

MINUTESMeeting of Board of DirectorsLead Industries Association, Inc.December 5, 1972Subject to Revision

By direction of the Chairman, a meeting of the Board of Directors of the Lead Industries Association, Inc., was held on December 5, 1972, in the Association headquarters, 292 Madison Avenue, New York, New York.

Those in attendance were:

Directors

D. Broward Craig, Chairman

H. T. Fargey

R. A. Gardiner, Jr.

L. M. Hermes

R. J. Kenny

H. A. Krueger

J. G. McCullough

T. M. Smylie

S. D. Strauss

Reuben Viener

H. J. Whitson

Directors Represented

R. C. Butler (representing
R. O. Braendle)

W. G. Deeks (representing
Keith Hendrick)

Members Represented

St. Joe Minerals Corporation

Cominco Ltd.

Gardiner Metal Co.

Dresser Minerals Division
Dresser Industries, Inc.

ESB Incorporated

Ozark Lead Company

Amax Lead & Zinc, Inc.

Ethyl Corporation

American Smelting & Refining Co.

Hyman Viener & Sons

NL Industries, Inc.

Members Represented

E. I. du Pont de Nemours & Co.

Noranda Sales Corporation, Ltd.

R. E. Wallace (representing
P. C. Henshaw)

Homestake Lead Company of Missouri

Dr. William C. Zeek (representing
Dennis Taylor)

C. Tennant Sons & Co. (for Broken Hill
Associated Smelters Pty. Ltd.)

Others in Attendance

Representing

James C. Buck (Chairman LIA
Industry Development Comm.)

American Smelting & Refining Co.

R. J. O'Hara

Amax Lead & Zinc, Inc.

Paul V. Higgins

Lieberman Harrison, Inc. (LIA Advertising
and Publicity Agency)

STAFF

Philip E. Robinson

Executive Vice President

Jerome F. Smith

Secretary & Manager

Connel A. Baker

Battery Department

Jerome F. Cole

Director, Environmental Health LIA/ILZRO

E. D. Martin

Architectural Department

R. Assadi

Supervisor Publications

T. D. Agne

Technical Service - Metals & Chemicals

(1) CALL TO ORDER

The meeting was called to order by the Chairman, Mr. D. Broward Craig,
at 10:00 a.m.

(2) QUORUM

The Secretary, Mr. Jerome F. Smith, reported that the presence of 11
Directors and 3 Alternates constituted a quorum for the transaction of business.

(3) NOTICE OF MEETING

The Secretary presented a copy of the Notice of Meeting, and the
agenda which had been mailed to each Director, as provided in Section 4.03 of the
Corporation's Bylaws. The copy was ordered filed with the Minutes as Exhibit "A"
(Sent to Directors on November 21, 1972).

(4) MINUTES OF PREVIOUS MEETING

The Minutes of the Board of Directors Meeting, held April 6, 1972, sent
to the Board April 24, 1972, were approved as written.

(5) CONSIDERATION OF ADMINISTRATIVE & PROMOTIONAL BUDGET

The Chairman of the Industry Development Committee, Mr. James C. Buck, reported that his Committee had reviewed the entire promotional program in detail on October 12, 1972, and had made cuts and additions in the budget with the net effect being a reduction of \$39,700 from the Staff proposal. With the anticipated tonnage base, and including a modest draw from reserves, the Industry Development Committee recommended that the entire promotional program, as amended, be recommended to the Board of Directors.

After considerable discussion of all of the programs, a motion was made, seconded and approved to adopt the administrative and promotional budgets as recommended by the Industry Development Committee, with the exception that the new film, Item 6m, would not be activated without the approval of the Executive Committee, and with the recommendation that the entire movie be funded this year if the Bunker Hill Company rejoins the Association. In effect, the Board thereby approved the 1973 budget for LIA in the amount of \$738,150. with an additional \$30,000 expenditure towards a new movie to be considered by the Executive Committee at some future date.

(6) ESTABLISHMENT OF ASSESSMENT RATES FOR 1973

A discussion followed on projected assessment income for 1973, and the Secretary reported that although the tonnage base was about 670,000 tons, current Bylaw regulations limited maximum payment of any one company and its subsidiaries to 25% of the total effective assessment. A chart was supplied by the Secretary indicating that at 91¢ per ton, and assuming a limitation on payments of 27½%, total income would be about \$755,000.

