



Lead Industries Association, Inc.

292 Madison Avenue

New York, N. Y. 10017

Telephone: (212) 679-6020

Industry Development Committee Meeting Minutes

New York, N.Y.

November 2, 1970

A meeting of the Industry Development Committee of the Lead Industries Association, Inc. was held on November 2, 1970 in the offices of the Association.

Present

Malcolm Bonynge, Chairman
Jack Pierce

J. C. Buck
J. Walter Hurley
W. J. Veenis
F. H. Osborn

G. A. Larson
D. A. Bancel
E. H. Gautschi
R. A. Flake

Otto Bauer
V. E. Dorman

Representing

St. Joe Minerals Corp.
Amax Lead & Zinc Div.,
American Metal Climax, Inc.
American Smelting & Refining Co.
Asarco Mexicana, S.A.
Anaconda Sales Co.
The Broken Hill Assoc.
Smelters, Pty. Ltd.
The Bunker Hill Co.
Cerro Sales Corp.
Cominco, Ltd.
Dresser Minerals Div.,
Dresser Industries, Inc.
Penarroya (Intsel Corp.)
Tsumeb Corp. Ltd. (Ametalco Inc.)

Guests

J. Graham

P. V. Higgins
Robert Rogers
Carl Thompson
W. Zeek
David Pettigrew

Bishopric Lieberman Harrison &
Fielden Inc.
" " "
Hill & Knowlton, Inc.
" " "
C. Tennant Sons & Co., Inc.
Zinc Institute, Inc.

Staff

J. L. Kimberley-Executive Vice President
D. M. Borcina -Secretary-Treasurer
T. D. Agne
R. Assadi
C. A. Baker
J. F. Smith

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- (1.) The Chairman called the meeting to order at 9:40 A.M.
- (2.) The Secretary reported that a quorum was present.
- (3.) The minutes of the previous meeting of April 9, 1970 were approved.

(4.) 1971 Proposed Budget Presentation

a) The Executive Vice President reported that the proposed 1971 budget as sent to members on October 15 had his full approval. He pointed out however that it had been made clear from several sources that budget austerity is expected for 1971 but that no specific guidelines had been offered by the Directors. As a result, the staff believed that, in view of the extraordinary attack on lead which the industry now faces, that the full program for 1971 as proposed should be considered by this committee.

b) The Chairman then stated that it was in order to review the proposed 1971 budget and requested the Secretary to present the details.

c) The Secretary reported that the proposed 1971 Administrative and Promotion budget totaled \$1,322,500 of which \$425,000, represented health and safety activities, \$200,000 for the on-going Public Relations Program and \$225,000 for a new Public Information Advertising Campaign. He then reviewed the various parts of the budget in detail, calling on the representatives of Hill & Knowlton, LIA's public relations counselors, and the representative of the advertising agency, Bishopric Lieberman Harrison & Fielden Inc., to present their recommendations for the proposed Health and Safety programs.

(5.) 1971 Budget Discussion

The Chairman then opened the meeting for discussion and the following actions were taken with respect to the various sections of the budget.

a) Administrative and Technical Service

It was recommended that the total for this section be increased by \$10,000 to create flexibility.

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b) Advertising, Publications and Related Promotions

A motion was made to reduce Item 18-Advertising Space by \$10,000 and Item 24-Lead Abstracts by \$2,500, seconded and carried by vote of 7 for, 3 opposed, 1 abstaining.

c) New Program (General)

A motion to forego Item 29-College Publications Campaign at \$25,000 was seconded and carried by vote of 7 for, 3 opposed, 1 abstaining.

d) ZALIS and Special Studies

Approved as proposed.

e) Motion Picture Distribution

Approved as proposed.

f) Health and Safety Public Relations Program

The Secretary reported that the recommended \$25,000 in 1971 for a Childhood Lead Poisoning Movie was dependent on \$5,000 expended in 1970 for the preparation of a script.

