

LEAD INDUSTRIES ASSOCIATION, INC.

292 MADISON AVENUE

NEW YORK, N.Y. 10017

TELEPHONE—AREA CODE 212

OR 9-6020

January 11, 1968

SUBJECT: YEAR-END BALANCE SHEET
DECEMBER 31, 1967

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

Attached please find the year-end balance sheet of the
Lead Industries Association.

The Association's books will be audited in the near
future and as soon as their report is received for the year 1967
a copy will be sent you.

Sincerely yours,

David M. Borcina
s/o

David M. Borcina
Secretary, Treasurer

DMB:so
Att:

LIA02372

LEAD INDUSTRIES ASSOCIATION, INC.STATEMENT OF EXPENSESJanuary 1 - December 31, 1967SCHEDULE "A"

<u>EXPENSES - ADMINISTRATIVE:</u>	<u>ACTUAL EXPENSE</u>	<u>1967 BUDGET</u>
1. Salaries	\$204,630.)	\$200,000.
2. Payroll Taxes	6,417.)	
3. Pension Premiums	18,774.	18,000.
4. Business Insurance	1,044.)	2,000.
5. Group Insurance	2,284.)	
6. Rent	19,440.	20,000.
7. Travel & Expenses	39,237.	45,000.
8. Annual & Committee Meetings (net)	3,008.	3,000.
9. Professional Fees (Legal, Auditing & Consulting)	3,850.	3,500.
10. Annual Statistical Review	548.	650.
11. Printing & Office Supplies	5,913.	6,000.
12. Telephone & Telegrams	6,045.	5,000.
13. Postage & Express	4,932.	7,000.
14. Subscriptions - Books & Periodicals	1,002.	1,300.
15. Furniture & Fixtures	3,437.	2,000.
16. Office Services	8,423.	7,000.
17. Temporary Office Help	1,831.	-0-
18. Tech. Assn. Membership Dues	1,556.	700.
19. Miscellaneous	<u>1,391.</u>	<u>2,000.</u>
Total All Administrative Expenses	<u>\$333,762.</u>	<u>\$323,150.</u>

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LEAD INDUSTRIES ASSOCIATION, INC.STATEMENT OF EXPENSESJanuary 1 - December 31, 1967SCHEDULE "B"

<u>EXPENSES - PROMOTION & DEVELOPMENT:</u>	<u>ACTUAL EXPENSE</u>	<u>1967 BUDGET</u>
1. Quarterly Publication "Lead"	\$ 35,535.	\$ 37,000.
2. Conventions & Exhibits	17,086.	19,000.
3. Lead Abstracts	12,443.	12,000.
4. Reprints of Technical Articles	9,470.	10,000.
5. Test Programs	647	10,000.
6. Illustrative Expenses-Publication & Adv.	3,991.	5,000.
7. Motion Picture, "The Lead Matrix":		
a. General Distribution	8,955.	16,000.
b. U.S.B.M.	30,677.	30,000.
8. Monograph	-0-	3,000.
9. Corrosion Handbook	-0-	5,000.
10. Annual Review	83.	1,000.
11. Apprentice Contest	801.	1,500.
12. National Shooting Sports Foundation	650.	650.
13. Steel Structures Painting Council	1,000.	1,000.
14. Contingency-Material from ILZRO	1,344.	10,000.
15. Space Advertising:		
a. Architectural & Construction	66,401.	67,400.
b. Cable Program	12,197.	12,100.
c. Industrial Battery Program	37,917.	36,800.
d. Pigments & Chemicals Program	22,936.	22,200.
e. Solder, Terne & Design Engineer Program	30,515.	31,900.
f. Color Coding Program	-0-	37,500.(3)
g. Misc. Production Costs	22,803.	25,000.
h. Scientific American	5,662.	5,700.
16. Sweet's Catalog Files:		
a. Architectural & Construction	10,581.	9,600.
b. Solder, Terne & Design Engineer Program	3,974.	3,700.
17. Booklets & Publications:		
a. Architectural & Construction	6,896.	5,000.
b. Battery Publications	943.	3,000.
c. Ceramic Supplements	160.	2,000.
d. Color Coding Booklet	-0-	5,000.(3)
18. Reprints of "Facts About Lead"	5,027.	-0-
19. Miscellaneous Promotion Expenses	1,676.	5,000.
 Total All Promotion & Development Expenses	 <u>\$350,370.</u>	 <u>\$433,050.</u>

Note: (3) This project though originally approved, was cancelled by the Bd. of Directors in April 1967

LIA02376

January 9, 1968

LEAD INDUSTRIES ASSOCIATION, INC.

BALANCE SHEET

December 31, 1967

ASSETS

CURRENT ASSETS:

CASH

Operating: Checking Account	\$ 22,104.	
Savings Accounts	<u>304,778.</u>	\$326,882.
Petty Cash Account		<u>200.</u> \$327,082.

ACCOUNT RECEIVABLE:

Air Travel Deposit		<u>425.</u>
Grand Total All Assets		<u>\$327,507.</u>

LIABILITIES AND FUND BALANCES

CURRENT LIABILITIES:

NONE

FUND BALANCES:

LIA Operating Fund 12/31/67	\$185,024.
Health & Safety Fund 12/31/67	<u>142,483.</u>
Grand Total All Liabilities & Fund Balances	<u>\$327,507.</u>

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LEAD INDUSTRIES ASSOCIATION, INC.STATEMENT OF RECEIPTS, DISBURSEMENTS & FUND BALANCESJanuary 1 - December 31, 1967

	<u>LIA FUND</u>		<u>HEALTH & SAFETY FUND</u>	
	<u>ACTUAL</u>	<u>1967</u>	<u>ACTUAL</u>	<u>1967</u>
	<u>EXPENSE</u>	<u>BUDGET</u>	<u>EXPENSE</u>	<u>BUDGET</u>
<u>INCOME:</u>				
1. <u>ASSESSMENTS:</u>				
Membership	\$104,724.	\$101,000.	\$ 31,426.	(\$199,000.
Ind. Devel. (Pig Lead Sales)	567,559.	546,000.	174,631.	
2. Interest on Savings	9,261.	-0-		
3. Service Fee - Health & Safety	6,000.	-0-		
4. Reimb. for Publications	2,132.	-0-		
5. Miscellaneous Income	181.	-0-		
Total All Income	<u>\$689,857.</u>	<u>\$647,000.</u>	<u>\$206,057.</u>	<u>\$199,000.</u>
<u>ADMINISTRATIVE EXPENSE - SCHEDULE "A"</u>	\$333,762.	\$323,150.	-0-	-0-
<u>PROM. & DEVEL. EXPENSE - SCHEDULE "B"</u>	350,370.	433,050.	69,121.	200,000.
Total All Expenses	<u>\$684,132. (1)</u>	<u>\$756,200.</u>	<u>\$ 69,121.</u>	<u>\$200,000.</u>
Excess - Income over Expenses	\$ 5,725.		\$136,936.	
Fund Balances 1/1/67	184,846.		-0-	
Transfer to Health & Safety Fund	(5,547.)		5,547.	
Fund Balances 12/31/67	<u>\$185,024.</u>		<u>\$142,483.</u>	

Note: (1) In addition there was \$19,386. disbursed relating to 1966 Accounts Payable.

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