

BOARD OF DIRECTORS MEETING

New York, N.Y.

September 22, 1941

A meeting of the Board of Directors of the Lead Industries Association was held on Monday, September 22, 1941, at 1:50 P.M., at the Waldorf Astoria Hotel, New York, N.Y.

Present

Clinton H. Crane, Chairman
Norman Hickman
F. H. Brownell
K. C. Brownell
Clarence Glass
A. E. Bendelari
P. E. Sprague
A. R. Knight
F. W. Rockwell
Harold Rowe
C. M. Chapin, Jr.
I. H. Cornell
F. F. Colcord

Representing

St. Joseph Lead Co.
American Metal Co. Ltd.
American Smelting & Refining Co.
American Smelting & Refining Co.
Anaconda Sales Co.
Eagle-Picher Lead Co.
Metals Refining Co.
Metals Refining Co.
National Lead Co.
National Lead Co.
St. Joseph Lead Co.
St. Joseph Lead Co.
United States Smelting Refining
& Mining Co., Inc.

F. E. Wormser, Secretary-Treasurer
R. L. Ziegfeld, Assistant Secretary
D. Van Norden

The meeting was called to order with Mr. Clinton H. Crane in the chair.

The minutes of the previous meeting of January 7, 1941, were approved.

AMENDMENT TO CONSTITUTION AND BY-LAWS

The chairman announced the Executive Committee had approved an amendment to Article 6 of the Constitution and By-Laws to broaden the scope of membership, as follows:

Include in line 10 of Article 6, first paragraph, after the words, "and 'metallic foil products'", the words, "and lead chemicals."

Include a paragraph (h) reading as follows:

(h) "Lead Chemicals" as used herein is defined to mean any lead chemical not specified in paragraph (e) above ("Lead Pigments.")

WHEREUPON it was moved, seconded and carried that the Board of Directors of the Lead Industries Association ratify the action of the Executive Committee in amending Article 6 of the Constitution and By-Laws as above.

September 22, 1941

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REPORT OF THE SECRETARY AND TREASURER

The report of the Secretary and Treasurer, submitted to the Board under date of September 19, is hereby included in the record as Exhibit "A," and Exhibit "B" respectively:

ELECTION OF OFFICERS

The chairman stated it was in order to elect officers of the Lead Industries Association.

WHEREUPON the following nominations were made, and there being no further nominations, the Secretary was instructed to cast one ballot for the election of these nominees and they were declared elected:

Clinton H. Crane, President
F. H. Brownell, Vice President
F. W. Rockwell, Vice President
F. E. Wormser, Secretary-Treasurer

APPOINTMENT OF EXECUTIVE COMMITTEE

The chairman stated it was in order to appoint an Executive Committee.

WHEREUPON, with the consent of the Board, the chairman appointed the following as members of the Executive Committee:

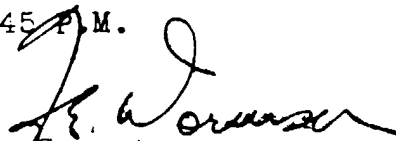
Clinton H. Crane, Chairman
F. H. Brownell
F. F. Colcord
L. E. Hanley
F. W. Rockwell

RELATIVE IMPORTANCE OF SUBSCRIPTIONS FROM PRIMARY AND
SECONDARY LEAD REFINERS

The Secretary presented a survey of the Relative Importance of Subscriptions from Primary and Secondary Lead Refiners, as requested by the Board at its meeting on January 7, 1941.

WHEREUPON the Secretary was requested to transmit the survey to the lead smelters in the Association for their comment, presenting the result of the circularization to the Board at its next meeting. The Survey is attached as Exhibit "C."

Meeting adjourned at 2:45 P.M.


Secretary

REPORT OF THE SECRETARY

The following is a brief summary of the activities of the Lead Industries Association since my last report:

MEMBERSHIP

The Ethyl Gasoline Corporation has been admitted to membership in the Lead Industries Association by action of the Executive Committee.

