

Lead Industries Association, Inc.

292 Madison Avenue

New York, N. Y. 10017

Telephone: (212) 679-6020

January 14, 1972

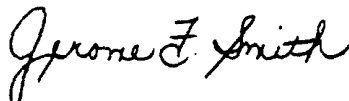
Subject: Financial Statement
January 1-December 31, 1971

TO: The Board of Directors of the
Lead Industries Association, Inc.

Dear Sir:

Attached please find the 12-Month financial statement of the
Association for 1971.

Sincerely,



Jerome F. Smith
Secretary & Manager

JFS:lm
Att.

LIAC3869

January 10, 1972

LEAD INDUSTRIES ASSOCIATION, INC.

STATEMENT OF RECEIPTS, DISBURSEMENTS & FUND BALANCES

January 1 - December 31, 1971

OPERATING FUND

	<u>1971 ACTUAL</u>	<u>1971 BUDGET</u>
<u>RECEIPTS:</u>		
1. Assessments:		
a. Pig Lead Sales	\$612,657.51	\$672,000.
b. All Other	204,713.45 (1)	172,000.
2. Interest on Savings	2,622.62	2,000.
3. Miscellaneous:		
a. Publications	5,147.26	(5,000.
b. Other	<u>1,012.32</u>	<u> </u>
Total All Receipts	<u>\$826,153.16</u>	<u>\$851,000.</u>
<u>DISBURSEMENTS:</u>		
1. Administrative - Schedule "A"	\$365,529.55	\$351,400..
2. Promotion & Development - Schedule "B"	511,116.90	568,600.
3. Final Refund - 1970 Assessment Monies	<u>5,258.94</u>	<u>-</u>
Total All Disbursements	<u>\$881,905.39</u>	<u>\$920,000.</u>
<u>CHANGES IN FUND BALANCES</u>	<u>(\$ 55,752.23)</u>	
<u>FUND BALANCE 1/1/71</u>	<u>149,329.65</u>	
<u>FUND BALANCE 12/30/71</u>	<u>\$ 93,577.42</u>	
<u>REPRESENTED BY:</u>		
Cash:		
Commercial Checking Account	\$ 38,584.62	
Savings Accounts	54,467.80	
Petty Cash	<u>100.00</u>	
	\$ 93,152.42	
Receivables & Deposits	<u>+ 425.00</u>	
Total	<u>\$ 93,577.42</u>	

Note (1) Includes 1970 Assessment monies of \$8,820.72 received during first quarter of 1971.

LIAC387C

N 4120.01

LEAD INDUSTRIES ASSOCIATION, INC.
STATEMENT OF ADMINISTRATIVE DISBURSEMENTS
January 1 - December 31, 1971
SCHEDULE "A"

<u>ADMINISTRATIVE DISBURSEMENTS</u>	<u>ACTUAL DISBURSEMENTS</u>	<u>1971 BUDGET</u>
1. Salaries:		
a. Gross Payroll	\$188,607.26	(
b. Temporary Help	584.50	(\$210,000.
c. Employment Agency Fees	609.50	(
d. Blue Cross & Blue Shield	2,976.80	(
2. Payroll Taxes	6,113.57	9,000.
3. Pension Premium (Bankers Life Co.)	15,350.50	18,000.
4. Business Insurance:		
a. General	1,159.70	(1,200.
b. N. Y. Disability	213.38	(
5. Group Insurance	3,238.42	3,200.
6. Rent	27,000.00	27,000.
7. Travel and Expense	35,344.44	40,000.
8. ILZRO Health & Safety Admin. Costs	42,597.90	-
9. Meeting Expenses:		
a. Annual Meeting	1,870.24	(5,000.
b. All Other	303.50	(
10. Professional Fees:		
a. Auditing	1,200.00	(
b. Legal	1,457.83	(4,000.
c. All Other	2,955.00	(
11. Printing & Office Supplies	6,375.12	6,000.
12. Telephone & Telegrams	6,573.73	6,000.
13. Postage and Express	10,437.25	9,000.
14. Subscription - Books and Periodicals	867.23	800.
15. Furniture and Equipment	490.28	2,000.
16. Office Services	7,111.22	8,500.
17. Technical Association Dues	463.50	700.
18. Miscellaneous	1,628.68	1,000.
Total	<u>\$ 365,529.55</u>	<u>\$ 351,400.</u>

LEAD INDUSTRIES ASSOCIATION, INC.
STATEMENT OF PROMOTION & DEVELOPMENT DISBURSEMENTS
January 1 - December 31, 1971
SCHEDULE "B"

<u>PROMOTION & DEVELOPMENT DISBURSEMENTS:</u>	<u>ACTUAL DISBURSEMENTS</u>	<u>1971 BUDGET</u>
1. Advertising:		
a. Agency Fees	\$ 75,000.00	\$ 70,000.
b. Out-of-pocket Agency Expenses	6,621.03	5,000.
2. Space Advertising:		
a. Space	154,795.66	160,000.
b. Misc. & Production Costs	17,801.28	20,000.
3. Conventions & Exhibits:		
a. Plant Engineering & Maintenance Show	1,645.09	(
b. Design Engineers Show	1,011.00	(
c. Chemical Show	1,562.52	(5,000.
d. National Plumbing Exposition	1,131.62	(
e. Miscellaneous	2,815.29	(
4. New Literature & Booklets	1,608.82	5,000.
5. Lead Monograph	-	8,000.
6. Corrosion Handbook	-	4,000.
7. Annual Review	1,455.60	2,000.
8. Existing Literature Expenses:		
a. Lead Magazine		
1. Printing Costs	15,704.99	(45,000.
2. Mailing Costs	14,092.41	(
3. Mailing List Maintenance	8,373.35	(
b. Lead Abstracts	13,446.33	13,000.
c. Misc. Literature	2,160.72	3,000.
9. Reprinting Technical Articles	5,865.47	10,000.
10. Test Programs	932.00	5,000.
11. Illustrative and Photographic Expenses	1,410.41	2,000.
12. Motion Picture "The Lead Matrix":		
a. General Distribution	8,816.07	10,600.
b. U. S. Bureau of Mines	2,200.00	2,000.
13. Apprentice Contest	1,250.75	1,500.
14. Contribution to Technical Societies:		
a. National Shooting Sports Foundation	650.00	(
b. Steel Structures Painting Council	1,000.00	(3,400.
c. Electric Vehicle Council	1,000.00	(
d. ANSI	750.00	(
15. Zinc & Lead International Service	22,500.00	29,100.
16. Health & Safety Program:		
a. Hill & Knowlton - Regular	69,415.17	(
b. Hill & Knowlton - Lead & Gasoline	45,331.86	(
c. Lead In Pediatrics	5,379.50	(152,000.
d. Kettering Abstracts	14,871.78	(
e. Miscellaneous	2,170.26	(
17. Contingency Material From ILZRO	6,076.05	10,000.
18. Contingency: Miscellaneous Promotion	2,271.87	3,000.
	<u>\$511,116.90</u>	<u>\$568,600.</u>