

July 7, 1969

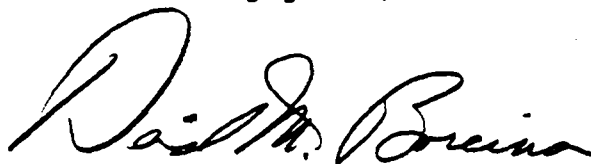
SUBJECT: Financial Statement -
January 1 to June 30, 1969

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

Dear Sir:

Attached please find the financial statement of the
Association for the period January 1 to June 30, 1969.

Sincerely yours,

A handwritten signature in cursive script, reading "David M. Borcina".

David M. Borcina
Secretary, Treasurer

DMB:so
Att:

LIAC1866

July 3, 1969

LEAD INDUSTRIES ASSOCIATION, INC.

BALANCE SHEET

June 30, 1969

ASSETS

CURRENT ASSETS:

CASH:

Operating: Checking Account	\$36,722.12		
Savings Accounts	<u>97,131.98</u>	\$133,854.10	
Petty Cash Account		<u>200.00</u>	\$134,054.10

ACCOUNTS RECEIVABLE:

Travel Advances	953.88		
Air Travel Deposit	<u>425.00</u>		<u>1,378.88</u>
Grand Total All Assets			<u>\$135,432.98</u>

LIABILITIES AND FUND BALANCES

<u>CURRENT LIABILITIES:</u> Accounts Payable	\$ 1,098.18
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FUND BALANCES:

LIA Operating Fund 6/30/69	103,184.30
Health & Safety Fund 6/30/69	<u>31,150.50</u>
Grand Total All Liabilities & Fund Balances	<u>\$135,432.98</u>

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LEAD INDUSTRIES ASSOCIATION, INC.STATEMENT OF RECEIPTS, DISBURSEMENTS & FUND BALANCESJanuary 1 - June 30, 1969

<u>RECEIPTS:</u>	<u>LIA OPERATING FUND</u>		<u>HEALTH & SAFETY FUND</u>	
	<u>1969</u> <u>ACTUAL</u>	<u>1969</u> <u>BUDGET</u>	<u>1969</u> <u>ACTUAL</u>	<u>1969</u> <u>BUDGET</u>
1. Assessments:				
a) Membership	\$54,724.39	\$120,000.		
b) Pig Lead Sales	324,154.26	702,000.		
2. Interest on Savings	2,510.24	8,000.		
3. Reimbursement for:				
a) Battery Film & Literature	1,635.50	(5,000.		
b) Misc. Publications	1,144.48	(		
4. Miscellaneous Income	1,231.00	2,000.		
Total All Receipts	<u>\$385,399.87</u>	<u>\$837,000.</u>	<u>-0-</u>	<u>-0-</u>
 <u>DISBURSEMENTS:</u>				
1. Administrative - Schedule "A"	\$165,729.81	\$330,300.		
2. Prom. & Devel. - Schedule "B"	\$215,499.86	512,550.	34,310.93	75,000.
Total All Disbursements	<u>\$381,229.67</u>	<u>\$842,850.</u>	<u>\$34,310.93</u>	<u>\$75,000.</u>
 <u>CHANGES IN FUND BALANCES:</u>				
	\$ 4,170.20		(\$34,310.93)	
Fund Balance January 1, 1969	<u>99,014.10</u>		<u>65,461.43</u>	
Fund Balance June 30, 1969	<u>\$103,184.30</u>		<u>\$31,150.50</u>	

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LEAD INDUSTRIES ASSOCIATION, INC.
STATEMENT OF ADMINISTRATIVE DISBURSEMENTS
January 1, 1969 - June 30, 1969

SCHEDULE "A"