GOVERNMENTAL ACTIVITIES

In the early part of 1941 our activities were mainly directed to make certain that lead and its manifold products received a share of the Government business generated by the huge rearmament program. We were particularly concerned in seeing that white lead and red lead were used wherever advisable in Government painting and also that lead was used in plumbing systems. (In addition, opportunities were afforded by the shortages created in aluminum and zinc to have the use of lead stimulated in foil and collapsible tubes.) So rapidly has the situation changed that the problem is no longer one of endeavoring to procure a larger outlet for lead because there isn't sufficient nowadays to fill the huge demand created, in part by the shortages of other metals. Our work, therefore, has gradually changed from trying to find an additional market for lead in Government enterprises to trying to help the Government solve its defense problems satisfactorily as they related to an adequate supply of lead.

We have participated in many conferences with Washington officials, at their request, and are endeavoring to keep our members closely and promptly posted on definite actions taken by Government authorities as they affect lead in the rearmament program. So far the most important order covering lead has been General Metals Order No. 1. on Inventory Control.

LEAD HYGIENE

Owing to the scarcity of aluminum and the desire to conserve tin, the foil industry and the collapsible tube industry have turned to the use of composition metal in substantial tonnages. This has created a lead hazard problem in connection with the packaging of some articles, particularly food items and dental creams. We have been helping manufacturers and the United States Public Health Service procure data to decide the issues intelligently. I am glad to say that recently the Food and Drug Administration has relaxed its stringent restrictions against the use of lead-tin tubes for shaving cream. This is another example of the benefit accruing to the lead industry by virtue of the foundation we have laid in lead research at Harvard and elsewhere, for it has enabled answers to be made on a scientific basis rather than on professional guess work.

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(Continued)
REPORT OF THE SECRETARY

LEAD HYGIENE (Continued)

The U.S. Public Health Service has published several bulletins on lead in 1941 of value to the lead industry, particularly a study of the lead hazard in the storage battery industry and the relative toxicity of lead arsenate and calcium arsenate and lead carbonate.

We have continued to keep our members posted on the most significant literature currently published about lead poisoning.

Dr. Aub is carrying on his work at Harvard on lead poisoning uninterruptedly.

PROMOTIONAL ACTIVITIES

Although defense work and the necessity of close cooperation with Washington these days has overshadowed everything else, our promotional work is going forward with undiminished vigor as the following summaries indicate:

(a) WHITE LEAD PROMOTION PROGRAM

In the Spring of 1941, the Advertising and Publicity Campaign for the promotion of white lead entered its third year. The copy and layout for both consumer and trade publications once again was prepared by Arthur Kudner, Inc., subject to the review of our Advertising Committee. The general approach remains fundamentally the same as in 1939-1940, save that ready-mixed white lead paint now receives emphasis with paste white lead and high lead content paints.

The current media are here listed; frequencies in parenthesis:

CONSUMER

Saturday Evening Post	(9)
Collier's	(8)
Better Homes & Gardens	(7)
American Home	(7)

FARM

Country Gentleman	(6)
Successful Farming	(3)
Agricultural Leader's Digest	(4)

In addition nine trade or industrial magazines are being used.

The publicity program continues apace, a score of feature articles having been prepared since January 1 last by our staff and released to such periodicals as HOUSE BEAUTIFUL, MISSISSIPPI VALLEY LUMBERMAN and THE PAINTER AND DECORATOR.

(Continued)

REPORT OF THE SECRETARY

(a) White Lead Promotion Program (Continued)

The "Home Owners Forum" and the "House of the Month" continue as monthly releases in mat form distributed to an increasing number of papers requesting this service. The former is currently featured by over 800 newspapers with an estimated average circulation of 426,000, while the latter is released to over 500 papers with an average printed circulation based on clippings of 90,000.

About half of the space in our house organ "Lead" continues to be devoted to instructive articles and news items on paint, while over 6,000 of our booklet "What to Expect from White Lead Paint" have been distributed since January 1 as the result of direct mail inquiries.

Over 1,000 personal letters have been written this year to date as a result of interest stimulated by the campaign.

The appropriation for the current year was \$212,000. It is expected that a balance of \$4,000 will remain in the fund at the end of 1941.

The white lead industry is now so active that it can not fill the demand. If more pig lead were available, the amount of white lead sold would be greatly increased.

(b) LUMBER PRODUCTS - BETTER PAINT CAMPAIGN

Our friendly relations with the lumber industry have been maintained through personal visits with lumber associations and manufacturers. As a result, more painting instruction leaflets than ever before will be enclosed with siding and other lumber products. During the current year, we have not carried on any work with individual lumber dealers, but have maintained contacts with their association secretaries and exhibited at their 1941 conventions.

