

LEAD INDUSTRIES ASSOCIATION, INC.

292 MADISON AVENUE

NEW YORK 17, N. Y.

April 8, 1963

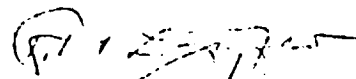
SUBJECT: REPORT OF ASSOCIATION
ACTIVITIES - 1962

To Members of the Lead Industries Association, Inc.:

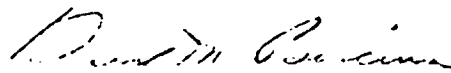
Enclosed are:

1. Report of the Executive Vice President and Secretary for the year 1962.
2. Report of the Treasurer for the year 1962.
3. Current list of members.

Very truly yours,



Executive Vice President and Treasurer



Secretary and Assistant Treasurer

RLZ:mk
Enc.



Look Ahead with Lead

LEAD INDUSTRIES ASSOCIATION, INC.

282 MADISON AVENUE

NEW YORK 17, N. Y.

REPORT OF THE
EXECUTIVE VICE PRESIDENT AND SECRETARY
1962

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Look Ahead with Lead

Attached is a somewhat detailed report of the expanded promotional, advertising and technical service activities of the L.I.A. in 1962. It is well-nigh impossible in any such report to give a complete picture of all the diversified activities of the staff. Suffice it to say that it is quite clear that the Association's programs have resulted in a broad new interest in lead in many fields, have established L.I.A. as a technical center of information and help on the use of lead, and in specific areas have contributed to substantially increased applications of lead.

These statements may seem extravagant but we believe they are supported by the facts. The ceramics industries were among the first to receive the benefit of our more aggressive promotional efforts. In the five or six years since these efforts began the consumption of lead in these industries has increased by one-quarter to one-third. Despite the aggressive marketing of other pigments, even by lead manufacturers themselves, shipments of red lead have remained reasonably stable; last year were the highest since 1959. Sheet lead for architectural applications is a growing market, with antivibration pads and waterproofing for pools and planters alone now estimated in the neighborhood of 1,000 tons a year. Instead of thinking of new materials first and lead as a last resort, design engineers are asking by the hundreds at the outset what lead can do for them.

We believe that the members and directors of L.I.A., with the capable guidance of the Industry Development Committee and other committees charged with specific responsibilities, have wisely chosen a course of expanded marketing efforts, that if these efforts are sustained lead consumption will take on a new look, and that already substantial results can be traced. We believe that the salvation of the industry, far from lying with the development of new products and markets alone, leans very heavily on aggressive and intelligent marketing of existing products to take advantage of today's conditions.

Look at a few examples. There is nothing new in the use of lead in ceramics, but ceramics are finding new applications every day. Lead must be kept a part of these new applications like porcelain enamelled aluminum and electronic ceramics. The use of lead for waterproofing is ancient, going back to Roman baths, but architects are just beginning to lean heavily toward reflecting pools, fountains and planters to give character to plain and simple buildings. Lead waterproofing must be made standard practice against the competition of membranes and other metals. Anti-vibration pads have been used for nearly a half century, but as consciousness of the bad effects of vibration grows engineers must be made aware of the fact that lead can help them.

Automation in industry is ever increasing. If battery power is to get its share of the huge materials handling market, its advantages must be widely told. Recognition by engineers of the noise problem gives batteries a big selling point, just as it does the use of lead for sound-proofing.

These are just examples. It seems that the opportunities exist to expand our markets substantially and that we have the products to do it. What we need is the ability to recognize these opportunities as they occur and the courage and conviction to tell our story in the right way to the right people at the right time. We believe the industry has made a good start in doing that.

DIRECT MAIL ADVERTISING

1. "Lead." No attempt was made to increase the circulation of this eight-page quarterly in 1962 which went to over 50,000 people and carried more than a million and a quarter messages about lead uses. However, in December the Industry Development Committee and Board approved increasing its size to twelve pages per issue in 1963.

2. Anti-Vibration Pads. An interim report, pending the results of further research, was prepared from data developed previously by Lessells and Associates under contract with ERP and printed in limited quantity for distribution to members and engineers with immediate design problems.

3. Lead Roofs. An eight-page brochure featuring four prominent lead roofs which have been maintenance-free for more than 25 years was prepared and mailed to our list of some 12,000 architects and contractors.

4. Battery Power. A new twelve-page brochure on lead batteries for various types of motive and portable power was prepared for distribution in early 1963.

5. Supplement. A four-page supplement to "Lead in the Ceramic Industries" on lead-glazed brick was prepared for distribution to all those who had previously received this loose-leaf manual.

6. Sweet's Catalogs. Moderate changes were made in 1962 to the catalogs for Sweet's 1963 file. The twelve-page design catalog was condensed to eight pages. Other catalogs for 1963 are all four pages. Roofing and flashing and noise and vibration control appear in the architectural and industrial construction files, and plumbing in the architectural and light construction files.