In view of the fact that this sum would be adequate to cover the budget as approved by the Board, a motion was made by Mr. McCullough, seconded by Mr. Wallace and unanimously approved by the Board to establish assessment rates for the Association for 1973 at 91¢ per ton on pig lead sales, with no change in the rates per ton for mining, smelting and refining, manufacturing, and assembled articles.

(7) AMENDMENT OF BYLAWS

A motion was made, seconded and approved to amend the last sentence of Section 1.08 of the Bylaws of the Association to read: "For any one fiscal year, no assessment for any member including his wholly owned subsidiaries, shall exceed 25 per cent of the total assessment of all members for the same period, provided that for the fiscal year 1973 the limitation shall be 27.5 per cent rather than 25 per cent."

(8) ELECTION OF NEW BOARD MEMBER

The Secretary reported that the Eagle-Picher Industries, Inc. had resigned from the Association and that because of this Mr. Roger Walker was no longer a Board Member. A motion was made, seconded and approved to nominate and elect Mr. Keith C. Hendrick, President, Noranda Sales Corporation, as a Director, effective immediately, to fill the unexpired term of Mr. Walker.

The Secretary also reported that Mr. William H. Love had been appointed by Hecla Mining Company as a Director to fill the term of Mr. L. J. Randall who has resigned from the Board.

(9) APPOINTMENT OF NOMINATING COMMITTEE FOR OFFICERS AND DIRECTORS

A motion was made, seconded and approved to grant the Chairman authority to appoint a nominating committee for officers and directors to be elected at the next Annual Meeting.

(10) REPORT ON ACTIVITIES OF MEMBERSHIP & DUES REVIEW COMMITTEE

The Chairman reported that two meetings of this Committee had been held, and that a sliding-scale dues structure was being considered by the Committee along with an increase in the minimum membership dues. In connection with the dues structure review, the Committee was also considering Association activities in relation to value received by members. A thorough understanding of program activities was considered necessary to determine importance of each to various categories of the industry which in turn would reflect their willingness to provide support.

(11) FINANCIAL REPORT

The Treasurer reported on the financial position of the Association as of October 31, 1972, and indicated that the projected year-end balance would be approximately \$93,000. The Secretary noted that the Association has Savings Accounts in 9 banks throughout Manhattan and Brooklyn and that in view of the amount the Association normally held in these accounts, it was recommended by the Assistant Treasurer that this be consolidated in the 4 Savings Banks listed below:

Empire City Savings Bank	-	The Franklin Savings Bank
Midtown Office		Eighth Avenue & 42nd Street
2 Park Avenue at 33rd Street		New York, New York
New York, New York 10016		
The Greenwich Savings Bank		The New York Savings Bank
57th Street Office		Rockefeller Center Office
3 West 57th Street		Avenue of the Americas at 49th St.
New York, New York 10019		New York, New York 10020

The Board unanimously approved transfer of the LIA Savings Accounts to these four banks.

(12) APPROVAL OF AUDITORS FOR 1973

A motion was made, seconded and approved to again appoint Peat, Marwick, Mitchell & Co. as LIA auditors for the year 1973.

(13) REPORT ON MEMBERSHIP

The Secretary reported that the Association had 52 member firms as of December 1, 1972, and that the following changes had occurred since the previous report in April:

Resignation - Eagle-Picher Industries, Inc.
American Building
Cincinnati, Ohio 45202

New Member - Seitzinger's, Inc.
900 Ashby St., N.W.
Atlanta, Georgia 30318

LIA04910

(14) NEW BUSINESSRealignment of Some Staff Responsibilities Within
Lead Industries and Zinc Institute

The Executive Vice President discussed a proposed new organizational arrangement for the two Associations designed to take advantage of the administrative talents from both groups. New positions in the organization would result in the following:

Jerome F. Smith would become Secretary and General Manager of both LIA and ZI.

Mr. Lewis E. Gage would become Assistant Secretary and Director of Communications of both LIA and ZI.

Mr. R. Assadi would become Manager of Association Services for both LIA and ZI.

Mrs. Dorothy L. Moore, in addition to being Assistant Treasurer, would become Comptroller.

Where practical, activities and salaries of these individuals would be jointly shared by the LIA and ZI.