<u>DISBURSEMENTS - ADMINISTRATIVE:</u>	<u>ACTUAL DISBURSEMENTS</u>	<u>1969 BUDGET</u>
1. Salaries	\$ 98,668.96	\$198,000.
2. Payroll Taxes	4,590.26	7,500.
3. Pension Premium	13,835.50	18,000.
4. Business Insurance	492.49	1,500.
5. Group Insurance	1,093.72	2,500.
6. Rent	9,000.00	16,500.
7. Travel & Expenses	19,309.15	45,000.
8. Meeting Expenses	1,869.27	3,500.
9. Professional Fees	1,970.86	5,000.
10. Printing & Office Supplies	2,793.48	6,000.
11. Telephone & Telegram	2,787.00	6,000.
12. Postage & Express	3,653.30	7,000.
13. Subscriptions - Books - Periodicals	409.30	800.
14. Furniture & Equipment	164.74	2,000.
15. Office Services	3,910.99	8,000.
16. Technical Association Dues	353.00	1,000.
17. Miscellaneous	827.79	2,000.
Grand Total	<u>\$165,729.81</u>	<u>\$330,300.</u>

January 1, 1969 - June 30, 1969

SCHEDULE "B"

DISBURSEMENTS-PROMOTION & DEVELOPMENT:

	ACTUAL DISBURSEMENTS	1969 BUDGET
1. <u>Publicity Program:</u>		
a. Agency Fees	\$32,800.00	(\$35,000
b. All Other Expenses	1,748.90	
2. <u>Space Advertising:</u>		
a. Architectural & Construction (Incl. Calking Lead)	24,011.12	73,240.
b. Cable Program	8,550.07	20,800.
c. Industrial Battery Program	22,503.58	55,500.
d. Pigments & Chemicals	7,963.87	22,000.
e. Product Promotion & Design Engineers	29,885.54	52,800.
f. Misc. & Production Costs	12,565.79	25,000.
3. <u>Industrial Battery Program:</u>		
a. Film	1,569.28	1,000.
b. Literature	1,713.10	3,000.
c. Misc.	2,157.61	-
4. <u>Conventions & Exhibits:</u>		
a. Plant Engineering & Maintenance Show	2,610.04	{
b. Design Engineering Show	6,494.35	{
c. National Chemical Exposition	343.71	{ 20,000.
d. National Plumbing Exposition	2,197.39	{
e. American Institute of Architects	3,067.17	{
f. Miscellaneous	-	{
5. <u>New Publications:</u>		
a. Lead Monograph	-	4,000.
b. Corrosion Handbook	-	5,000.
c. Calking Lead Booklet	-	4,000.
d. Solder Booklet	-	5,000.
e. Corrosion Inhibiting Paint Bulletin	-	4,000.
6. <u>Existing Literature Expense:</u>		
a. Lead Magazine	19,193.31	45,000.
b. Annual Review	-	1,000.
c. Architectural Construction Bulletins	-	5,000.
d. Lead Sheathing for Power Cables	-	3,000.
e. Lead Abstracts	5,495.40	24,000.
f. Sheets Catalog File	949.12	15,600.
g. Miscellaneous	3,325.64	-
7. <u>Reprinting Technical Articles</u>	2,943.88	10,000.
8. <u>Test Programs:</u>		
a. Automobile Body Solder	-	5,000.
b. Calking Lead	-	5,000.
9. <u>Illustrative & Photographic Expenses</u>	132.82	3,000.
10. <u>Motion Picture - "The Lead Matter"</u>		
a. General Distribution	5,272.42	15,000.
b. U. S. Bureau of Mines	-	2,000.
11. <u>Contributions to Technical Societies:</u>		
a. National Shooting Sports Foundation	650.00	650.
b. Steel Structures Painting Council	1,000.00	1,000.
c. Electric Vehicle Council	250.00	500.
13. <u>Zinc & Lead International Service</u>		
a. Detroit Fieldman (Feasibility Study)	14,905.75	28,000.
14. <u>Experimental "Zinc Car"</u>	-	10,000.
15. <u>Contingency-Material from ILZRO</u>	-	4,000.
16. <u>Miscellaneous Promotion Expense</u>	1,200.00	10,000.
17. <u>Miscellaneous Promotion Expense</u>	-	3,000.
Grand Total	\$215,499.86	\$512,550.

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