PUBLICITY AND REPRINTS

7. Annual Review. The annual review of the lead situation in 1962 was prepared and appeared in the February, 1963, issue of "Engineering and Mining Journal." Reprints were obtained for members and for answering inquiries.

8. New Developments in Lead. The annual review of this subject was prepared and appeared in the April issue of "Industrial and Engineering Chemistry." Reprints were obtained for members and for answering inquiries.

9. Roofing. In cooperation with the N. Y. Times editors, an article on the new lead roof of New York's Soldiers and Sailors Monument was prepared and appeared in the January 7 issue of that paper.

10. Encyclopediae. Sections on lead were prepared for Reinhold's Chemical Construction Encyclopedia and Encyclopedia of Engineering Materials and Processes, American Oxford Encyclopedia, and Harper's Encyclopedia of Science.

11. "The Materials You Buy." This article on lead, prepared by L.I.A., was one of a series on materials published several years ago by the New York Purchasing Agents Association. Permission was granted to reprint this article in a book for the guidance and education of purchasing agents.

12. "New Light from the Older Metals." The L.I.A. staff contributed the lead material for this article in "International Management's" November issue.

13. "Lead Sheet Roofing in Quiet Comeback." This was the title of an article prepared by the editors of "Roofing-Siding-Insulation" with L.I.A. help, appearing in the November issue of that magazine.

14. Lead Glazes. A brief article on the future of lead glazes for brick and clay products was prepared for "Brick and Clay Record," appearing in the November issue.

15. "Discovering the Beauty of Lead." This six-page article in "House Beautiful," with a number of striking four-color illustrations, was reprinted by L.I.A. and is being used among architects and home builders. The author received help from the L.I.A. staff in its preparation.

In addition many publications used routine press releases on our publications resulting in a large volume of inquiries for copies.

16. "PET Transducers Help Broaden Market for Ultrasonic Cleaning." This one-page reprint from "Ceramic Age" magazine describing the use of lead zirconate titanate in ultrasonic cleaners was used for distribution at L.I.A. trade show exhibits and for answering inquiries on the subject. The article is a condensation of the paper presented at L.I.A.'s annual meeting.

17. "Thermoelectric Materials Today." A four-page reprint from "Materials in Design Engineering" magazine that explains the possibilities of these materials and makes a good case for lead telluride was reprinted for distribution at our design engineering show exhibit.

18. General Publicity. A wide variety of publicity articles emanating from L.I.A. was picked up by the Trade press during the year in addition to those already mentioned. A partial list follows:

<u>PUBLICATION</u>	<u>SUBJECT</u>
Heating, Piping & Air Conditioning Engineering & Mining Journal	Leaded Plastic Soundproofing
American Painter & Decorator	New Demand, New Sources for Lead
Materials in Design Engineering	New Lead Pigment Markets
Plant Management & Engineering	What's Ahead for Lead
American Roofer	Lead-Asbestos Pads
Paint Technology	Lead Roof
Battery Man	Lead Pigments
	Lead Batteries

TECHNICAL PAPERS AND LECTURES

19. "Recent Developments in the U.S. Battery Industry." This was the title of a paper delivered by the Executive Vice President at the First International Conference on Lead held in London in October. It will be included in the printed proceedings.

20. Newark College of Engineering. For the eleventh consecutive year a staff member delivered the annual lecture on lead before the graduate student body at this college.

21. Local A.I.M.E. Meeting. Two staff members addressed a regular meeting of the A.I.M.E. section at Kellogg, Idaho, on promotion of lead and L.I.A.'s Health and Safety Program.

MEETINGS AND EXHIBITS

22. Annual Meeting. This meeting in St. Louis in April was conducted with exceptionally good reactions from members. The display of new products, started a year before, continued to attract much attention.

23. Trade Show Exhibits. The Association had exhibit booths during the year at the following trade shows:

Design Engineering Show, Chicago
 American Institute of Architects, Dallas
 Acoustical Society of America, New York
 National Association of Plumbing Contractors, St. Louis
 National Association of Home Builders, Chicago

24. Committee Meetings. The following Association committees met during the year:

<u>Committee</u>	<u>Number of Meetings</u>
Pigments Technical	3
Ceramic Technical	2
Industry Development	4
I.D.C. Subcommittee on Sound and Vibration	1
Board of Directors	2

One of the Ceramic Technical Committee meetings involved the annual luncheon given jointly by L.I.A. and E.R.P. at the annual meeting of the American Ceramic Society for supervisors and fellows of the research fellowship program.

25. Apprentice Contest. This contest for plumbers' apprentices was again held at Purdue University. L.I.A. supplied a judge for lead work and an instructor for a refresher course for teachers, as well as lead material used and prizes for the best lead workers.

