

LEAD INDUSTRIES ASSOCIATION, INC.

282 MADISON AVENUE

NEW YORK, N.Y. 10017

TELEPHONE - AREA CODE 212
OR 9-0030**ANNUAL MEETING OF THE MEMBERS OF THE
LEAD INDUSTRIES ASSOCIATION, INC.**Chicago, Illinois

April 17-18, 1967

The annual meeting of members of the Lead Industries Association, Inc., was held on Monday and Tuesday, April 17-18, 1967 at the Drake Hotel, Chicago, Illinois. Those in attendance are listed in Appendix "A."

(1) BUSINESS SESSION

Business matters were conducted during the Second Session, Monday afternoon, April 17. President Englehorn presided with D. M. Borcina as Secretary.

- a. The Secretary reported a quorum was present.
- b. The Secretary presented a copy of the notice of meeting which had been mailed to each member, as provided in Section 2.04 of the Corporation's By-Laws. The copy was ordered filed with the minutes as Exhibit "A" (Sent to members on March 31, 1967.)
- c. The minutes of the previous meeting of March 31-April 1, 1966 were approved.

(2) REPORT OF THE TREASURER

The Treasurer briefly reviewed the financial operations of the Association and submitted for the members' approval the report of the audit of the accounts of the Association as of December 31, 1966 by Haskins & Sells, as per Exhibit "B" attached.

(3) REPORT OF NOMINATING COMMITTEE FOR DIRECTORS

The Nominating Committee for Directors of the Lead Industries Association, Inc., composed of Jean Vuillequez, Chairman, Henry L. Day and Robert A. Gardiner, Jr. recommends to the membership the election of the following slate and places it in nomination:

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b

Look Ahead with Lead

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(Continued (3) REPORT OF NOMINATING COMMITTEE FOR DIRECTORS)

Aubrey Callis	Federated Metals Division,
	American Smelting and Refining Co.
D. R. Carter	The Eagle-Picher Co.
John Englehorn	St. Joseph Lead Co.
Robert Hendricks	Cominco, Ltd.
R. J. Hopkins	The Broken Hill Associated
	Smelters Pty. Ltd.
H. T. Morgan	John R. MacGregor Lead Co.
L. J. Randall	Hecla Mining Co.
C. E. Schwab	The Bunker Hill Co.
T. M. Smylie	Ethyl Corp.
S. D. Strauss	American Smelting and Refining Co.
W. Allen Taft, Jr.	E. I. du Pont de Nemours & Co.
Reuben Viener	Hyman Viener & Sons Co.
H. M. Weed	Anaconda Sales Co.
H. J. Whitson	National Lead Co.
Jack Wilder	United States Smelting Refining
	and Mining Co.

There being no further nominations, it was regularly moved, seconded and unanimously carried that nominations be closed and that the Secretary be instructed to cast one ballot for the slate recommended by the Nominating Committee.

(4) REPORT OF THE EXECUTIVE VICE PRESIDENT

The Executive Vice President introduced the staff, Messrs. Fader, Martin, Baker, McAward, Smith, Fowler and Roumas who presented, in turn, brief reports of their activities during the past year, as attached.

CONSOLIDATION OF LIA AND AZI The Executive Vice President then reported on the consolidation of LIA and AZI as follows:

" A year ago not long after the death of Bob Ziegfeld, I spoke to you for the first time as Executive Vice President of Lead Industries Association, perhaps in pro tem capacity. An early assignment was to determine what might be done with the consolidation of LIA and the American Zinc Institute. Improved operating efficiency and economy were basic objectives. Obviously, it was necessary to study and discuss many aspects of the situation with many people.

During the year I had the opportunity to cover the question with the Zinc Development Association and the Lead Development Association in London, where a comparable problem had been faced and resolved only a few years back.

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(Continued REPORT OF THE EXECUTIVE VICE PRESIDENT)

Several progress reports were made during the year to a specially appointed group of directors, six in number -- 3 from each organization.

It was accepted from the beginning that the programs of AZI and LIA for 1966 should be continued in the pattern that had been arranged before events caught up with us. This was done.

As the over-all question of consolidation was studied, it became apparent that there were significant differences in the two industries and in the marketing and promotional programs surrounding them. These differences were readily seen in the make-up of the associations and their programs.

Without going into too much detail, zinc has only four or five markets, whereas in lead -- once we get past batteries and gasoline additives, there are many market outlets, all of which are substantially smaller than those in zinc.

I found agreement during discussions with the idea that the AZI is working with a "wholesale" or "process" industry, while LIA is working much more with what could be compared to "retail" or "products" markets.