These proposed changes received the general approval of those present, and Mr. Robinson announced that if the Zinc Institute Board also approved, these changes would be instituted before the first of the year.

(15) ADJOURNMENT

There being no further business, the meeting was adjourned at 12:00 noon.

Sincerely,

JFS:lm
Attachment
12/20/72

Jerome F. Smith
Secretary & Manager

LIA04911

PROPOSED
LIA
1973 BUDGET

PROGRAMS

	<u>1972 Budget</u>	<u>Proposed 1973 Budget</u>
 1. <u>BATTERY</u>		
a) Technical Publicity (includes production)	\$ 25,000	\$ 25,000
b) Reprints	2,500	2,500
c) Dues Electric Vehicle Council	1,000	1,000
d) New Publications	2,500	2,000
Program Total	\$ 31,000	\$ 30,500
 2. <u>ARCHITECTURAL</u>		
a) Technical Publicity (includes production)	\$ 25,000	\$ 25,000
b) Space Advertising	-	15,000
c) Reprints	2,500	2,500
d) Apprentice Program	1,500	1,500
e) New Publications	1,000	6,700
f) Test Programs	500	500
g) Exhibits (CSI + Acoust. Sh.)	-	3,500
Program Total	\$ 30,500	\$ 54,700
 3. <u>INDUSTRIAL NOISE</u>		
a) Technical Publicity (includes production)	\$ 5,000	\$ 10,000
b) Space Advertising	-	20,000
c) Reprints	1,450	1,500
d) Test Programs	500	500
e) New Publications	1,500	1,500
f) Exhibits (1/2 Acoust. Sh.)	-	1,000
Program Total	\$ 8,450	\$ 34,500

	1972 Budget	Proposed 1973 Budget
4. <u>CHEMICAL CONSTRUCTION</u>		
a) Technical Publicity (includes production)	\$ 5,000	\$ 5,000
b) Reprints	1,000	1,000
c) New Publications	-	1,500
d) Corrosion Manual	-	7,000
Program Total	\$ 6,000	\$ 14,500
5. <u>HEALTH & SAFETY</u>		
a) Environmental Info & Publicity Program	\$105,000	\$ 90,000
b) Reprinting Pediatrics Book	-	5,000
c) Proceedings of Pediatric Lead Poisoning Seminar	-	3,000
d) Other Miscellaneous	2,000	1,000
e) Kettering Abstracts		
1. Abstracting	12,800	13,300
2. Printing & Mailing	5,200	4,700
f) ILZRO/LIA Health & Safety Department	45,000	57,500
Program Total	\$170,000	\$174,500
6. <u>GENERAL PROMOTION & SUPPORT ACTIVITIES</u>		
a) Technical Publicity (covers all other uses for lead, e.g. paint, ceramics, stabilizers, etc.)	\$ 10,000	\$ 10,000
b) Annual Review	1,500	1,500
c) LEAD Magazine	30,000	32,000
d) Lead Abstracts	13,000	14,000
e) Miscellaneous Literature	2,000	2,000
f) Reprints	-	1,000
g) Illustrations & Photographic Exp.	1,500	1,500
h) Motion Picture		
1. General Distribution	5,500	7,000
2. Bureau of Mines	1,000	1,000
i) Contributions to Technical Associations:		
1. Steel Structures Painting Council	1,000	1,000
2. American National Standards Inst.	750	750
j) Zinc & Lead International Service (ZALIS)	22,500	24,300
k) Contingency Matl. ILZRO	5,000	5,000
l) Contingency Misc. Promotion	2,000	4,000
m) New Film Script plus location shots	-	30,000
n) College Engineering School Advertisements	-	4,000
o) Travel & Expenses	40,000	40,000
p) Technical Society Dues	700	700
q) Subscriptions - Books & Periodicals	800	1,000
Program Total	\$137,250	\$180,750
TOTAL PROMOTIONAL BUDGET		
	\$383,200	\$489,450

