

Lead Industries Association, Inc.

292 Madison Avenue

New York, N. Y. 10017

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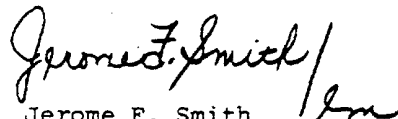
November 6, 1972

SUBJECT: Financial Statement
January 1-September 31, 1972

TO THE BOARD OF DIRECTORS OF
THE LEAD INDUSTRIES ASSOCIATION, INC.

Attached please find the comparative financial statement of the
Association for the first nine months of 1972 vs. 1971.

Sincerely,


Jerome F. Smith
Secretary & Manager

JFS:lm
Attachment

LIA03717

COMPARATIVE STATEMENT OF RECEIPTS, DISBURSEMENTS & FUND BALANCESFIRST NINE MONTHS 1971 Vs. 1972

	<u>OPERATING FUND</u>			
	<u>1971 ACTUAL</u>	<u>1971 BUDGET</u>	<u>1972 ACTUAL</u>	<u>1972 BUDGET</u>
<u>RECEIPTS:</u>				
1. Assessments:				
a. Pig Lead Sales	\$471,027.48	\$672,000.	\$403,877.64)	(
b. All Other	160,695.82	172,000.	129,449.58) (1)	(\$622,000.
2. Interest on Savings	1,293.27	2,000.	2,713.36	2,000.
3. Miscellaneous:				
a. Publications	3,964.66	(	2,847.72	(
b. Other	563.00	(5,000.	338.85	(5,000.
Total All Receipts	<u>\$637,544.23</u>	<u>\$851,000.</u>	<u>\$539,227.15</u>	<u>\$629,000.</u>
<u>DISBURSEMENTS:</u>				
1. Administrative-Schedule "A"	\$274,486.62	\$351,400.	\$275,415.61	\$380,400.
2. Promotion & Development-Schedule "B"	364,381.28	568,600.	243,890.65	296,700.
3. Final Refund-1970 Assessment Monies	<u>5,258.94</u>	<u>-</u>	<u>-</u>	<u>-</u>
Total All Disbursements	<u>\$644,126.84</u>	<u>\$920,000.</u>	<u>\$519,306.26</u>	<u>\$677,100.</u>
<u>CHANGES IN FUND BALANCES</u>	(\$ 6,582.61)		\$ 19,920.89	
<u>FUND BALANCE January 1</u>	<u>149,329.65</u>		<u>93,577.42</u>	
<u>FUND BALANCE September 30</u>	<u>\$142,747.04</u>		<u>\$113,498.31</u>	
<u>REPRESENTED BY:</u>				
Cash:				
Commercial Checking Account	\$ 87,409.23		\$ 29,535.20	
Savings Accounts	53,138.45		92,181.16	
Petty Cash	<u>100.00</u>		<u>100.00</u>	
	\$140,647.68		\$121,816.36	
Receivables & Deposits	2,099.36		2,415.90	
Less Payables	<u>-</u>		<u>(10,733.95)</u>	
Total	<u>\$142,747.04</u>		<u>\$113,498.31</u>	

Note: (1) (Includes \$25,500.00 of 1971 monies not received until 1972
 (Projected year end assessment income is estimated at \$643,000.)

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COMPARATIVE STATEMENT OF ADMINISTRATIVE DISBURSEMENTS
FIRST NINE MONTHS 1971 Vs. 1972

SCHEDULE "A"

<u>ADMINISTRATIVE DISBURSEMENTS</u>	<u>ACTUAL DISBURSEMENTS 1/1/71-9/30/71</u>	<u>1971 BUDGET</u>	<u>ACTUAL DISBURSEMENTS 1/1/72-9/30/72</u>	<u>1972 BUDGET</u>
1. Salaries:				
a. Gross Payroll	\$140,655.83	(	\$116,459.69	(
b. Temporary Help	570.50	(	166.50	(
c. Employment Agency Fees	588.50	(\$210,000.	21.00	(\$175,000.
d. Blue Cross & Blue Shield	2,198.11	(	2,079.69	(
e. Death Benefit-D.M.Borcina	-	(	15,500.00	(
2. Payroll Taxes	5,539.51	9,000.	5,786.49	8,000.
3. Business Taxes	-	-	1,018.06	-
4. Pension Premium (Bankers Life Co.)	15,350.50	18,000.	6,159.00	16,000.
5. Business Insurance:				
a. General	1,159.70	(	1,005.49	(
b. N.Y. Disability	160.92	(1,200.	145.14	(1,500.
6. Group Insurance	2,443.71	3,200.	1,936.11	3,200.
7. Rent	20,250.00	27,000.	20,875.00	27,000.
8. Travel and Expense	25,702.35	40,000.	25,855.12	40,000.
9. ILZRO Health & Safety	28,206.67	-	34,091.93	45,000.
10. Meeting Expenses:				
a. Annual Meeting	1,870.24	(	1,674.06	(
b. All Other	89.75	(5,000.	695.40	(2,500.
11. Professional Fees:				
a. Auditing	1,200.00	(	1,200.00	1,200.
b. Legal	1,457.83	(	-	2,000.
c. Consulting	-	(4,000.	16,350.03	24,000.
d. All Other	2,955.00	(	-	1,000.
12. Printing & Office Supplies	4,033.36	6,000.	3,480.64	6,000.
13. Telephone & Telegrams	4,980.31	6,000.	5,574.13	7,000.
14. Postage and Express	7,857.88	9,000.	7,107.62	10,000.
15. Subscription-Books & Periodicals	661.64	800.	1,018.59	800.
16. Furniture & Equipment	490.28	2,000.	461.06	1,000.
17. Office Services	4,881.76	8,500.	4,828.32	7,000.
18. Technical Association Dues	121.50	700.	376.00	700.
19. Miscellaneous	1,060.77	1,000.	1,550.54	1,500.
Total	\$274,486.62	\$351,400.	\$275,415.61	\$380,400.

