

LEAD INDUSTRIES ASSOCIATION, INC.

292 MADISON AVENUE

NEW YORK, N.Y. 10017

TELEPHONE—AREA CODE 212

OR 9-6020

October 5, 1967

Subject: 9-Month Financial
Statement

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

Dear Sir:

Attached please find the 9-Month financial statement of the
Association for 1967.

Sincerely yours,



David M. Borcina
Secretary, Treasurer

DMB:so
Enc:

LIAC0776



Look Ahead with Lead

N 3665

October 4, 1967

LEAD INDUSTRIES ASSOCIATION, INC.

BALANCE SHEET

September 30, 1967

ASSETS

CURRENT ASSETS:

CASH

Operating:	Checking Account	\$ 32,243.	
	Savings Accounts	<u>298,705.</u>	\$330,948.
Petty Cash Account		<u>200.</u>	\$331,148.

ACCOUNT RECEIVABLE:

Air Travel Deposit	425.	
Due from AZI	88.	
Travel Advances	1,501.	
Bulk Postage Deposit	<u>436.</u>	<u>2,450.</u>

Grand Total All Assets	<u>\$333,598.</u>
------------------------	-------------------

LIABILITIES AND FUND BALANCES

CURRENT LIABILITIES:

NONE

LIA Operating Fund 9/30/67	<u>\$333,598.</u>
----------------------------	-------------------

Grand Total All Liabilities & Fund Balances	<u>\$333,598.</u>
---	-------------------

LIAC0777

N 3665.01

LEAD INDUSTRIES ASSOCIATION, INC.STATEMENT OF INCOME, EXPENSES & FUND BALANCE

January 1 - September 30, 1967

	<u>LIA FUND</u>	<u>1967 BUDGET</u>
<u>INCOME:</u>		
Assessments:		
Membership	\$ 78,304.	\$101,000.
Ind. Devel. (Sale of Pig Lead In U.S.)	423,130.	546,000.
Health & Safety Public Relations Program	153,671.	199,000.
Interest Earned on Savings	3,188.	-0-
Reimb. from ILZRO (Health & Safety Services)	4,500.	-0-
Reimb. for Publications	1,613.	-0-
Misc. Income	<u>182.</u>	<u>-0-</u>
Total All Income	<u>\$664,588.</u>	<u>\$846,000.</u>
<u>ADMINISTRATIVE EXPENSE - Schedule "A"</u>	<u>\$255,527.</u>	<u>\$323,150.</u>
<u>PROM. & DEVEL. EXPENSE - Schedule "B"</u>	<u>260,309.</u>	<u>633,050.(2)</u>
Grand Total All Expenses	<u>\$515,836.(1)</u>	<u>\$956,200.</u>
Excess - Income over Expenses	\$148,752.	
Operating Fund January 1, 1967	<u>184,846.</u>	
Operating Fund September 30, 1967	<u>\$333,598.</u>	

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

(2) Includes \$42,500. originally approved, but cancelled by the Bd. of Directors in April 1967. (see Schedule B, Items 15-f & 17-d)

LIAC0778

LEAD INDUSTRIES ASSOCIATION, INC.STATEMENT OF EXPENSES

January 1 - September 30, 1967

SCHEDULE "A"

<u>EXPENSES - ADMINISTRATIVE:</u>	<u>LIA FUND</u>	<u>1967 BUDGET</u>
1. Salaries	\$154,692.)	\$200,000.
2. Payroll Taxes	5,503.)	
3. Pension Premiums	18,774.	18,000.
4. Business Insurance	1,014.)	2,000.
5. Group Insurance	1,677.)	
6. Rent	14,580.	20,000.
7. Travel & Expenses	28,419.	45,000.
8. Annual & Committee Meetings (net)	2,448.	3,000.
9. Professional Fees (Legal, Auditing & Consulting)	3,850.	3,500.
10. Annual Statistical Review	548.	650.
11. Printing & Office Supplies	4,384.	6,000.
12. Telephone & Telegrams	4,584.	5,000.
13. Postage & Express	3,359.	7,000.
14. Subscriptions - Books & Periodicals	619.	1,300.
15. Furniture & Fixtures	1,883.	2,000.
16. Office Services	6,182.	7,000.
17. Temporary Office Help	1,330.	-0-
18. Tech. Assn. Membership Dues	610.	700.
19. Miscellaneous	<u>1,071.</u>	<u>2,000.</u>
Total All Administrative Expenses	<u>\$255,527.</u>	<u>\$323,150.</u>

LIAC0779

SCHEDULE "B"EXPENSES - PROMOTION & DEVELOPMENT:

	LIA <u>FUND</u>	1967 <u>BUDGET</u>
1. Quarterly Publication "Lead"	\$ 12,911.	\$ 37,000.
2. Conventions & Exhibits	14,728.	19,000.
3. Lead Abstracts	7,783.	12,000.
4. Reprints of Technical Articles	2,726.	10,000.
5. Test Programs	647.	10,000.
6. Illustrative Expenses-Publication & Adv.	1,871.	5,000.
7. Motion Picture, "The Lead Matrix":		
a. General Distribution	6,545.	16,000.
b. U.S.B.M.	6,250.	30,000.
8. Monograph	-0-	3,000.
9. Corrosion Handbook	-0-	5,000.
10. Annual Review	83.	1,000.
11. Apprentice Contest	801.	1,500.
12. National Shooting Sports Foundation	650.	650.
13. Steel Structures Painting Council	1,000.	1,000.
14. Contingency-Material from IIZRO	1,344.	10,000.
15. Space Advertising:		
a. Architectural & Construction	41,874.	67,400.
b. Cable Program	9,091.	12,100.
c. Industrial Battery Program	32,085.	36,800.
d. Pigments & Chemicals Program	16,023.	22,200.
e. Solder, Terme & Design Engineer Program	17,377.	31,900.
f. Color Coding Program	-0-	37,500.(3)
g. Misc. Production Costs	16,257.	25,000.
h. Scientific American	5,662.	5,700.
16. Sweet's Catalog Files:		
a. Architectural & Construction	(515.)	9,600.
b. Solder, Terme & Design Engineer Program	-0-	3,700.
17. Booklets & Publications:		
a. Architectural & Construction	5,707.	5,000.
b. Battery Publications	545.	3,000.
c. Ceramic Supplements	68.	2,000.
d. Color Coding Booklet	-0-	5,000.(3)
18. Health & Safety Program	52,093.	200,000.
19. Reprints of "Facts About Lead"	5,027.	-0-
20. Miscellaneous Promotion Expenses	1,676.	5,000.
Total All Promotion & Development Expenses	<u>\$260,309.</u>	<u>\$633,050.</u>

Note: (3) This project though originally approved, was cancelled by the Bd. of Directors in April 1967