

EXECUTIVE COMMITTEE MEETING

New York, N.Y.

November 28, 1941

A meeting of the Executive Committee of the Lead Industries Association was held on Friday, November 28, 1941, at 12:30 P.M., at the Down Town Association, New York, N.Y.

Present

Clinton H. Crane, Chairman
F. H. Brownell
K. C. Brownell
F. W. Rockwell
I. H. Cornell
F. F. Colcord

Representing

St. Joseph Lead Co.
American Smelting & Refining Co.
American Smelting & Refining Co.
National Lead Co.
St. Joseph Lead Co.
United States Smelting Refining
& Mining Co. Inc.

By Invitation

Clarence Glass Anaconda Sales Co.

F. E. Wormser, Secretary-Treasurer

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

The minutes of the previous meeting, dated September 10, 1941, were approved. The Report of the Secretary, attached as Exhibit "B" was also approved.

MEMBERSHIP APPLICATIONS

The election to membership of the Pittsburgh White Metal Company, Inc., Pittsburgh, Pa., and Brooklyn, N. Y., and the Victory White Metal Company of Cleveland, Ohio, as approved by letter ballot, was confirmed.

WASHINGTON ACTIVITIES

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(a) Personnel Recommendations - The Secretary presented a letter from the Office for Emergency Management, Washington, D. C., as per Exhibit A attached, requesting assistance in procuring competent Government personnel. The Secretary was instructed to inquire as to the kind of assistance required.

EXHIBIT A

Executive Committee
Meeting
November 28, 1941

C O P Y

EXECUTIVE OFFICE OF THE PRESIDENT

OFFICE FOR EMERGENCY MANAGEMENT

Washington, D.C.

December 1, 1941

Mr. F. E. Wormser
420 Lexington Avenue
New York, New York

Dear Mr. Wormser:

Thank you for your prompt reply of November 29, offering your services to the Office of Price Administration.

As I indicated in my letter of November 27, we are in need of economists and industrial specialists, with a salary range from \$3200 to \$4600. The Zinc, Tin and Lead Section of the Office of Price Administration is especially in need of industrial specialists, as are the other non-ferrous sections.

These positions should be filled by men having an engineering and production background, supplemented by some experience in sales and cost accounting if possible; our qualifications are flexible and we will seriously consider any applicant who has solely a technical background.

We like our economists to have a business economics, statistics, and accounting training, supplemented by graduate work. They need not have any specialized training in the non-ferrous industries.

I trust this information will enable you to recommend some people to us. Please accept my sincerest thanks for all the efforts you may expend on our behalf.

Very truly yours,

(signed) Raphael Scobey

Raphael Scobey
Placement Officer

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N 654.01

REPORT OF THE SECRETARY

The following report comprises a brief summary of the status of the various budgets recommended to carry on selected activities of the Lead Industries Association in 1942.

WHITE LEAD PROMOTION
PROGRAM

On October 20 a meeting of the subscribers of the White Lead Promotion Program was held to review the three year program of the Association and to decide whether to continue, curtail or expand our efforts on behalf of white lead. It was unanimously agreed to continue the program and the Advisory Committee was instructed to prepare a budget for 1942 for submission to the participants in the campaign.

The Advisory Committee has recommended either of two budgets, Budget "A" for \$200,000, budget "B" for \$157,000. At present, this office is attempting to obtain a decision as to the size of a budget satisfactory to all subscribers.

Incidentally, white lead is in an unparalleled favorable position today with respect to its use in paint particularly because of its supply position relative to competitive pigments.

LUMBER PRODUCTS-BETTER
PAINT CAMPAIGN

A meeting was held on October 20 of the subscribers to this campaign, at which it was decided to discontinue the campaign in 1942 among lumber dealers and to concentrate on 4-H Club activities. Experience had shown that 4-H Club work enlisted the interest and valuable cooperation of State, Federal and educational authorities to such an extent that many invitations had been received from states other than the five in which we had been working, urging us to expand the program in still other areas.

It was decided to recommend a larger budget for 4-H Club work, increased from \$25,000 to \$35,000. Since the budget decision was made, the Secretary has conferred in Washington with Judge Harley Langdale, President of the American Turpentine Farmers Association, who has followed our work in Georgia in 1941 with much interest. I urged him to participate in our program in 1942. On his return to Georgia, the Turpentine Association agreed to contribute \$10,000 to our program in 1942 so that it will not be necessary for our members to contemplate subscriptions in 1942 beyond what they made in 1941. In addition, the Douglas Fir Plywood Association will probably contribute \$5,000 toward our expenses.

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REPORT OF THE SECRETARY
(Continued)

PLUMBING PROMOTION PROGRAM

The Plumbing Promotion Program has made great strides in the last eight years, so much so in fact that our members reviewing the record and desiring to seize the present opportunity facing lead to entrench itself solidly for post-war business, have recommended a budget increased from \$35,000 to \$69,000. I am quite confident without the work which the Association has done in plumbing over the last eight years, the future outlook for lead in plumbing installations and its position today would be greatly altered.

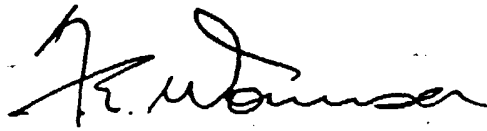
The initiative for carrying on all our promotional activities has come from one or more interested members who realize the value of cooperative work from actual results achieved. The function of the staff has been to carry on any program as intensively and efficiently as possible. I have always felt that the Lead Industries Association should never undertake any program that could be handled more economically by individual member companies. This rule has been followed with all our work.