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COMPARATIVE STATEMENT OF PROMOTION & DEVELOPMENT DISBURSEMENTSFIRST NINE MONTHS 1971 Vs. 1972SCHEDULE "B"

PROMOTION & DEVELOPMENT DISBURSEMENTS:	ACTUAL		ACTUAL	
	DISBURSEMENTS 1/1/71-9/30/71	1971 BUDGET	DISBURSEMENTS 1/1/72-9/30/72	1972 BUDGET
1. Publicity:				
a. Agency Fees	\$ 56,250.00	\$ 70,000.	\$ 48,001.00	\$ 64,000.
b. Out-of-pocket Agency Exp.	5,687.25	5,000.	4,123.35	6,000.
2. Space Advertising:				
a. Space	108,584.30	160,000.	-	-
b. Misc. & Production Costs	15,392.12	20,000.	-	-
3. Conventions & Exhibits:				
a. Plant Engineering & Maintenance Show	1,645.09	(	-	(
b. Design Engineers Show	1,011.00	(	-	(
c. Chemical Show	-	(5,000.	-	(
d. Nat'l. Plumbing Exposition	1,116.86	(	-	(
e. Miscellaneous	2,217.96	(	-	(
4. New Literature & Booklets	1,608.82	5,000.	2,677.12	5,000.
5. Lead Monograph	-	8,000.	-	-
6. Corrosion Handbook	-	4,000.	-	-
7. Annual Review	1,455.60	2,000.	1,433.00	1,500.
8. Existing Literature Exp.:				
a. Lead Magazine				
1. Printing Costs	11,006.28	(	13,844.75	(
2. Mailing Costs	6,991.10	(45,000.	5,749.91	(30,000.
3. Mailing List Maintenance	3,548.35	(	-	(
b. Lead Abstracts	10,085.09	13,000.	10,294.32	13,000.
c. Misc. Literature	1,792.98	3,000.	96.00	2,000.
9. Reprinting Tech. Articles	3,525.39	10,000.	6,456.87	7,450.
10. Test Programs	152.76	5,000.	80.00	1,000.
11. Illustrative & Photographic Exp.	977.19	2,000.	1,583.93	1,500.
12. Motion Picture "The Lead Matrix":				
a. General Distribution	5,113.76	10,600.	4,509.00	5,500.
b. U.S. Bureau of Mines	-	2,000.	-	1,000.
13. Apprentice Contest	1,250.75	1,500.	1,292.87	1,500.
14. Contribution to Tech. Societies:				
a. Nat'l. Shooting Sports Found.	650.00	(	-	(
b. Steel Structures Painting Council	1,000.00	(3,400.	1,000.00	(2,750.
c. Electric Vehicle Council	1,000.00	(	1,000.00	(
d. ANSI	750.00	(	750.00	(
15. Zinc & Lead Int'l. Service	18,488.54	29,100.	11,912.50	22,500.
16. Health & Safety Program:				
a. Hill & Knowlton-Regular	45,276.96	(	81,667.58	(
b. Hill & Knowlton-Lead & Gas.	36,528.07	(	29,320.75	(
c. Lead In Pediatrics	5,061.50	(152,000.	-	(125,000.
d. Kettering Abstracts	9,141.03	(	9,959.91	(
e. Miscellaneous	1,844.38	(	4,679.44	(
17. Contingency Material from ILZRO	2,956.28	10,000.	3,220.35	5,000.
18. Contingency: Misc. Promotion	2,271.87	3,000.	238.00	2,000.
Total	<u>\$364,381.28</u>	<u>\$568,600.</u>	<u>\$243,890.65</u>	<u>\$296,700.</u>

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