26. Meetings Attended. Staff members attended the following national meetings of other groups during the year:

American Institute of Mining, Metallurgical and Petroleum Engineers
 Association of American Battery Manufacturers, spring and annual
 American Society for Testing Materials, committees
 Signal Corps Power Sources Conference
 Building Research Institute
 Construction Specifications Institute
 American Institute of Architects
 American Mining Congress
 Porcelain Enamel Institute, Shop Practices Forum

SPACE ADVERTISING

27. Advertising Schedule - 1962. Following is the space advertising schedule run by L.I.A. in 1962 with a general description of the subject matter and approximate circulation.

<u>PUBLICATION</u>	<u>PAGES</u>	<u>CIRCULATION</u>	<u>SUBJECTS</u>
American Ceramic Society Bulletin	6	8,780	Ceramics
Ceramic Age	6	6,599	"
Ceramic Industry	6	5,457	"
Metal Products Manufacturing	6	15,774	Enamels
American Paint Journal	14	4,328	Pigments
Official Digest	14	6,609	"
Paint & Varnish Production	6	5,310	"
Electrical World	8	30,003	Cable
Engineering News-Record	13	85,856	Construction
Progressive Architecture	12	41,785	"
Factory	8	71,761	Batteries, Noise, Vibration
Machine Design	6	57,745	Properties & Uses
Materials in Design Engineering	6	30,095	"
Product Engineering	7	54,010	"
N. Y. Times Magazine	1	1,304,447	Anti-Vibration
Sound	1	3,618	"

This totals to a circulation in regularly scheduled publications of almost 425,000 and 3,750,000 individual advertising messages on lead during the year. More than 1,300,000 advertising messages on lead anti-vibration pads were added through one-time insertions in the "New York Times Magazine Sunday Supplement" and "Sound" on the occasion of the opening of the new Philharmonic Hall, which rests on these pads.

TECHNICAL SERVICE AND INQUIRIES

28. Inquiries. A major function of the Association is handling the thousands of inquiries received each year as a result of our advertising and promotional activities. An accurate method of recording inquiries as to source, subject and number was set up and started to function as of April 1, 1962. Naturally the subject depends to a large extent on what subjects are emphasized in our advertising and promotion. However, the record gives us an excellent guide to the effectiveness of our various activities and in what subjects people have a real interest.

The records show that in the eleven month period from April 1, 1962, to February 28, 1963, we distributed 33,704 pieces of literature, either our own publications or reprints of others, as a result of inquiries. This was about 2½ times the number of pieces distributed in 1961. To this should be added more than 25,000 copies of our own literature sent in regular mailings and over 200,000 copies of "Lead." The most popular subjects were sound attenuation, anti-vibration pads, roofing and flashing and storage batteries with over 4,000 each, but ceramics, corrosion, paint, plumbing and radiation shielding were also popular.

The records also indicated that some 7,500 individual inquiries were processed, of which 992 were of a technical nature requiring special treatment either by letter, telephone or personal call. Advertising was the largest source of these inquiries, with press releases, "Lead," trade show exhibits and telephone calls accounting for most of the rest.

29. Technical Service Engineer. To fill a vacancy due to a resignation, Robert Travis was engaged as a technical writer and technical service engineer early in the year. With a background in both writing and physics at Antioch College, his experience included work with the National Bureau of Standards, International Tel. & Tel., and "Materials in Design Engineering."

30. Lead Abstracts. As a result of the agreement reached in 1961 for joint financial sponsorship of a lead technical abstracting service by Lead Development Association of London, ERP, and L.I.A., about 900 copies of these monthly publications are being distributed in the U.S. The mailing list so far is made up primarily of L.I.A. members, engineering school libraries, and research departments of leading industrial corporations.

31. Work Room. L.I.A. constructed a new experimental mimeographing, addressing and mailing room in its offices using standard U. S. Gypsum Vantage walls 2½ in. thick with 4-lb. sheet lead laminated under one face. Though the equipment is noisy, sound transmitted through the walls is no greater than through a standard 4½ in. gypsum block wall plastered on both sides and is giving satisfactory results with a saving in space.

32. Lead Roof. Considerable time and several field visits have been devoted to the huge dome of Kresge Memorial Auditorium at Massachusetts Institute of Technology. A leaky source of trouble since its erection, M.I.T. engineers are now having it covered with some 60 tons of 6-lb. sheet lead by a novel method devised by them with modifications suggested by L.I.A.

33. Noise Control Report. Much time was devoted to writing a manual on the use of lead for noise control based on ERP reports. A draft was circulated to the IDC subcommittee dealing with this subject but any publication has been put aside pending further evaluation of the market.

34. Lunch Room Wall. We assisted the architect for one of our members in the design and installation of a lead-lined lunchroom wall in their offices similar to the work room wall at L.I.A.