After discussion a motion was made to remove the 1970 estimated expenditure of \$5,000 and the proposed \$25,000 in 1971, seconded and carried by vote of 7 for, 3 opposed, 1 abstaining.

g) New Program (Health and Safety)

A motion to have the staff give serious consideration to modifying the approved advertising program in 1971 to include some of the ideas and ads expressed by the advertising agency for this campaign and to delete the \$225,000 from the proposed budget, seconded and carried by vote of 8 for, 2 opposed, 1 abstaining.

h) Miscellaneous and Contingencies

Approved as proposed.

(6.) 1971 Budget Recommendations

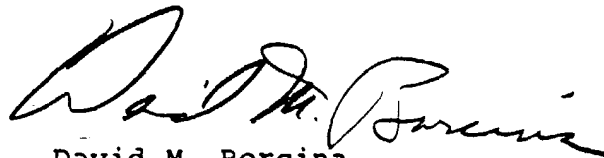
The Secretary reported that taking into account the reductions suggested, the 1971 Administrative and Promotional budget totals \$1,045,000 requiring a 1971 rate per ton from pig lead sellers of 94 cents per ton while membership rates remain at the same level.

A motion was then made to adopt the Committee's recommended 1971 budget and rates per ton as per Exhibit "A" attached, seconded and carried by vote of 7 for, 2 opposed, 1 abstaining.

A majority of the negative votes reported throughout these minutes were based on individual opinions that the budget should have been recommended to the Directors as originally proposed.

There being no further business, the meeting adjourned at 5:40 P. M.

Sincerely,



David M. Borcina
Secretary, Treasurer

DMB:so

Att:

Exhibit "A"

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1970 FINANCIAL REPORT AND PROPOSED 1971 BUDGET

Table I

A - Gross Budget, Income, Expenditures, Reserves--1960 - 1970

	<u>Approved Budget</u>	<u>Income</u>			<u>Expenditures</u>	<u>Operating Reserve Year-End</u>
		<u>Assessments</u>	<u>Other</u>	<u>Total</u>		
1960	\$374,450	\$371,963	\$ 3,818	\$ 375,781	\$332,944	\$154,385
1961	369,350	340,545	4,460	345,005	319,624	179,766
1962	461,000	471,560	4,660	476,220	412,133	243,853
1963	483,125	391,248	6,141	397,389	459,477	181,765
1964	622,700	515,169	6,033	521,202	567,754	135,213
1965	699,162	643,345	5,371	648,716	685,139	98,790
1966	826,650	812,896	12,899	825,795	739,739	184,846
1967	913,700	878,340	17,574	895,914	753,253	327,507
1968	841,905	623,852	31,519	655,371	818,402	164,476
1969	924,675	806,629	12,343	818,972	843,220	140,228
1970 (est.)	954,360	996,625	7,000	1,003,625	972,050	171,803

Of income, the special assessment for Health and Safety accounted for \$96,657 in 1966 and \$206,087 in 1967.

B - Rates in ¢ per ton

<u>MEMBERSHIP</u>										<u>Industry Development</u>	
<u>Mining</u>		<u>Smelt. & Refin.</u>		<u>Manufacturing</u>		<u>Assembled Articles</u>		<u>Pig Lead Sales</u>			
<u>Regular</u>	<u>H & S</u>	<u>Regular</u>	<u>H & S</u>	<u>Regular</u>	<u>H & S</u>	<u>Regular</u>	<u>H & S</u>	<u>Regular</u>	<u>H & S</u>		
1960	20¢	5¢		5¢		2½¢		\$.42			
1961	12	3		3		1½		.52			
1962	16	4		4		2		.65			
1963	16	4		4		2		.54			
1964	16	4		4		2		.80			
1965	16	4		4		2		1.05			
1966	16	2.4¢	4	.6¢	4	.6¢	2	1.10	15¢		
1967	16	4.28	4	1.2	4	1.2	2	.91	28		
1968	16	-	4	-	4	-	2	.90	-		
1969	20	-	5	-	5	-	2½	1.17	-		
1970	21	-	9	-	9	-	5	1.05	-		

