telephone & Telegrams		4,314.	5,400.
12. Postage & Express		5,561	5,500.
13. Subscriptions - Books & Periodicals		813.	700.
14. Furniture & Equipment		366.	1,000.
15. Office Services:			
a. Temporary Office Help		1,933.	(
b. All Other		4,629.	{ 8,000.
16. Technical Assn. Membership		825.	700.
17. Miscellaneous		<u>2,168.</u>	<u>2,000.</u>
Total Administrative Disbursements		<u>\$258,213.</u>	<u>\$335,255.</u>

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LEAD INDUSTRIES ASSOCIATION, INC.STATEMENT OF DISBURSEMENTSJanuary 1 - September 30, 1968SCHEDULE "B"

<u>DISBURSEMENTS - PROMOTION & DEVELOPMENT:</u>	<u>ACTUAL DISBURSEMENTS</u>	<u>1968 BUDGET</u>
1. Quarterly Publication "Lead"	\$ 26,284.	\$ 37,000.
2. Conventions & Exhibits	18,149.	16,000.
3. Lead Abstracts	8,907.	14,000.
4. Reprints of Technical Articles	3,450.	10,000.
5. Test Programs	4,071.	8,000.
6. Illustrative Expense	1,505.	3,000.
7. Motion Picture, "The Lead Matrix":		
a. General Distribution	13,193.	16,000.
b. U.S.B.M.	1,049.	2,000.
8. Monograph	-	3,000.
9. Corrosion Handbook	-	5,000.
10. Annual Review	-	1,000.
11. Apprentice Contest	1,058.	1,200.
12. National Shooting Sports Foundation	650.	650.
13. Electric Vehicle Council	500.	500.
14. Steel Structures Painting Council	1,000.	1,000.
15. Contingency Material from ILZRO	-	10,000.
16. Space Advertising:		
a. Architectural & Construction	57,390.	73,000.
b. Cable Program	6,584.	14,300.
c. Industrial Battery Program	34,295.	47,000.
d. Pigments & Chemicals Program	14,475.	24,000.
e. Solder, Terne & Design Engineer Program	19,781.	34,200.
f. Misc. Production Costs	13,199.	25,000.
17. Sweet's Catalog Files:		
a. Architectural & Construction	(216.)Cr.	9,600.
b. Solder, Terne & Design Engineer Program	(171.)Cr.	3,700.
18. Booklets & Publications:		
a. Architectural & Construction Bulletins	4,255.	5,000.
b. Battery Publications	1,100.	3,000.
c. Ceramic Supplements	8.	2,000.
19. Publicity Program (Weiss)	23,044.	35,000.
20. Industrial Battery Education Program:		
a. Film	23,315.	18,000.
b. Literature	4,146.	5,000.
c. Miscellaneous	261.	1,500.
21. Miscellaneous	1,962.	3,000.
Total Promotion & Development Disbursements	<u>\$283,244.</u>	<u>\$431,650.</u>

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