35. Power Steering. Through L.I.A. efforts and after preliminary tests, the Saginaw Steering Gear Division of General Motors ordered trial quantities of galena-loaded urethane as a damping compound for power steering mechanisms.

36. Franklin Institute Test Room. An evaluation of the acoustic treatment of the lead-lined test room we helped design at Franklin Institute was made by Bolt Beranek and Newman. They found that the use of lead had made about twice the improvement usually attributed to other methods of treating such rooms. The barrier was termed "fabulous" by BEN people in informally discussing the results. A detailed report of the design and test results was sent to members.

37. Prudential Boston Project. Considerable effort was expended on the architects and engineers of the new Prudential Insurance Co. complex in Boston for which sizable tonnages of lead-asbestos pads were finally specified, some in novel applications.

38. Gutters. A couple of years ago about 500 ft. of lead-lined stone gutters were installed on a government building at Springfield, Ill. These failed due to improper installation methods. Our architect visited the job and supplied details to correct the trouble and, we believe, avoid any future failure.

39. Public Buildings. Several visits were made to public building officials in the General Services Administration to supply data on all building applications of lead.

40. U. S. Gypsum. Visits were made to the U. S. Gypsum Co. research laboratories to supply them with available data on the use of lead with gypsum for soundproofing and to encourage their investigation of these possibilities.

41. Industrial Trucks. On request 200 copies of our brochure on battery-powered industrial trucks were supplied to the American Material Handling Society for distribution to its members.

42. Marina City. Much time was spent with the architects for this vast Chicago project in detailing a lead roof for the theater which is a part of it and in helping the architect get reasonable bids for the installation work.

43. Madison Square Garden. Intensive work with the architects for this project over railroad tracks at Penn Station, New York, resulted in specification of about 100 tons of lead-asbestos anti-vibration pads, the largest order of this kind known to date.

44. Polygraph Room. Recommendations were prepared for lead lining the polygraph room in the Bergen County, N. J., prosecutor's office. This room, in which suspects are questioned and given lie-detector tests, will rely largely on lead for sound-proofing.

HEALTH & SAFETY

45. Poison Labels. In cooperation with the National Paint, Varnish and Lacquer Association approval was obtained from the Food and Drug Administration to drop front panel poison labels from lead-containing paint by satisfying them that lead paints are not poisons under the Federal Hazardous Substance Labeling Act.

46. Milwaukee Law Suit. This case which alleged that a tenant got lead poisoning from drinking water in an apartment building was finally settled out of court, after dragging along for several years, with a cash payment on a nuisance basis without prejudice. L.I.A. had been an interested by-stander and had given assistance in gathering facts for the defense.

47. Addresses by the Health and Safety Director. The Director gave talks at or otherwise participated in the following meetings:

Gulf Coast Symposium on Industrial Toxicology, Houston
Seminar on Air Quality Standards, U. of Michigan
National Safety Council, Labor Congress Session
Occupational Lead Exposures Seminar, U. of Michigan

48. Meetings. Other meetings attended by the Health and Safety Director included:

Governor's Conference on Occupational Safety, New York
 National Health Forum, Cleveland
 President's Conference on Occupational Safety, Washington
 Society of Automotive Engineers, Detroit
 American Industrial Hygiene Conference
 Air Pollution Control Association
 American Public Health Association
 Industrial Hygiene Foundation

49. Lead Pigmented Paints for Automotive Use. Considerable time was spent with the automotive industry to break down resistance for toxicological reasons to the use of these paints for corrosion protection.

50. Lead-Glazed Pottery. The study of lead solubility of glazes at Kettering Laboratories, sponsored by L.I.A. and U.S. Potters Association was successfully completed and tentative specifications and test methods were prepared. Next action awaits a meeting of the interested parties.

51. L.I.A. Health & Safety Committee. With the approval of the Board of Directors, a Health & Safety Committee was organized to advise the Health & Safety Director, Research Director, Industry Development Committee, Technical Steering Committee, and Board in the specialized fields of public and industrial health, including research in these areas. It is composed of about a dozen representatives of members, about half of whom are medical men and the rest industrial hygienists. An organization meeting was held in November.

52. Study of Particulate Lead in Air. A research proposal for this study was approved and placed at Stanford Research Institute, getting under way in August. This study, scheduled for completion in eighteen months, is designed to identify and measure the form and size in which lead exists in urban atmospheres, in order to aid our understanding of potential health effects from air pollution. This is jointly financed by L.I.A.-E.R.P., Ethyl Corp., du Pont, and the American Petroleum Institute, and is under the direction of L.I.A.'s Health and Safety director who serves as project manager.

53. Kettering Symposium on Lead Toxicology. L.I.A. agreed to be one of the sponsors of this Symposium to be held in February, 1963, and the Executive Vice President accepted an invitation to make the opening address on the "Importance and Uses of Lead." This Symposium was jointly financed by L.I.A., Ethyl Corp., and du Pont.