Table II - 1970 Income and Disbursements

	<u>Proposed</u>	<u>Industry Development Committee Recommendation</u>
Balance, January 1, 1970	\$ 140,228	\$ 140,228
Income 1970:		
Membership	217,552	217,552
Pig Lead Sales	779,073	779,073
Miscellaneous	7,000	7,000
	<u>\$1,143,853</u>	<u>\$1,143,853</u>
Estimated Expenditures	<u>977,050</u>	<u>972,050</u>
Balance, January 1, 1970 (estimated)	\$ 166,803	\$ 171,803

Table III - 1970 Budget, Estimated Performance and 1971 Budget RecommendationsA - Administrative and Technical Service

	<u>Approved 1970</u>	<u>Estimated 1970</u>	<u>Proposed 1971</u>	<u>I.D.C. Recommendation 1971</u>
1. Salaries (12 Full time - 8 Half time)	\$217,800	\$206,000	\$225,000	\$225,000
2. Payroll taxes	9,000	7,000	9,000	9,000
3. Pension Premium	16,000	16,100	18,000	18,000
4. Business Insurance	1,500	1,200	1,200	1,200
5. Group Insurance	2,500	3,200	3,200	3,200
6. Rent	24,000	24,000	27,000	27,000
7. Travel and expenses	40,000	38,000	40,000	40,000
8. Annual and committee meetings	3,000	4,500	5,000	5,000
9. Professional fees	5,000	5,000	4,000	4,000
10. Printing and office supplies	6,000	5,600	6,000	6,000
11. Telephone and telegrams	6,000	6,000	6,000	6,000
12. Postage and express	7,500	9,000	9,000	9,000
13. Subscriptions-Books and periodicals	800	800	800	800
14. Furniture and equipment	5,000	5,000	2,000	2,000
15. Office services	7,000	8,500	8,500	8,500
16. Technical Association memberships	700	700	700	700
17. Miscellaneous	1,000	1,000	1,000	1,000
17A. Flexibility in Administration	--	--	--	10,000
	<u>\$352,800</u>	<u>\$341,600</u>	<u>\$366,400</u>	<u>\$376,400</u>

B- Advertising, Publications and Related Promotions

	<u>Approved 1970</u>	<u>Estimated 1970</u>	<u>Proposed 1971</u>	<u>I.D.C. Recommendation 1971</u>
18. Advertising space	\$194,260	\$195,000	\$210,000	\$200,000
19. Agency fee:				
Advertising	40,000	40,000	40,000	40,000
Publicity	35,000	35,000	35,000	35,000
20. "Lead" Magazine	5,000	5,000	5,000	5,000
21. Advertising production	32,200	27,000	30,000	30,000
22. "Lead" Magazine	45,000	45,000	45,000	45,000
23. Conventions and exhibits (4)	15,000	13,000	10,000	10,000
24. Lead Abstracts	16,000	13,000	15,500	13,000
25. Reprints of technical articles	10,000	10,000	10,000	10,000
26. Test programs	5,000	1,000	5,000	5,000
27. Illustrations and photography	1,000	2,000	2,000	2,000
28. New literature and booklets	--	--	5,000	5,000
	\$398,460	\$386,000	\$412,500	\$400,000

- New Program (General)

	<u>Approved 1970</u>	<u>Estimated 1970</u>	<u>Proposed 1971</u>	<u>I.D.C. Recommendation 1971</u>
29. College publications campaign	--	--	\$25,000	--

ZALIS and Special Studies

	<u>Approved 1970</u>	<u>Estimated 1970</u>	<u>Proposed 1971</u>	<u>I.D.C. Recommendation 1971</u>
30. Study on off-the-road Electric vehicles	--	\$ 5,000	--	--
31. Battery powered airport buses	\$ 13,000	--	--	--
32. ZALIS-Zinc and Lead Int'l. Svce.	15,400	12,750	\$ 29,100	\$ 29,100
	\$ 28,400	\$ 17,750	\$ 29,100	\$ 29,100

Motion Picture Distribution

	Approved 1970	Estimated 1970	Proposed 1971	I.D.C. Recommendation 1971
33. (a) General	\$ 10,500	\$ 10,500	\$ 10,600	\$ 10,600
34. (b) Bureau of Mines	2,000	2,000	2,000	2,000
	\$ 12,500	\$ 12,500	\$ 12,600	\$ 12,600

