

LEAD INDUSTRIES ASSOCIATION, INC.
292 MADISON AVENUE
NEW YORK, N.Y. 10017
—
TELEPHONE—AREA CODE 212
OR 9-6020

July 7, 1967

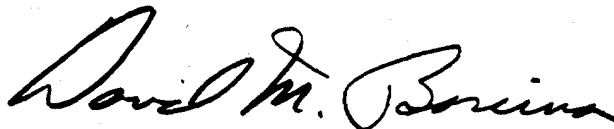
Subject: First-Half, 1967
Financial Statement

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

Dear Sir:

Attached please find the first half of 1967 financial
statement of the Association.

Respectfully submitted,



David M. Borcina
Secretary, Treasurer

DMB:so
Enc:

LIAC0784



Look Ahead with Lead

July 5, 1967

LEAD INDUSTRIES ASSOCIATION, INC.

BALANCE SHEET

June 30, 1967

ASSETS

CURRENT ASSETS:

CASH:

Operating:	Checking Account	\$ 12,767.	
	Savings Accounts	<u>248,705.</u>	\$261,472.
Petty Cash Account		<u>200.</u>	\$261,672.

ACCOUNTS RECEIVABLE:

Air Travel Deposit	425.	
Due from AZI	31,234.	
Travel Advances	3,840.	
Bulk Postage Deposit	<u>913.</u>	<u>36,412.</u>

Grand Total All Assets	<u>\$298,084.</u>
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LIABILITIES AND FUND BALANCES

CURRENT LIABILITIES:

ACCOUNTS PAYABLE:

Quarterly Publications "Lead"	\$ 753.
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<u>FUND BALANCE - 6/30/67</u>	<u>297,331.</u>
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Grand Total All Liabilities & Fund Balances	<u>\$298,084.</u>
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N 3667.01

LEAD INDUSTRIES ASSOCIATION, INC.STATEMENT OF INCOME, EXPENSES & FUND BALANCEJanuary 1 - June 30, 1967

	<u>LIA FUND</u>	<u>1967 BUDGET</u>
<u>INCOME:</u>		
Assessments:		
Membership	\$ 51,699.	\$101,000.
Ind. Devel. (Sale of Pig Lead in U.S.)	290,335.	546,000.
Health & Safety Public Relations Program	104,811.	199,000.
Interest Earned on Savings	3,188.	-0-
Reimb. from ILZRO (Health & Safety Services)	3,000.	-0-
Reimb. for Publications	542.	-0-
Misc. Income	<u>115.</u>	<u>-0-</u>
Total All Income	<u>\$453,690.</u>	<u>\$846,000.</u>
<u>ADMINISTRATIVE EXPENSE - Schedule "A"</u>	\$180,763.	\$323,150.
<u>PROM. & DEVEL. EXPENSE - Schedule "B"</u>	<u>160,442.</u>	<u>597,350.</u>
Grand Total All Expenses	<u>\$341,205. (1)</u>	<u>\$920,500.</u>
Excess - Income over Expenses	\$112,485.	
Operating Fund January 1, 1967	<u>184,846.</u>	
Operating Fund June 30, 1967	<u>\$297,331.</u>	

Note: (1) In addition, there was \$19,386. disbursed to date relating to 1966 Accounts Payable

LIAC0786

LEAD INDUSTRIES ASSOCIATION, INC.STATEMENT OF EXPENSESJanuary 1 - June 30, 1967SCHEDULE "A"

<u>EXPENSES - ADMINISTRATIVE:</u>	<u>LIA FUND</u>	<u>1967 BUDGET</u>
1. Salaries	\$106,416.)	
2. Payroll Taxes	4,735.)	\$200,000.
3. Pension Premiums	18,774.	18,000.
4. Business Insurance	610.)	
5. Group Insurance	1,070.)	2,000.
6. Rent	9,720.	20,000.
7. Travel & Expenses	17,864.	45,000.
8. Annual & Committee Meetings (net)	2,284.	3,000.
9. Professional Fees (Legal, Auditing & Consulting)	2,650.	3,500.
10. Annual Statistical Review	-0-	650.
11. Printing & Office Supplies	3,612.	6,000.
12. Telephone & Telegrams	3,177.	5,000.
13. Postage & Express	3,279.	7,000.
14. Subscriptions - Books & Periodicals	444.	1,300.
15. Furniture & Fixtures	-0-	2,000.
16. Office Services	3,275.	7,000.
17. Temporary Office Help	1,330.	-0-
18. Tech. Assn. Membership Dues	558.	700.
19. Miscellaneous	<u>965.</u>	<u>2,000.</u>
Total All Administrative Expenses	<u>\$180,763.</u>	<u>\$323,150.</u>