54. Reprint. A reprint of the article "Antiknock Compounds and Public Health" prepared by Dr. Robert A. Kehoe of the Kettering Laboratory was circulated to the members. The article appeared in "Ethyl News," May-June, 1962.

MISCELLANEOUS

55. Leadless Gasoline. A visit was made to the headquarters of the American Oil Co. in Chicago in an attempt to have them reduce their attacks on lead in their advertising for leadless Amoco gasoline. Assurances were received that the advertising emphasis would be changed. Subsequent advertising has confirmed that these assurances were sincere.

56. Information Bulletins. Seven information bulletins were circulated to members during the year to keep them informed of articles, literature and other developments relating to lead that might not otherwise come to their attention.

57. Statistics. The usual monthly statistical services for members were maintained and the Annual Statistical Review published. Also certain statistics and an introductory page were provided for the Year Book of the American Bureau of Metal Statistics. Likewise, statistics were supplied for the year books of the Automobile Manufacturers Association and the Association of American Battery Manufacturers.

58. Motion Picture. A shooting script of a motion picture to dramatize lead and its uses was prepared by a professional producer with the help of our advertising agency and staff. It was submitted to the Executive Committee of the Industry Development Committee which expressed its liking of the script but recommended that no action be taken until it could be decided whether this type of film or one having to do with a specific application should be made first. Meanwhile a reserve of \$25,000 was set aside for the future production of this or some other film.

59. European Trip. Taking advantage of his speaking engagement at the International Lead Conference in London in October, the Executive Vice President toured Italy, Germany, Belgium and France, talking primarily to manufacturers of various lead products, studying the pattern of European lead usage, and seeking facts and ideas that can be used to promote lead in the U.S.

60. Secretary and Assistant Treasurer. David M. Borcina, with the Association since 1934, was elected Secretary, succeeding Robert L. Ziegfeld in that position, and to the newly created post of Assistant Treasurer, by the Board of Directors. Mr. Ziegfeld continues as Executive Vice President and Treasurer.

61. By-Laws. Several new amendments to the By-Laws relating to membership classification and representation on the Board of Directors were prepared and presented to the Board, which recommended them to the entire membership for adoption at the Annual Meeting.

62. Displays. The background of L.I.A.'s new exhibit used at trade shows was made of perforated steel colorfully coated with low-firing leaded porcelain enamels. Also in the L.I.A. offices a small combination room divider and planter has been constructed. The planter, at floor level, is built of colorful lead-glazed brick lined with sheet lead waterproofing and is surmounted by an expanded aluminum room divider finished in colored leaded porcelain enamel.

Annual Report
for the Year 1962

The Treasurer respectfully submits the report of the audit of the accounts of the Association as of December 31, 1962 by Maskins & Sells, as follows:

MASKINS & SELLS
Certified Public Accountants

2 Broadway
New York 6

March 15, 1963

ACCOUNTANTS' OPINION

Lead Industries Association, Inc.:

We have examined the balance sheet of Lead Industries Association, Inc. as of December 31, 1962 and the related statement of income, expenses, and reserves and supplemental schedules for the year then ended. Our examination was made in accordance with generally accepted auditing standards, and accordingly included such tests of the accounting records and such other auditing procedures as we considered necessary in the circumstances.

In our opinion, the accompanying balance sheet and statement of income, expenses, and reserves and supplemental schedules present fairly the financial position of the Association at December 31, 1962 and the results of its operations for the year then ended, in conformity with generally accepted accounting principles applied on a basis consistent with that of the preceding year.

Maskins & Sells

LEAD INDUSTRIES ASSOCIATION, INC.

BALANCE SHEET, DECEMBER 31, 1962

ASSETS

CASH:	
Operating funds (including savings bank deposits, \$178,440.66).....	\$454,725.96
Employees Pension Plan fund (savings bank deposits).....	147,831.80
Total cash.....	\$602,557.76
ACCOUNTS RECEIVABLE.....	182.00
ADVANCES FOR TRAVEL EXPENSES.....	2,725.00
AIR TRAVEL DEPOSIT.....	425.00
TOTAL.....	\$605,889.76

LIABILITIES AND RESERVES

ACCOUNTS PAYABLE.....	\$ 3,086.83
DEFERRED MEMBERSHIP ASSESSMENTS.....	100.00
RESERVES:	
General fund.....	\$243,851.72
Expanded Research Program.....	211,019.81
Employees Pension Plan fund.....	147,831.80
Total reserves.....	\$602,703.33
TOTAL.....	\$605,489.76

See Notes to Financial Statements.