ORDINARY FUND ACTIVITIES

An unusually large volume of Government work necessitated by the defense program was thrown on our shoulders prior to and after the Lead Order M-38 appeared, as well as earlier in the year when our efforts were directed to seeing that lead was used wherever possible in the important Government defense program. Despite these added responsibilities, the budget is very closely in balance for the year.

I believe that provision should be made in 1942 for a larger budget to allow for the increased cost of doing business and for any addition to personnel that might be needed to serve our industry properly in the emergency.

Attached please find a financial statement for all funds for the period January 1 to October 31, 1941, as Exhibit "C" and a Budget Analysis for 1941 for the Ordinary Fund as Exhibit "D".


Secretary

LEAD INDUSTRIES ASSOCIATION
REPORT OF RECEIPTS AND EXPENDITURES
January 1 to October 31, 1941

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

RECEIPTS

Subscriptions to Ordinary Fund	\$ 50,557.75	
Subscriptions received in 1941 for previous years	<u>400.00</u>	\$50,957.75
Subscriptions to Plumbing Promotion Program Fund		\$33,546.16
Subscriptions to Lumber Products-Better Paint Campaign Fund	\$ 24,764.75	
Sale of Camera Equipment	<u>72.64</u>	\$24,837.39
Subscriptions to White Lead Promotion Program Fund	\$212,034.00	
Sale of Automobile	425.35	
Reimbursement for Printing expenses incurred in 1940	<u>197.71</u>	\$212,657.06
TOTAL RECEIPTS		<u>\$321,998.36</u>
TOTAL		\$351,364.30

DISBURSEMENTS

Ordinary Fund

Furniture, Fixtures and Equipment	\$ 950.94
Salaries	23,424.56
Rent and Light	3,754.93
Social Security Taxes	807.50
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	650.96
Books and Subscriptions	182.28
Printing	187.52
Mailing	1,106.05
LEAD (a)	6,350.15
Illustrations	87.50
Medical Research	2,000.00
Advances	<u>100.00</u>

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\$42,803.31

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REPORT OF RECEIPTS AND EXPENDITURES
(Continued)

Disbursements (Continued)

PLUMBING PROMOTION FUND:

Salaries	\$ 8,041.60
Traveling Expenses	7,972.75
Printing	1,188.32
Mailing	563.30
PLUMBERS' FORUM (a)	4,544.32
Association Dues	141.00
Entertainment and Luncheons	829.85
Conventions and Exhibits (b)	1,147.22
Advertising	4,164.39
Miscellaneous	<u>256.11</u>

\$28,848.86

LUMBER PRODUCTS-BETTER PAINT
CAMPAIGN FUND:

Salaries	\$ 6,999.90
Traveling Expenses	6,288.02
4-H Club	5,503.56
Printing	290.18
Mailing	198.50
Entertainment and Luncheons	268.39
Conventions and Exhibits (b)	1,375.89
Illustrations	292.99
Miscellaneous	234.05
Advances	<u>100.00</u>

\$21,551.48

WHITE LEAD PROMOTION
PROGRAM FUND:

Rent and Light	\$ 900.00
Furniture, Fixtures and Equipment	73.95
Salaries	4,944.48
Traveling Expenses	302.69
Entertainment and Luncheons	50.88
Office Supplies	155.95
Miscellaneous	67.08
Printing	1,572.98
Mailing	764.75
Illustrations	74.99
Advertising Space	\$182,314.19
Less: Discount	<u>3,001.53</u>
	179,312.66
Publicity	3,483.93
Production	<u>11,926.84</u>

\$203,631.18

Less previous advance
accounted for

14.87

Taxes Accrued, January 1, 1941
Accounts Payable, January 1, 1941
Total Disbursements
Cash on hand and in Bank November 1, 1941

\$203,616.31
477.86
1,859.70
\$298,357.52

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Report of Receipts and Expenditures

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, November 1, 1941.

Ordinary Fund	\$23,680.85
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

\$53,006.78

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

Ordinary Fund	\$ 503.25
Plumbing Promotion Fund	913.25
Lumber Products - Better	
Paint Campaign Fund	267.25

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

Ordinary Fund	25.00
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Executive Committee
Meeting

Exhibit "D"
November 28, 1941

LEAD INDUSTRIES ASSOCIATION

BUDGET ANALYSIS FOR 1941

ORDINARY FUND

	<u>Expenditures</u> <u>Jan. 1 to</u> <u>Oct. 31, 1941</u>	<u>Estimated</u> <u>Expenditures</u> <u>1 9 4 1</u>	<u>Approved</u> <u>Budget</u> <u>1 9 4 1</u>
Furniture, Fixtures and Equipment	\$ 950.94	\$ 1,100.00	\$ 500.00
Salaries	23,424.56	28,501.00	29,300.00
Rent and Light	3,754.93	4,500.00	4,600.00
Telephone & Telegraph	650.96	800.00	800.00
Books & Subscriptions	182.28	325.00	350.00
LEAD	6,350.15	7,500.00	6,300.00
Printing	187.52	200.00	700.00
Mailing	1,106.05	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 Miscellaneous	240.67	300.00	750.00
Association Dues	120.50	150.00	200.00
Entertainment and Lunches	210.28	250.00	150.00
Office Supplies	1,212.44	1,400.00	950.00
Advances	100.00	-	-
	\$42,603.31	\$51,976.00	\$50,000.00

* \$1,500 grant to September 1, 1941

** \$1,000 additional authorized by Executive Committee

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