LIAC0787

LEAD INDUSTRIES ASSOCIATION, INC.STATEMENT OF EXPENSESJanuary 1 - June 30, 1967SCHEDULE "B"

<u>EXPENSES - PROMOTION & DEVELOPMENT:</u>	<u>LIA FUND</u>	<u>1967 BUDGET</u>
1. Quarterly Publication "Lead"	\$ 8,190.	\$ 37,000.
2. Conventions & Exhibits	9,442.	19,000.
3. Lead Abstracts	5,016.	12,000.
4. Reprints of Technical Articles	2,637.	10,000.
5. Test Programs	207.	10,000.
6. Illustrative Expenses-Publications & Adv.	903.	5,000.
7. Motion Picture, "The Lead Matrix"	3,998.	16,000.
8. Monograph	-0-	3,000.
9. Corrosion Handbook	-0-	5,000.
10. Annual Review	83.	1,000.
11. Apprentice Contest	-0-	1,500.
12. National Shooting Sports Foundation	650.	650.
13. Steel Structures Painting Council	1,000.	1,000.
14. Contingency-Material from ILZRO	1,060.	10,000.
15. Space Advertising:		
a. Architectural & Construction	35,558.	67,400.
b. Cable Program	5,619.	12,100.
c. Industrial Battery Program	15,214.	36,800.
d. Pigments & Chemicals Program	7,005.	22,200.
e. Solder, Terne & Design Engineer Program	9,975.	31,900.
f. Color Coding Program	-0-	37,500.
g. Misc. Production Costs	8,730.	25,000.
16. Sweet's Catalog Files:		
a. Architectural & Construction	-0-	9,600.
b. Solder, Terne & Design Engineer Program	-0-	3,700.
17. Booklets & Publications:		
a. Architectural & Construction	3,444.	5,000.
b. Battery Publications	533.	3,000.
c. Ceramic Supplements	-0-	2,000.
d. Color Coding Booklet	-0-	5,000.
18. Health & Safety Program	36,433.	200,000.
19. Reprints of "Facts About Lead"	3,175.	-0-
20. Miscellaneous Promotion Expenses	1,570.	5,000.
 Total All Promotion & Development Expenses	 <u>\$160,442.</u>	 <u>\$597,350.</u>

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July 5, 1967

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BALANCE SHEET

June 30, 1967

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LIABILITIES AND FUND BALANCES

CURRENT LIABILITIES:

ACCOUNTS PAYABLE:

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<u>FUND BALANCE - 6/30/67</u>	<u>297,331.</u>
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Grand Total All Liabilities & Fund Balances	<u>\$298,084.</u>
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LIAC0789

LEAD INDUSTRIES ASSOCIATION, INC.
STATEMENT OF INCOME, EXPENSES & FUND BALANCE
January 1 - June 30, 1967

	<u>LIA FUND</u>	<u>1967 BUDGET</u>
<u>INCOME:</u>		
Assessments:		
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<u>FROM. & DEVEL. EXPENSE - Schedule "B"</u>	<u>160,442.</u>	<u>597,350.</u>
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17. Temporary Office Help	1,330.	-0-
18. Tech. Assn. Membership Dues	558.	700.
19. Miscellaneous	<u>965.</u>	<u>2,000.</u>
Total All Administrative Expenses	<u>\$180,763.</u>	<u>\$323,150.</u>

LIAC0791

LEAD INDUSTRIES ASSOCIATION, INC.STATEMENT OF EXPENSESJanuary 1 - June 30, 1967SCHEDULE "B"

<u>EXPENSES - PROMOTION & DEVELOPMENT:</u>	<u>LIA FUND</u>	<u>1967 BUDGET</u>
1. Quarterly Publication "Lead"	\$ 8,190.	\$ 37,000.
2. Conventions & Exhibits	9,442.	19,000.
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18. Health & Safety Program	36,433.	200,000.
19. Reprints of "Facts About Lead"	3,175.	-0-
20. Miscellaneous Promotion Expenses	1,570.	5,000.
Total All Promotion & Development Expenses	<u>\$160,442.</u>	<u>\$597,350.</u>

LIA00792