LEAD INDUSTRIES ASSOCIATION, INC.
STATEMENT OF INCOME, EXPENSES, AND RESERVES
FOR THE YEAR ENDED DECEMBER 31, 1962

	TOTAL	GENERAL FUND	EXPANDED RESEARCH PROGRAM	EMPLOYEES PENSION PLAN FUND
INCOME:				
Membership assessments.....	\$800,135.25	\$471,559.50	\$328,575.75	\$ 11,385.87
Transfers between funds.....		(11,385.87)		\$ 735.59
Interest on savings bank deposits.....	12,721.79	2,737.68	4,248.08	
Miscellaneous (including sales of publications).....	2,017.38	1,522.38	95.00	
Total income.....	814,873.92	464,833.69	332,918.83	17,121.40
EXPENSES:				
Salaries and payroll taxes.....	209,754.70	149,193.98	60,362.76	
Rent and light.....	17,046.95	14,195.95	8,860.00	
Office supplies and services.....	10,312.33	3,771.40	6,540.93	
Travel.....	36,754.78	25,493.31	11,261.47	
Association dues.....	1,740.30	1,507.80	232.50	
Entertainment and luncheons.....	6,442.54	3,422.25	2,520.31	
Meetings (net of fees, \$2,260.00).....	4,360.30	4,360.30		
Telephone and telegraph.....	6,440.56	3,513.92	2,846.64	
News and subscriptions.....	1,874.27	1,266.33	607.94	
Business insurance.....	735.08	562.42	172.66	
Group life insurance.....	1,629.95	1,307.92	305.03	
Printing.....	604.91	404.91		
Mailing.....	6,345.79	3,917.19	2,469.60	
Test program.....	2,654.36	2,654.36		
Legal, accounting, and consultation fees.....	6,442.40	3,555.00	2,867.40	
Pension plan costs (research program employees).....	5,000.00		5,000.00	
Office modifications.....	939.70		939.70	
Furniture and fixtures.....	4,114.50	1,744.62	2,371.88	
Contracting service.....	4,416.33	4,416.33		
Product development and contingencies.....	1,747.55	1,747.55		
Miscellaneous.....	5,976.39	5,171.62	802.79	
Cost of publications, not (see Schedule A).....	43,907.54	43,907.54		
Advertising and promotions (see Schedule F).....	124,430.20	124,430.20		
Research projects (see Schedule C).....	267,952.33		267,952.33	
Expenses - net.....	777,960.64	460,747.30	372,133.34	
EXCESS OF INCOME OVER EXPENSES FOR THE YEAR.....	41,943.28	64,066.39	(39,214.51)	17,121.40
RESERVES, JANUARY 1, 1962.....	540,710.05	179,765.33	250,234.32	130,710.40
RESERVES, DECEMBER 31, 1962.....	\$602,703.33	\$243,851.72	\$211,019.81	\$147,831.80

() denotes red figure.

See Notes to Financial Statements.

LEAD INDUSTRIES ASSOCIATION, INC.

NOTES TO FINANCIAL STATEMENTS

1. Expenditures for furniture, fixtures, and equipment are not capitalized, but are charged to expense at the time of purchase.
2. The amount of the Employees Pension Plan Fund reserve is based on an actuarial computation and covers both past service and current service costs.
3. The General Fund includes the following amounts reserved for the unexpended portions of appropriations for publication expenditures approved in the 1962 budget:

Supplements to "Lead in the Ceramic Industries"....	\$ 2,000.00
Noise Control Manual.....	24,880.00
Pigment Manual.....	7,000.00
Anti-Vibration Repairs.....	3,396.63
Cable Manual.....	3,000.00
Construction & Architectural Flyers.....	2,477.32
Total.....	\$42,753.95

4. The Board of Directors approved the adoption of a combined budget which combined all activities of the Association except research, and the method of financing such budget for 1962 and subsequent years. Accordingly, the reserves and operations heretofore set forth as the Ordinary, Health and Safety, and Industry Development Funds are combined as the General Fund.
5. Administrative expenses in the Expanded Research Program are paid, for the most part, to American Zinc Institute which handles the accounting for the program.
6. Membership assessments in the General Fund include \$87,052.50 of general membership subscriptions.

LEAD INDUSTRIES ASSOCIATION, INC.

SUPPLEMENTAL SCHEDULES FOR THE YEAR ENDED DECEMBER 31, 1967

COST OF PUBLICATIONS, NET		SCHEDULE A
"Lead".....	\$ 20,754.92	
Construction & Architectural Flyers.....	2,522.68	
Reprints.....	2,879.25	
Supplements to "Lead in the Ceramic Industries".....	2,700.00	
Steel's Catalogs.....	12,361.71	
Noise Control Manual.....	170.03	
Motive Power Batteries Booklet.....	2,000.00	
Anti-Vibration Report.....	603.37	
TOTAL.....	\$ 43,902.93	

