

Board of Directors Meeting
December 3, 1969

Table I

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A - Cross Budget, Income, Expenditures - Balances 1960 - 1969

	<u>Approved Budget</u>	<u>Income</u>			<u>Expenditures</u>	<u>Operating Reserves Year-end</u>
		<u>Assessments</u>	<u>Other</u>	<u>Total</u>		
1960	\$374,450	\$371,963	\$3,818	\$375,781	\$332,944	\$154,385
1961	359,350	340,545	4,460	345,005	319,624	179,766
1962	461,000	471,560	4,660	476,220	412,133	243,853
1963	483,125	391,248	6,141	397,389	459,477	181,765
1964	622,700	515,169	6,033	521,202	567,754	135,213
1965	699,162	643,345	5,371	648,716	685,139	98,790
1966	826,650	812,896	12,899	825,795	739,739	184,846
1967	913,700	878,340	17,574	895,914	753,253	327,507
1968	841,905	623,852	31,519	655,371	818,402	164,476
1969(est)	924,675	806,500	12,500	819,000	900,475	83,001

Of income, the special assessment for Helath and Safety accounted for \$96,657 in 1966 and \$206,087 in 1967.

B - Rates in ¢ per ton

	<u>Membership</u>						<u>Industry Development</u>	
	<u>Mining</u>		<u>Manufacturing & Smelt. & Refin.</u>		<u>Assembled Articles</u>		<u>Pig Lead Sales</u>	
	<u>Regular</u>	<u>Health & Safety</u>	<u>Regular</u>	<u>Health & Safety</u>	<u>Regular</u>	<u>Health & Safety</u>	<u>Regular</u>	<u>Health & Safety</u>
1960	20¢		5¢		2½¢		\$.42	
1961	12		3		1½¢		.52	
1962	16		4		2		.65	
1963	16		4		2		.54	
1964	16		4		2		.80	
1965	16		4		2		1.05	
1966	16	2.4¢	4	.6¢	2	.3¢	1.10	1.1¢
1967	16	4.28	4	1.2	2	.6	.91	28
1968	16	-	4	-	2	-	.90	-
1969	20	-	5	-	2½¢	-	1.17	-

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APPENDIX "C"

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Table II - 1969 Income and Disbursements

Balance, January 1, 1969	\$164,476
Income 1969:	
Membership	123,500
Pig Lead Sales	683,000
Miscellaneous	<u>12,500</u>
	\$983,476
Estimated Expenditures	<u>900,475</u>
Balance, January 1, 1970 (estimated)	\$ 83,001 (a)
(a) Includes a deficit of \$14,538 in the Health and Safety Public Relations Program.	

Table III - Approved and Recommended Expenditures - 1969 - 1970

	Approved 1969	Estimated 1969	Approved 1970
A - Administrative & Technical Service			
Salaries	\$198,000	\$198,000	\$217,500
Payroll Taxes	7,500	7,500	8,000
Pension Premium	18,000	14,000	18,000
Business Insurance	1,500	1,500	1,500
Group Insurance	2,500	2,000	2,500
Rent	16,500	18,000	24,000
Travel & Expenses	45,000	40,000	45,000
Annual & Committee Meetings	3,500	2,500	3,500
Professional Fees	5,000	4,500	5,000
Printing & Office Supplies	6,000	6,000	6,000
Telephone & Telegram	6,000	6,000	6,000
Postage & Express	7,000	7,500	7,000
Subscriptions - Books & Periodicals	800	800	800
Furniture & Equipment	2,000	2,000	5,000
Office Services	8,000	6,500	7,000
Technical Association Dues	1,000	700	1,000
Miscellaneous	<u>2,000</u>	<u>1,000</u>	<u>1,000</u>
Total Administrative	\$330,300	\$318,500	\$352,500

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Table III - (Continued)

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<u>B - Advertising, Publications & Related Promotions</u>	<u>Approved 1969</u>	<u>Estimated 1969</u>	<u>Approved 1970</u>
Agency Fee	\$ 74,500	\$ 79,800	\$ 80,000
External Public Relations		(included in Agency Fee)	
Advertising Space Production	21,600	25,000	32,200
Architectural & Construction	81,900	74,700	64,360
Cable	20,700	17,700	-
Industrial Batteries	51,200	56,900	64,200
Pigments & Chemicals	22,700	22,700	19,100
Other Product Prom. & Design	54,800	54,900	46,600
"Lead" Magazine	40,000	42,000	45,000
Conventions & Exhibits	20,000	21,000	15,000
ZN-75 ILZRO Car	4,000	4,000	-
Lead Abstracts	14,000	14,000	16,000
Reprints of Technical Articles	10,000	7,500	10,000
Test Programs	10,000	-	5,000
Illustrations & Photography	3,000	1,000	1,000
	\$428,400	\$421,200	\$398,460
 ZALIS & Special Studies			
Study on off-the road electric vehicles	9,325	9,325	-
Detroit Field Man-Feasibility Study	10,000	-	-
Zinc & Lead Int'l Service (ZALIS)	28,000	28,000	15,400
	\$ 47,325	\$ 37,325	\$ 15,400
 Motion Picture Distribution:			
a. General	15,000	15,000	10,500
b. Bureau of Mines	2,000	2,000	2,000
	\$ 17,000	\$17,000	\$ 12,500

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Table III - (Continued)

	Approved 1969	Estimated 1969	Approved 1970
<u>New Programs:</u>			
Battery Powered Airport Buses	\$ -	\$ -	\$ 13,000
<u>Miscellaneous and Contingencies:</u>			
Lead Book (Monograph)	4,000	1,000	3,000
Corrosion Handbook	5,000	15,000	6,000
Annual Review	1,000	2,200	2,000
Apprentice Contest	1,500	1,200	1,500
Organization Membership	2,150	2,150	2,900
Miscellaneous Literature	-	3,400	3,000
Contingencies:			
a. General	3,000	1,500	3,000
b. ILZRO	10,000 (see Item 23 above)		10,000
	\$ 26,650	\$26,450	\$ 31,400
Health-Safety Public Relations Program	75,000	80,000	125,000
<u>C - Summary</u>			
Administrative & Technical Service	\$330,300	\$318,500	\$352,800
Advertising, Publications & Related Promotions	428,400	421,200	398,460
ZALIS & Special Studies	47,325	37,325	15,400
Motion Picture Distribution	17,000	17,000	12,500
New Programs	-	-	13,000
Miscellaneous & Contingencies	26,650	26,450	31,400
Sub-Total	\$849,675	\$820,475	\$823,560
Health & Safety Public Relations Program	75,000	80,000	125,000
Grand Total	\$924,675	\$900,475	\$948,560

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Table IV

A - Estimated 1970 Income and Expenditures

Balance, Jan. 1, 1970	\$ 83,001 (a)
Pig Lead Sales	764,715
Other Assessments	207,052
Interest on Savings	5,000
Miscellaneous	5,000
Approved Expenditures-1970	\$1,064,768
Operating Fund Balance, Dec. 31, 1970	\$ 116,208

(a) Includes a Dec. 31, 1969 deficit of \$14,538 in Health and Safety funds.

(b) Includes \$125,000 for Health and Safety activities.

B - Approved 1970 Rates Per TonGeneral, Health and Safety and Industry Development Funds

<u>Classification</u>	<u>Rates per Ton</u>	<u>Est. Income</u>
Mining	\$.21	\$ 58,107
Smelting & Refining	.09	75,310
Manufacturing	.09	66,435
Assembled Articles	.05	7,200
Pig Lead Sales in U.S.	1.05	
		764,715
		\$971,767

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