LIA04913

LEAD INDUSTRIES ASSOCIATION, INC.
STATEMENT OF ADMINISTRATIVE DISBURSEMENTS

<u>ADMINISTRATIVE DISBURSEMENTS</u>	<u>1972 Budget</u>	<u>Proposed 1973 Budget</u>
1. Salaries		
a) Gross Payroll	(	(
b) Temporary Help	(	(
c) Employment Agency Fees	(\$178,200	(\$175,000
d) Hospital & Health Insurance	(	(
e) Group Insurance	(	(
2. Payroll Taxes	\$ 8,000	\$ 8,000
3. Pension Premium	16,000	16,000
4. Business Insurance:		
a) General	1,500	1,500
b) N.Y. Disability	(	(
5. Rent	27,000	28,500
6. Meeting Expenses:		
a) Annual Meeting	2,000	2,000
b) All Other	500	500
7. Professional Fees:		
a) Auditing	1,200	1,200
b) Legal	2,000	2,000
c) Consulting	24,000	2,000
d) All Other	1,000	1,000
8. Printing & Office Supplies	6,000	6,000
9. Telephone & Telegrams	7,000	7,500
10. Postage and Express	10,000	15,000
11. Furniture & Equipment	1,000	4,000
12. Office Services	7,000	7,000
13. Miscellaneous	1,500	1,500
<u>TOTAL ADMINISTRATIVE</u>	\$ 293,900	\$ 278,700
TOTAL PROMOTIONAL	\$ 383,200	\$ 489,450
<u>TOTAL LIA BUDGET</u>	\$ 677,100	\$ 768,150

TABLE I.A - Summary of Budget, Income and Expenditures, 1966-1972

	<u>Approved Budget</u>	<u>INCOME</u>			<u>Expenditures</u>	<u>Reserve Year End</u>
		<u>Assessments</u>	<u>Other</u>	<u>Total</u>		
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	924,675	806,629	12,343	818,972	843,220	140,228
1970	954,400	985,417	7,831	993,248	984,146	149,330
1971	920,000	817,371	8,782	826,153	881,905	93,578
1972	677,100	642,740	7,000	649,740	649,900	93,418 (EST)

B - Assessment Rates in cents-per-ton, 1966-1972

	<u>Membership</u>								<u>Industry Development</u>	
	<u>Mining</u>		<u>Smelt. & Refin.</u>		<u>Manufacturing</u>		<u>Assembled Articles</u>		<u>Pig Lead Sales</u>	
	<u>Regular</u>	<u>H & S</u>	<u>Regular</u>	<u>H & S</u>	<u>Regular</u>	<u>H & S</u>	<u>Regular</u>	<u>H & S</u>	<u>Regular</u>	<u>H & S</u>
1966	\$.16	2.4¢	\$.04	.6¢	\$.04	.6¢	\$.02	.3¢	\$1.10	15¢
1967	.16	4.28	.04	1.2	.04	1.2	.02	.6	.91	28
1968	.16		.04		.04		.02		.90	
1969	.20		.05		.05		2½		1.17	
1970	.21		.09		.09		.05		1.05	
1971	.17		.07		.07		.04		.84	
1972	.17		.07		.07		.04		.89	

TABLE IIBUDGET RECAPProposed Activities for 1973

1. Total Technical Publicity (includes production)	\$ 75,000
2. Space Advertising	35,000
3. New Publications	11,700
4. Reprints	8,500
5. Contributions to Technical Associations	2,750
6. Test Programs	1,000
7. Exhibits & Conventions	4,500
8. Corrosion Manual	7,000
9. Apprentice Program	1,500
10. Annual Review	1,500
11. LEAD Magazine	32,000
12. Lead Abstracts	14,000
13. Miscellaneous Literature	2,000
14. Illustrations & Photographic Exp.	1,500
15. Motion Picture	8,000
16. Zinc & Lead International Service (ZALIS)	24,300
17. Contingency Matl. ILZRO	5,000
18. Contingency Misc. Promotion	4,000
19. Prepare new script and begin shooting film	30,000
20. College Engineering School Advertisements	4,000
21. Travel & Expenses	40,000
22. Technical Society Dues	700
23. Subscriptions - Books & Periodicals	1,000
24. Environmental Info & Publicity Program	90,000
25. Reprinting Pediatrics Book	5,000
26. Proceedings of Pediatric Lead Poisoning Seminar	3,000
27. Other Miscellaneous	1,000
28. Kettering Abstracts	18,000
29. ILZRO/LIA Health & Safety Department	57,500
TOTAL PROMOTIONAL PROGRAM	\$489,450 -
TOTAL ADMINISTRATIVE	\$278,700
<u>TOTAL LIA BUDGET</u>	\$768,150