ADVERTISING AND PROMOTIONS		SCHEDULE B
Advertising space:		
Construction.....	\$ 35,916.79	
Design.....	16,384.04	
Ceramics.....	11,277.00	
Management.....	10,490.56	
Cable.....	6,369.84	
Flyers.....	5,467.91	
Total.....	87,908.14	
Advertising production.....	17,721.02	
Motion picture scenario.....	3,000.00	
Conventions and exhibits.....	12,494.81	
Apprentice contest.....	833.44	
New sound proof room.....	816.54	
Miscellaneous.....	1,654.35	
TOTAL.....	\$126,430.30	

RESEARCH PROJECTS		SCHEDULE C
Vibration Attenuation - Goodfriend & Associates.....	\$ 17,614.06	
Lead Alloys - Armour.....	17,120.09	
Lead Powder Metallurgy - Rensselaer.....	12,504.60	
Reinforced Lead - Armour.....	27,206.00	
Sound Attenuation - Goodfriend & Associates.....	31,769.98	
Lead Coated Steel Can Lids - U. of British Columbia.....	2,271.15	
Joining Lead to Lead - ASSE.....	11,346.38	
Lead Powder Metallurgy etc. - ASSE.....	17,500.29	
Lead Metallurgical Fellowship - Queensland U.....	4,090.15	
Metallic Lead as a Lubricant - Ethyl.....	1,994.19	
Pumping Applications of Lead.....	100.51	
Further development of the D M Process - Broken Hill.....	7,340.25	
Ceramic Fellowships.....	14,428.00	
Lead Organic Compounds - Organisch I.R.O.....	17,761.30	
Organolead Chemistry - Quartermaster, U.S. Army.....	6,784.58	
Pigments for water soluble paints - Enle - Fischer.....	16,240.52	
Air Drying water Reducible Paints - Enle - Fischer.....	9,108.86	
Variation of Atmospheric Lead Concentration - Stanford.....	5,327.63	
Lead Compounds as Lubricants - Ethyl.....	20,827.12	
Lead in Plastics - DeBell & Richardson.....	3,253.29	
High Speed Plating of Lead - Graham, Savage & Associates.....	15,086.17	
Corrosion Research Council.....	500.00	
Chemical Reduction Plating - Eltek.....	2,999.60	
Surface Reactions of Lead - U. of Melbourne.....	4,014.21	
Electrochemical Behavior of Lead - Cambridge U.....	1,201.60	
Abstracting Service.....	3,799.32	
Miscellaneous - Lawrence J. Heidt.....	500.00	
TOTAL.....	\$267,952.33	

As required by the New York Membership Corporations Law, the members of the Lead Industries Association, Inc., are advised that the Association has no real property and that its personal property consists of commercial and savings deposits in the following banks:

Commercial Banks

The Chase Manhattan Bank

Savings Banks-Pension Fund

The American Savings Bank	Emigrant Industrial Savings Bank
The Bank for Savings	Excelsior Savings Bank
Bay Ridge Savings Bank	Fulton Savings Bank Kings County
The Bovey Savings Bank	Hamburg Savings Bank
Brevoort of Brooklyn	Harlem Savings Bank
The Brooklyn Savings Bank	Long Island City Savings Bank
Central Savings Bank	The Manhattan Savings Bank
Dry Dock Savings Bank	The Seamen's Bank for Savings
East River Savings Bank	Union Dime Savings Bank
	Union Square Savings Bank

Savings Banks-LIA Funds

The Dime Savings Bank of Brooklyn	The Kings County Savings Bank
Empire City Savings Bank	Kings Highway Savings Bank
The Franklin Savings Bank	The New York Savings Bank
The Greenwich Savings Bank	South Brooklyn Savings Bank

Savings Banks-Research Funds

Broadway Savings Bank	East Brooklyn Savings Bank
The Bronx Savings Bank	East New York Savings Bank
Bushwick Savings Bank	The Greater New York Savings Bank
City Savings Bank	The Green Point Savings Bank
The Dime Savings Bank of Williamsburgh	West Side Savings Bank
Dollar Savings Bank	Williamsburgh Savings Bank

Verified by Charles R. Jones
President

Verified by Robert L. Ziffer
Treasurer

March 1963

MEMBERS OF THE LEAD INDUSTRIES ASSOCIATION, INC.