Another fundamental difference is readily apparent in the membership and financing. LIA's member companies include miners, primary producers, secondary refiners, manufacturers and those who assemble manufactured lead articles. Companies in all these categories belong and are represented on the Board of Directors.

In the American Zinc Institute, active membership is essentially restricted to employees of primary domestic producers and those of foreign primary producers who sell slab in the United States.

An awareness of these facts led to the conclusion and recommendation that the present Constitutions, By-Laws, membership qualifications, and methods of assessments should not now be changed.

At the same time, it became clear that service functions common to both organizations could be combined, with increased efficiency and economy to be expected. There was room for improvement in the scheduling of meetings. Time and money could be saved with concurrent meetings or meetings in sequence. Economies in personnel between \$40-50,000 were planned. These points were presented in the form of recommendations to the Boards of Directors of both organizations in December 1966 -- and were approved in both cases.

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(Continued REPORT OF THE EXECUTIVE VICE PRESIDENT)

The program of consolidation has been carried forward as planned. The Administrative Office is functioning, personnel adjustments have been completed as scheduled. No staff members beyond those originally planned have been added, nor is any increase presently anticipated.

In Accounting, bothersome problems to be expected in transferring one method of bookkeeping to another have been taken care of and the solution of minor residual problems is assured.

Physical changes (the shifting of personnel from one office to another) are planned but have not been completed.

Some other adjustments demanded by this program of consolidation seem to be proceeding without undue conflict in personnel or function. Increasing pressure on the Lead side with respect to health and safety -- and, on the zinc side, increasing pressure on die casting markets by plastics -- have required a great deal of effort and have slowed down the finalization of certain things we hoped to have done by now, but these will be taken care of.

I will ask you to accept this statement as my report on the situation as of this time."

(5) ADDRESSES AT MEETING

In addition to the business matters reported above the following talks were delivered at the annual meeting and copies are available upon request:

The Lead Acid Battery --

Don't Sell It Short..... George P. Millington, Jr.
Vice President & General Manager
Industrial Battery Div.
Gould-National Batteries, Inc.

Report on Government Battery

Research..... Bruce Fader
Manager of Technical Services
Lead Industries Association, Inc.

Feasibility of Small Battery

Powered Vehicles..... Max L. Feldman
Tempo-Center for Advanced Studies
General Electric Co.

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(Continued ADDRESSES AT MEETING)

- A Concept of Public Transit..... W. W. Owen
Executive Vice President
The City Transit Co., Dayton, Ohio
- Let's Get the Lead Out --
In Front..... William E. Sturm
Vice President, General Services
West Penn Power Co.
- Canadian Developments in Lead.... H. M. Lewis
Manager, Metal Sales
Cominco Ltd.
- Lead and Zinc in
Developing Countries..... R. Lewis Stubbs
Director-General
Lead and Zinc Development Associations
- Problems of European Lead
and Zinc Supply..... Clemens Schuller
Fachvereinigung Metallhütten
und Umschmelzwerke E.V.
- Air and Water Pollution..... Vernon G. MacKenzie
Deputy Director
Bureau of Disease Prevention
and Environmental Control
U.S. Public Health Service
- What's Ahead for Business --
1967 and 1968..... William F. Butler
Vice President & Director, Economic
Research, The Chase Manhattan Bank

(6) ANNOUNCEMENT OF ELECTION OF OFFICERS

It was announced during the morning Session, April 18 that the Board of Directors at its meeting on April 17, 1967, elected the following officers to serve until the next annual meeting:

J. R. Englehorn - President and
Chairman of the Board
Kenneth W. Green - Vice President
Simon D. Strauss - Vice President
Warren T. Frask - Vice President
John L. Kimberley- Executive Vice President
David M. Borcins - Secretary and Treasurer
Mrs. D. L. Moore - Assistant Treasurer

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(7) FUTURE MEETING DATES

The Secretary reported that arrangements are being made to hold future annual meetings on the following dates and places:

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|------------------------|--|
| 1968 -- April 3-4-5 | - Queen Elizabeth Hotel
Montreal, Canada |
| 1969 -- April 14-15-16 | - Drake Hotel
Chicago, Ill. |
| 1970 -- April 8-9-10 | - Chase Park Plaza or
New Hotel, St. Louis, Mo. |

(8) ADJOURNMENT

In the absence of other matters to come before the meeting, it thereupon duly adjourned.

Respectfully submitted,



David M. Borcina
Secretary

DMB:so
Att:

Appendix "A." (Those in Attendance)
Exhibit "B." (Report of Audit, Haskins & Sells)
Reports from Staff Members (6)