

BOARD OF DIRECTORS MEETING

New York, N. Y.

December 21, 1937

A meeting of the Board of Directors of the Lead Industries Association was held on Tuesday, December 21, 1937, at 12:30 P.M., at the Lawyers Club, New York City.

Present

B. N. Zimmer
F. H. Brownell
K. C. Brownell
Clarence Glass
W. E. Maston
W. C. Beschorman
E. J. Cornish
Clinton H. Crane
F. F. Colcord

F. E. Wormser, Secretary-Treasurer.

Representing

American Metal Co. Ltd.
American Smelting & Refining Co.
American Smelting & Refining Co.
Anaconda Sales Co.
Eagle-Picher Lead Co.
National Lead Co.
National Lead Co.
St. Joseph Lead Co.
United States Smelting Refining
and Mining Co. Inc.

The meeting was called to order with Mr. Clinton H. Crane in the chair.

The minutes of the previous meeting of June 29, 1937 were approved.

MEMBERSHIP

Membership applications of the Detroit Lead Pipe Works, Inc., of Detroit, Michigan; River Smelting & Refining Co., of Cleveland, Ohio; and Central States Mfg. & Sales Corp., of Chicago, Illinois, were considered.

Whereupon it was regularly moved, seconded and carried that the Detroit Lead Pipe Works, the River Smelting & Refining Co., and the Central States Mfg. & Sales Corp., be admitted to membership in the Lead Industries Association, and the Secretary was authorized to notify them accordingly.

TREASURER'S REPORT

The report of the Treasurer, covering the period January 1 to November 30, 1937 was read and accepted as per Exhibit "A" attached.

SECRETARY'S REPORT

The report of the Secretary was submitted as follows:

REPORT OF THE SECRETARY

Report Summarizing the Activities of the Lead Industries Association for 1937.

(1) Membership - Membership in the Association has grown from 55 companies at the beginning of 1937 to 57 at the time of meeting, with three applications pending.

(2) Statistical - The routine compilation and publication of our statistical reports has proceeded without change and continues to be an important function of the Association. I believe that the value of our Metallic Lead Products reports would be increased if they were broken down into commodity classifications. It appears reasonable to assume that publication of accurate monthly statistics might have a tendency to promote sounder competition for business in some metallic lead products.

(3) Legislative - The Association has not had to act for its members in any major federal legislation affecting its welfare but, as always, has stood ready to act at short notice, particularly in connection with the Basing Point Bill and Reciprocal Trade Treaties. The current negotiations with Great Britain and Canada are of great moment to our industries.

The Association took part in an effort to persuade the Treasury Department to modify its regulations so as to permit the "last-in - first-out" method of inventory control, but without success. It would seem that the only remedy open to the Association is Congressional legislation at the forthcoming session of Congress when tax legislation will be reviewed.

(4) Medical Research - The Association contributed \$4,000.00 during 1937 to continue Dr. Aub's notable work on lead at the Harvard Medical School.

In April, a symposium of physicians and surgeons of member companies of the Lead Industries Association was held in Chicago, to discuss, informally, a great many medical problems relating to lead. Without doubt, this was one of the most successful and worthwhile meetings on the subject ever held. The transcript, copies of which were furnished to members, is an invaluable summary of present-day medical knowledge about lead. All of those who attended the conference, and who have read the transcript are sure to obtain a better understanding of lead poisoning.

One of the sentiments expressed at the Chicago meeting was in the direction of helping to prevent lead poisoning at members' plants and that a meeting of member company representatives, interested in safety and health promotion, would be an aid to all concerned in following up the Chicago conference. A broad field of opportunity exists here for the Lead Industries Association, or some other organization, to assist our members. An exchange of information alone, on methods now used for preventing or cutting down the lead hazard, would be helpful. It is noteworthy that even in

the first step in health work, namely, the establishment of physical examination records for employees, there is a wide divergence of practice and opinion among our members, as may be seen from the forms which were circulated to our members in June, 1937. Frequently, information has been given our Association headquarters that such and such a plant is faulty in its prevention methods and my own examination of some of them leads me to believe that they would welcome assistance for improving their practices. The cement industry has done some able work for its own members on health and safety problems not nearly so serious as our own. I believe this matter is sufficiently important to warrant the attention of the Board.