Allied Smelting Corp.	5116 W. Lincoln Ave.	Milwaukee 14, Wis.
Alpha Metals, Inc.	Box 34, Bergen Station	Jersey City 4, N.J.
American Metal Climax, Inc.	1270 Ave. of the Americas	New York 20, N.Y.
American Smelting & Refining Co.	120 Broadway	New York 5, N.Y.
American Zinc, Lead & Smelting Co.	Paul Brown Bldg.	St. Louis 1, Mo.
The Anaconda Co.	25 Broadway	New York 4, N.Y.
The G. A. Avril Co., Lead Products Div.	Langdon Farm Rd. & Seymour Ave.	Cincinnati 12, Ohio
Bers & Co., Inc.	Ashland & Lewis Sts.	Philadelphia 24, Pa.
*Broken Hill Associated Smelters Proprietary Ltd.	95 Collins St., Box 1291 K	Melbourne 01, Aust.
*Broken Hill South, Ltd.	Box 194 C, GPO	Melbourne, Australia
The Bunker Hill Co.	Box 29	Kellogg, Idaho
Cambridge Smelting Co.	100 Pacific St.	Cambridge, Mass.
Cerro Sales Corp.	300 Park Ave.	New York 22, N.Y.
Circle Wire & Cable Co.	5500 Maspeth Ave.	Maspeth, L.I., N.Y.
*Compania Minera Asarco, S.A.	Apartado 38 Bis	Mexico 1, D. F.
*The Consolidated Mining and Smelting Co. of Canada Ltd.	Box 1510 Station "D", 630 Dorchester Blvd. West	Montreal 2, Canada
Day Mines, Inc.		Wallace, Idaho
Delco-Remy Div., General Motors Corp.	2401 Columbus Ave.	Anderson, Ind.
Dickson Weatherproof Nail Co.	Box 590	Evanston 4, Ill.
Dixie Lead Co.	Box 8625	Dallas, Texas
E. I. du Pont de Nemours & Co.		Wilmington 98, Del.
The Eagle-Picher Co.	American Bldg.	Cincinnati 1, Ohio
The Electric Storage Battery Co.	Box 8109	Philadelphia 1, Pa.
Ethyl Corp.	100 Park Ave.	New York 17, N.Y.
Evans Lead Div., National Lead Co.	Box 1467	Charleston 25, W. Va.
Federated Metals Div., American Smelting & Refining Co.	120 Broadway	New York 5, N.Y.
Aaron Ferer and Sons Co.	101-19 S. 8th St.	Omaha 8, Neb.
*The Firestone Tire & Rubber Co.	Box F, Firestone Pk.	Akron 17, Ohio
Gardiner Metal Co.	4820 S. Campbell Ave.	Chicago 32, Ill.
Goldsmith Bros. Div. of National Lead Co.	111 N. Wabash Ave.	Chicago 2, Ill.
Hammond Lead Products, Inc.	5231 Hohman Ave.	Hammond, Ind.
Hecla Mining Co.		Wallace, Idaho
International Smelting & Refining Co. (Anaconda Sales Co., Agents)	25 Broadway	New York 4, N.Y.
Knapp Mills, Inc.	23-15 Borden Ave.	Long Is. City 1, N.Y.

*Associate Member

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March 1963

Lead Products Co. Inc.	Box 1341	Houston 1, Texas
Lucky Friday Silver-Lead Mines Co.		Wallace, Idaho
John R. MacGregor Lead Co.	4520 W. 15 St.	Chicago 23, Ill.
Metalead Products Corp.	2901 Park Blvd.	Palo Alto, Cal.
Metals Disintegrating Co.	Box 290	Elizabeth B, N. J.
*Metalurgica Mexicana Penoles, S.A.	Apartado Postal 251	Monterrey, N.L., Mex.
Murdock Lead Co.	Box 5298	Dallas 22, Texas
National Lead Co.	111 Broadway	New York 6, N. Y.
Newmont Mining Corp.	300 Park Ave.	New York 22, N. Y.
*North Broken Hill, Ltd.	Box 1903R, GPO	Melbourne, Australia
The L. R. Oatey Company	4700 W. 160th St.	Cleveland 35, Ohio
Olin Mathieson Chemical Corp.		East Alton, Ill.
Pend Oreille Mines & Metals Co.	Old Natl. Bk. Bldg.	Spokane 8, Wash.
Phelps Dodge Copper Products Corp.	300 Park Ave.	New York 22, N. Y.
Revere Copper & Brass Inc., Foil Division	196 Diamond St.	Brooklyn 22, N. Y.
Revere Smelting & Refining Corp.	387 Avenue P	Newark 5, N. J.
St. Joseph Lead Co.	250 Park Ave.	New York 17, N.Y.
Shattuck Denn Mining Corp.	120 Broadway	New York 5, N. Y.
*Societe Miniere et Metallurgique de Penarroya	12 Place Vendome	Paris 1, France
Sunshine Mining Co.	West 300 Mission Ave.	Spokane 1, Wash.
United States Smelting Refining and Mining Co.	P. O. Box 2137	Boston 6, Mass.
The Victory White Metal Co.	6100 Roland Ave.	Cleveland 27, Ohio
Ryman Viener & Sons	5300 Eather St.	Richmond 5, Va.
Vulcan Lead Products Co.	1545 W. Pierce St.	Milwaukee 4, Wis.
Western Lead Products Co.	P. O. Box 2291	City of Industry, Cal.
Willard Lead Products Co.	101 E. Griffith St.	Charlotte 3, N.C.
*The Zinc Corp. Ltd.	Box 384 D, GPO	Melbourne, Australia