In the farm field, the 4-H Club work, started last year in Iowa only, has been expanded to cover Wisconsin, Kansas, Oklahoma and Georgia. In the latter State we have had the close cooperation of the American Turpentine Farmers Association. A number of other states are greatly interested in this work and would like it extended. It has reached not only a great many farm boys and girls with the story of good paint, but through them a large number of farmers and county agents. The Douglas Fir Plywood Association will provide plywood for kits for a greatly expanded 4-H Club paint program, if we desire.

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(Continued)
REPORT OF THE SECRETARY

(c) Government & Institutional Paint Promotion

One representative has devoted his entire time to calls on state, county and municipal government officials, universities and other large institutions, including some banks and savings and loan associations, in the interest of white lead paint. Reports of these calls have been circulated periodically. They indicate that, while white lead is used to a fairly large extent, further education of these officials, many of whom are ignorant or misinformed about paint, could greatly increase their use of white lead. A presentation of the white lead story for use with these individuals was carefully prepared, as well as specifications and other data which could be supplied them as supplementary material.

(d) Plumbing Promotion Program

Our work in this field since 1933 has shown results in the last eight months more clearly than ever before. For the first time in many years, lead plumbing has been specified and used on Federal Government construction. It is being used not merely in small amounts, but in large quantities. We are at present working to extend this use even further with a reasonable expectation of success. We believe this to be a good indication of the trend to lead in private construction as well.

The same field force has met the increased demands of the defense program. Our traveling and certain other expenses naturally were higher, but despite this fact, certain economies as in advertising, have enabled us to keep approximately within our budget.

During this period, the National Bureau of Standards promulgated Commercial Standards for Lead Pipe, Lead Traps and Bends, and Calking lead, identical in substance with those of the Lead Industries Association. This should greatly aid our efforts for better quality material, since the standards as printed by the Government Printing Office for the Bureau, feature the Lead Industries' Seal of Approval.

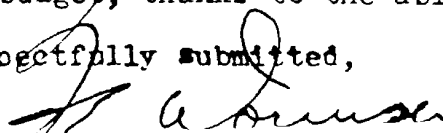
Shortages of other plumbing materials just beginning to be felt offer us an added opportunity to accustom many plumbers to using lead if we can supply their demands - many of whom will doubtless continue to use lead, even after more normal conditions are restored.

* * * * *

In conclusion, the ordinary activities have been conducted within the budget despite the increased pressure of the Washington program, not provided for in the budget, thanks to the able co-operation of the Staff.

Respectfully submitted,

LIA00270



Board of Directors
Meeting

Exhibit "B"
Sept. 22, 1941

REPORT OF THE TREASURER
January 1 to August 31, 1941

Cash on hand and in Bank, January 1, 1941 \$29,365.94

RECEIPTS:

Subscriptions to Ordinary Fund \$37,969.75
Subscriptions received in 1941
for previous years 400.00 \$38,369.75

Subscriptions to Plumbing Pro-
motion Program Fund \$22,911.96

Subscriptions to Lumber
Products-Better Paint Campaign
Fund 18,660.75
Sale of Camera Equipment 72.64 \$18,733.39

Subscriptions to White Lead Pro-
motion Program Fund \$200,010.20
Sale of Automobile 425.35
Reimbursement for Printing
Expenses incurred in 1940 197.71 200,633.26

TOTAL RECEIPTS
TOTAL

\$280,648.36
\$310,014.30

DISBURSEMENTS

ORDINARY FUND:

Furniture, Fixtures & Equipment \$ 461.34
Salaries 18,870.88
Rent and Light 3,012.58
Social Security Taxes 578.48
Office Supplies 947.41
Miscellaneous 228.92
Traveling Expenses 561.16
Association Dues 80.50
Entertainment & Luncheons 115.72
Telephone and Telegraph 519.85
Books and Subscriptions 152.19
Printing 181.99
Mailing 740.93
"Lead" (a) 5,174.06
Illustrations 22.57
Medical Research 1,500.00
Advances 150.00 \$33,298.58