We participated in an investigation of the use of solder for sealing evaporated milk cans, jointly with the evaporated milk and tin interests. The research program was carried on at Harvard and the findings published in the November, 1937 issue of the "Journal of Industrial Hygiene and Toxicology", under the title, "The Lead Content of Evaporated Milk", by Dr. Lawrence T. Fairhall, who conducted the investigation. Lead was given a clean bill of health. This is another illustration of the most effective way of dispelling some of the common misconceptions and attacks on lead.

It has been a routine occurrence to act for our industry in lead poisoning matters. I think that the situation, on the whole, is growing better as an appreciation of Dr. Aub and Dr. Kehoe's work on lead permeates the medical fraternity.

Just recently we had an opportunity to help clear up a lead question with reference to the use of lead in drinking water. A professor in a southern university was prepared to write an article, for circulation among water works engineers, which would have been unfortunate for our industry and quite misleading from a scientific standpoint. Through our efforts, this proposed publication has been substantially modified so that instead of injuring our industry it will present some reassuring facts.

I am glad to report that our relations with those agencies having to do with the public regulation of health matters, are extremely cordial and that a mutual confidence has been cultivated which speaks well for the solution of our future public health problems.

(5) Publications - We have tried to maintain the highest publication standard in our magazine LEAD, and I think we have succeeded in keeping up its fresh editorial interest and effectiveness. The circulation has been deliberately cut because the plumbers, who formerly received the magazine, are now being mailed a magazine directed especially to them, known as the PLUMBERS' FORUM. We have even been solicited to accept advertising in our medium.

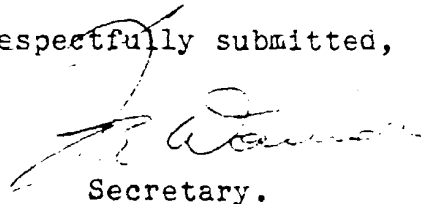
(6) Plumbing Promotion Program - Inasmuch as a detailed, comprehensive review of the work of the Lead Industries Association in the plumbing field has been furnished each Director, it is need-

less to repeat any of the statements made therein. Suffice it to say that I believe the program has been worth far more than the funds expended to date in carrying it on. Dividends in the way of new and restored lead business should accrue to the lead plumbing goods manufacturers in our Association as soon as building revives.

(7) Lumber Products-Better Paint Campaign - Here, also, a detailed report has been furnished each Director and nothing need be added to the statements made. Although it is not possible to fix accurately the benefits to the members of the Association, received directly from the Campaign, I believe that the use of white lead can not help but be benefitted either as straight white lead or a constituent of high-grade paint.. Moreover, individual lumber manufacturing associations, which publish handbooks and pamphlets on their products, now include reference to white lead as well as prepared paint, whereas, prior to the work of our Campaign, no mention had been made of the pigment.

(8) Sheet Lead Promotion - Our plans for some work in sheet lead promotion for architectural purposes are gradually maturing. Funds for the program outlined, and which was approved last year, have been collected from the mining companies and have been ear-marked for the program and have been held pending the adoption of our Campaign.

Respectfully submitted,



Secretary.

Supplementing his report, the Secretary called attention to the importation, in growing volume, of lead champagne and other bottle caps, which come in under a low ad valorem rate, and the corresponding displacement in the use of domestic lead. At the time of the 1930 tariff changes, no attention had been given to the bottle cap loop-hole because Prohibition was then in force. The Secretary suggested that if the reciprocal trade treaty negotiations with Great Britain made it necessary for the Lead Industries Association to submit a brief, this might be an opportune time to try to remedy the defect in the existing tariff structure.

SAFETY AND HEALTH SYMPOSIUM

The Secretary requested the advice of the Board as to whether or not the Association should follow up the successful physicians meeting in Chicago in April, 1937, on lead poisoning, by holding, in 1938, a meeting of member company safety engineers or representatives. It was the consensus of opinion that the membership might gain by participation in such a meeting. The Secretary was authorized to proceed with plans for holding a meeting and exchanging safety information of value in preventing lead poisoning.