Health and Safety Public Relations Program

	Approved 1970	Estimated 1970	Proposed 1971	I.D.C. Recommendation 1971
35. Hill & Knowlton fee				
(a) Regular	\$ 48,000	\$ 75,000	\$ 75,000	\$ 75,000
(b) Lead in gasoline	--	80,000	75,000	75,000
36. New York City Epidemiological Study	25,000	--	--	--
37. Reprinting Facts about Lead and Pediatrics	15,000	12,000	5,000	5,000
38. Childhood Lead Poisoning movie	10,000	(5,000)*	25,000	--
39. Kettering Abstracts	10,000	16,000	16,800	16,800
40. 1969 deficit	15,000	6,700	--	--
41. Miscellaneous	2,000	--	3,200	3,200
42. Equipment for Dr. Chisholm	5,800	5,800	--	--
	\$130,800	\$195,500	\$200,000	\$175,000

* \$5,000 estimated expenditure not approved.

New Program (Health and Safety)

	Approved 1970	Estimated 1970	Proposed 1971	I.D.C. Recommendation 1971
43. Public information advertising campaign	--	--	\$213,000	--
44. Advertising production	--	--	7,000	--
45. Agency	--	--	5,000	--
	--	--	\$225,000	--

Miscellaneous and Contingencies

	Approved 1970	Estimated 1970	Proposed 1971	I.D.C. Recommendation 1971
46. Lead book (Monograph)	\$ 3,000	\$ 1,000	\$ 8,000	\$ 8,000
47. Corrosion Handbook	6,000	--	21,000	21,000
48. Annual Review	2,000	2,000	2,000	2,000
49. Apprentice contest	1,500	1,400	1,500	1,500
50. Organization membership and contributions	2,900	2,700	3,400	3,400
51. Miscellaneous literature	3,000	5,000	3,000	3,000
52. Contingencies:				
(a) General	3,000	100	3,000	3,000
(b) ILZRO	10,000	6,500	10,000	10,000
	\$ 31,400	\$ 18,700	\$ 51,900	\$ 51,900

C- Summary

	Approved 1970	Estimated 1970	Proposed 1971	I.D.C. Recommendation 1971
Administrative & Tech. Serv.	\$352,800	\$341,600	\$366,400	\$376,400
Ad Publications & Related Prom.	398,460	386,000	412,500	400,000
New Program: College publications campaign	--	--	25,000	--
ZALIS	28,400	17,750	29,100	29,100
Motion Picture Distribution	12,500	12,500	12,600	12,600
Health and Safety Public Rel. Prog.	130,800	195,500	200,000	175,000
Health and Safety (New Program - Public Information campaign)	--	--	225,000	--
Miscellaneous and Contingencies	31,400	18,700	51,900	51,900
	\$954,360	\$972,050	\$1,322,500	\$1,045,000

Table IV

A - Estimated 1971 Income and Expenditures

	<u>Proposed</u>	<u>I.D.C. Recommendation</u>
Balance, January 1, 1971	\$ 166,803	\$ 171,803
Income:		
Membership assessments	220,000	220,000
Pig Lead Sales	1,032,000	752,000
Interest	2,000	2,000
Miscellaneous	5,000	5,000
	<u>\$1,425,803</u>	<u>\$1,150,803</u>
Expenditures	<u>1,322,500</u>	<u>1,045,000</u>
Operating Fund Balance, Dec. 31, 1971	\$ 103,303	\$ 105,803

B - Estimated 1971 Rates Per Ton

<u>Memberships</u>	<u>1970 Actual</u>	<u>1971 Full Proposal</u>	<u>I.D.C. 1971 Recommendation</u>
Mining	21¢	21¢	21¢
Manufacturing	9	9	9
Smelting & Refining	9	9	9
Assembled Articles	5	5	5

Industry Development

Pig Lead Sales, U.S. (Est. 800,000 tons)	\$1.05	\$1.29	94¢
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