PLUMBING PROMOTION FUND

Salaries \$6,433.28
Traveling Expenses 6,716.75
Printing 1,277.86
Mailing 456.52
"Plumbers' Forum" (a) 3,309.67
Association Dues 113.00
Entertainment and Luncheons 664.44
Conventions and Exhibits (b) 1,142.22
Advertising 3,348.15
Miscellaneous 220.73
Advances 100.00

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REPORT OF THE TREASURER
(Continued)

Disbursements - Continued

LUMBER PRODUCTS-BETTER PAINT CAMPAIGN

Salaries	\$ 5,583.26	
Traveling Expenses	5,247.73	
4-H Club	4,374.30	
Printing	266.49	
Mailing	164.50	
Entertainment & Luncheons	234.25	
Conventions & Exhibits (b)	1,074.76	
Illustrations	227.60	
Miscellaneous	202.77	
Advances	200.00	\$17,575.66

WHITE LEAD PROMOTION PROGRAM FUND

Rent and Light	720.00	
Furniture, Fixtures & Equipment	73.95	
Salaries	3,934.80	
Traveling Expenses	251.25	
Entertainment & Luncheons	36.23	
Office Supplies	135.22	
Miscellaneous	63.70	
Printing	1,542.27	
Mailing	585.51	
Illustrations	51.56	
Advertising Space	\$153,894.19	
Less: Discount	<u>2,535.58</u>	
	151,358.61	
Publicity	2,805.16	
Production	<u>10,420.84</u>	\$171,979.10
Less previous advance accounted for		<u>14.87</u>
		\$171,964.23
Taxes Accrued, January 1, 1941		477.86
Accounts Payable, January 1, 1941		<u>1,259.70</u>
Total Disbursements		\$248,358.65

Cash on hand and in Bank, Sept. 1, 1941 61,655.65(c)
\$310,014.30

FOOTNOTES

- (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, Sept. 1, 1941
- | | |
|---|-----------------|
| Ordinary Fund | \$20,397.58 |
| Plumbing Promotion Fund | 3,606.38 |
| Lumber Products - Better
Paint Campaign Fund | 5,142.41 |
| White Lead Promotion Fund | 29,507.28 |
| Sheet Lead Fund | <u>3,002.00</u> |

\$61,655.65

Board of Directors
Meeting

Exhibit "B"
Sept. 22, 1941

REPORT OF THE TREASURER
(Continued)

FOOTNOTES - CONTINUED

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

Ordinary Fund	\$282.25
Plumbing Promotion Fund	1,637.50
Lumber Products-Better	
Paint Campaign Fund	113.25
White Lead Promotion Fund	\$12,023.80

(\$11,311.00 White Lead Fund and \$25.00 Plumbing
Promotion Fund received since September 1, 1941)

The following credits against future subscriptions are included
in the receipts above:

Ordinary Fund	\$ 75.00
Plumbing Promotion Fund	312.00

THE RELATIVE IMPORTANCE OF SUBSCRIPTIONS
FROM PRIMARY AND SECONDARY LEAD REFINERS

Our investigation discloses that the refined lead production of members of the Lead Industries Association may be sub-divided into primary and secondary sources as follows:

REFINED LEAD PRODUCTION
(In Short Tons)

	<u>1937</u>	<u>1938</u>	<u>1939</u>
Primary	484,477	323,800	427,744
Secondary	72,798	103,111	63,810
Total	557,275	426,911	491,554
	<u>1937</u>	<u>1938</u>	<u>1939</u>
	Assessed at	Assessed	Assessed
	\$.01425 per	at \$.022	at \$.02
	ton	per ton	per ton
Primary	\$6,904-87%	\$7,124-76%	\$8,555-87%
Secondary	\$1,037-13%	\$2,268-24%	\$1,276-13%
Total	\$7,941-100%	\$9,392-100%	\$9,831-100%

As the relation between primary and secondary lead production varies from year to year, it is difficult to establish one fixed ratio for secondary and primary production which would provide the same revenue as our present procedure of using one unit rate for both classes of refined lead production. It does seem, however, that a 50 per cent reduction in the unit rate for lead from secondary sources and a 7½ per cent to 10 per cent increase in the unit rate for primary production would come close to equaling the total revenues from the lead smelting and refining industry using one unit rate for both classes of lead.

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