BUDGET

The Chairman stated it was desirable to establish a budget for the conduct of the ordinary operations of the Lead Industries Association for 1938, and submitted the Treasurer's estimated expenditures for 1937 as compared with the budget that had been approved for the current year, as follows:

Budget Work Sheet

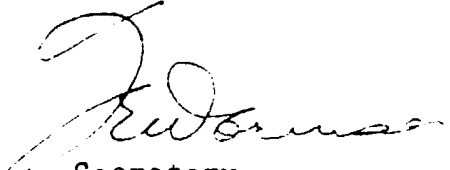
	Approved Budget 1937	Estimated Expenditures 1937	Proposed Budget 1938
Furniture, Fixtures & Equipment	\$500	\$250	
Salaries	25,000	25,000	
Rent and Light	3,000	2,800	
Telephone & Telegraph	900	550	
Books & Subscriptions	250	325	
Printing	6,500	5,000	
Mailing	5,000	4,250	
Illustration	750	300	
Traveling Expenses	1,500	1,500	
Medical Research	2,000	4,000	
Office Expense Misc.	1,900	1,750	
Technical Research	1,500	-	
Social Security Taxes	1,200	1,200	
Total	50,000	46,925	

It was moved, seconded and carried that the budget for 1938 be adopted at the same total as for 1937, namely, \$50,000. with 80 per cent of the budget to be collected through subscriptions from members, the balance being furnished from the cash in the hands of the Association at the end of the current year, 1937. The Secretary was directed to confer with the Board of Executive Committee at the end of six months if the arrangement adopted needed revision. The budget as approved, follows:

Budget - 1938

Furniture, Fixtures & Equipment	\$500	
Salaries	25,000	
Rent and Light	3,000	
Telephone and Telegraph	900	
Books and Subscriptions	250	
Printing	6,500	
Mailing	5,000	
Illustration	750	
Traveling Expenses	1,500	
Medical Research	2,000	
Office Expense Miscellaneous	1,900	LIA00200
Technical Research	1,500	
Social Security Taxes	1,200	
Total	\$50,000	

The meeting adjourned at 2:00 P.M.



Secretary.

Exhibit "A"-Board of Directors Meeting-December 21, 1937

LEAD INDUSTRIES ASSOCIATIONTREASURER'S REPORTJanuary 1 to November 30, 1937

Cash on Hand and in Bank, January 1, 1937 \$13,931.57

RECEIPTS

Membership Contributions:

Ordinary Fund	\$49,280.50
Plumbing Promotion	34,916.75
Lumber Products -	
Better Paint	25,721.00
Sheet Lead Promotion	<u>3,002.00</u>

TOTAL RECEIPTS

112,920.25

TOTAL

\$126,851.82DISBURSEMENTSOrdinary Fund:

Furniture, Fixtures & Equipment	\$ 215.07	
Salaries	22,480.68	
Rent and Light	2,548.92	
Office Supplies	584.08	
Miscellaneous	954.39	
Traveling Expenses	1,265.45	
Telephone and Telegraph	465.20	
Books and Subscriptions	303.85	
Printing	4,565.03	
Mailing	3,937.07	
Illustration	270.25	
Unemployment Tax	85.38	
Old Age Benefits Tax	216.41	
Medical Research	4,000.00	
Advances	<u>50.00</u>	41,941.78

Plumbing Promotion:

Salaries	\$7,575.00	
Traveling Expenses	6,818.26	
Mailing	475.54	
Printing	1,686.75	
Advertising	1,277.54	
Miscellaneous	4,443.44	
Advances	<u>100.00</u>	22,376.53

Lumber Products-Better Paint Campaign:

Salaries	\$9,718.26	
Traveling Expenses	8,243.38	
Printing	365.55	
Mailing	321.76	
Miscellaneous	<u>3,681.68</u>	22,330.63

Accounts Payable, January 1, 1937

309.82

Unemployment Insurance Accrued, January 1, 1937

374.05

TOTAL DISBURSEMENTS

\$87,332.81

Cash on Hand and in Bank, November 30, 1937

39,519.01

TOTAL

\$126,851.82

Note: The following contributions were outstanding as of November 30, 1937, and are not included in Receipts above:

Ordinary Fund	\$1,037.50
Plumbing Promotion	1,881.25

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