

REPORT OF RECEIPTS AND EXPENDITURESJanuary 1 to October 31, 1941

Cash on hand and in Bank, January 1, 1941

\$29,385.94

RECEIPTS

Subscriptions to Ordinary Fund	\$50,857.78	
Subscriptions received in 1941		
for previous years	<u>400.00</u>	\$50,957.78
Subscriptions to Plumbing		
Promotion Program Fund		33,848.18
Subscriptions to Lumber Products-		
Better Paint Campaign Fund	24,764.78	
Sale of Camera Equipment	<u>72.84</u>	24,837.39
Subscriptions to White Lead		
Promotion Program Fund	212,034.00	
Sale of Automobile	425.38	
Reimbursement for Printing		
expenses incurred in 1940	<u>137.71</u>	<u>212,857.08</u>

TOTAL RECEIPTS\$21,898.34TOTAL\$351,364.30DISBURSEMENTSORDINARY FUND:

Furniture, Fixtures and Equipment	\$ 950.94	
Salaries	23,424.58	
Rent and Light	3,754.93	
Social Security Taxes	807.60	
Office Supplies	1,212.44	
Miscellaneous	240.67	
Traveling Expenses	1,267.03	
Association Dues	120.50	
Entertainment and Luncheons	210.28	
Telephone and Telegraph	650.98	
Books and Subscriptions	182.28	
Printing	167.52	
Mailing	1,106.08	
LEAD (a)	6,350.18	
Illustrations	37.50	
Medical Research	2,000.00	
Advances	<u>100.00</u>	\$42,803.31

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(Disbursements Continued) Report of Receipts and ExpendituresMILKING PROMOTION FUND:

Salaries	\$ 8,041.80	
Traveling Expenses	7,972.75	
Printing	1,188.32	
Mailing	553.30	
FARMERS' FORUM (a)	4,544.32	
Association Dues	141.00	
Entertainment and Luncheons	829.88	
Conventions and Exhibits (L)	1,147.22	
Advertising	4,164.39	
Miscellaneous	256.11	\$28,848.86

MILKER PRODUCTS-BUTTER PAINT CAMPAIGN FUND:

Salaries	\$ 6,999.80	
Traveling Expenses	6,258.02	
A-H Club	3,603.54	
Printing	290.18	
Mailing	193.80	
Entertainment and Luncheons	266.39	
Conventions and Exhibits (b)	1,375.89	
Illustrations	292.99	
Miscellaneous	234.08	
Advances	100.00	\$21,651.48

WHITE LEAD PROMOTION PROGRAM FUND:

Rent and Light	\$ 900.00	
Furniture, Fixtures and Equipment	73.96	
Salaries	4,944.48	
Traveling Expenses	302.69	
Entertainment and Luncheons	50.83	
Office Supplies	156.95	
Miscellaneous	67.08	
Printing	1,872.98	
Mailing	764.78	
Illustrations	74.99	
Advertising Space	\$122,314.19	
Less: Discount	<u>3,001.83</u>	119,312.64
Publicity	5,453.93	
Production	11,926.84	\$203,631.18

Less previous advance
accounted for

14.87 \$203,616.31

Taxes Accrued, January 1, 1941

477.86

Accounts Payable, January 1, 1941

1,259.70

Total Disbursements

\$208,357.82

Cash on hand and in Bank, November 1, 1941

53,006.78(a)

\$351,364.30

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Report of Receipts and ExpendituresFOOTNOTES

- (a) Includes printing, mailing and miscellaneous expenses entailed in publishing.
 (b) Expenses at conventions and exhibits including advertising in convention programs, but excluding field representatives' expenses.
 (c) Distribution of Cash on hand and in Bank, November 1, 1941

Ordinary Fund	\$23,680.88
Plumbing Promotion Fund	9,174.34
Lumber Products-Better	
Paint Campaign Fund	7,270.59
White Lead Promotion Fund	9,879.00
Sheet Lead Fund	3,002.00
	<u>\$53,006.78</u>

The following subscriptions were outstanding as of November 1, 1941, and are not included in the receipts above:

Ordinary Fund	\$ 803.28
Plumbing Promotion Fund	913.28
Lumber Products-Better	
Paint Campaign Fund	267.28

The following credit against future subscriptions is included in the receipts above:

Ordinary Fund	\$ 25.00
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November 24, 1941

LEAD INDUSTRIES ASSOCIATIONBUDGET ANALYSIS FOR 1941ORDINARY FUND

	<u>Expenditures</u> <u>Jan. 1 to</u> <u>Oct. 31, 1941</u>	<u>Estimated</u> <u>Expenditures</u> <u>1941</u>	<u>Approved</u> <u>Budget</u> <u>1941</u>
Furniture, Fixtures & Equipment	\$ 957.94	\$ 1,100.00	\$ 500.00
Salaries	23,424.66	28,501.00	29,300.00
Rent & Light	3,764.93	4,500.00	4,800.00
Telephone & Telegraph	650.98	800.00	800.00
Books & Subscriptions	182.28	325.00	350.00
LEAD	6,350.16	7,500.00	8,500.00
Printing	187.62	200.00	700.00
Mailing	1,106.08	1,400.00	1,000.00
Illustrations	37.50	50.00	200.00
Traveling Expenses	1,267.03	1,700.00	1,000.00
Medical Research	2,000.00	2,500.00**	1,500.00*
Social Security Taxes	807.50	1,300.00	1,700.00
Office Expense Misc.	245.67	300.00	750.00
Association Dues	120.50	150.00	200.00
Entertainment & Lunches	210.21	250.00	150.00
Office Supplies	1,212.44	1,400.00	950.00
Advances	100.00	-	-
	<u>\$42,603.31</u>	<u>\$51,976.00</u>	<u>\$50,000.00</u>

*1,500 grant to September 1, 1941

**1,000 additional authorized by Executive Committee