

ANNUAL MEETING OF THE MEMBERS
OF THE
LEAD INDUSTRIES ASSOCIATION

The annual meeting of the members of the Lead Industries Association was held at the Bankers Club, New York City, on Wednesday, February 20, 1930, at 12:30 P.M.

Present:

St. Joseph Lead Co.	Clinton H. Crane
	I. H. Cornell
Bon Ar Hill and Sullivan	F. H. Bradley
Mining and Concentrating Co.	
American Smelting & Refining Co.	E. A. Behr
National Lead Co.	F. W. Carter
	James A. Chelton
Remington Arms Co.	M. E. Schollar
International Smelting Co.;	
United Metals Selling Co., agts.	Clarence Glass
U S L Battery Corp.	W. W. Halsey
United States Smelting Refining	
and Mining Co.	F. Y. Robertson
Esch-Scholar Lead Co.	R. M. Roosevelt
The Furness-Williams Co.	A. H. Wise
Secretary	F. E. Kerner.

Represented by Proxy:

Federal Mining and Smelting Co.	F. H. Brumwell
Utah Copper Co.	Louis Cates
Frank-Bellows Lead Co.	Ray L. Evans
Fleck Bros. Co.	John G. Fleck
A. T. Fuller & Co.	A. P. Fuller

Silver King Coalition Mines Co.	M. J. Dailey
General Lead Manufacturing Co.	H. E. Guido
Rochester Lead Works	B. F. Ewell
Remington Arms Co.	W. E. Chollar
El Potosi Mining Co.	Wm. J. Quigly
United States Smelting Refining and Mining Co.	F. Y. Robertson
Federated Metals Corp.	Ivan Reitler
U S L Battery Corp.	A. A. MacLean
Fleck Bros. Co.	John G. Fleck
Park Utah Consolidated Mines Co.	G. W. Latbourne

In the absence of the President, Vice President Hamilton M. Brush occupied the chair.

The minutes of the previous annual meeting were approved.

The Report of the President was as follows:

REPORT OF THE PRESIDENT

Perhaps the most noteworthy accomplishment of the Lead Industries Association during its first full year of operation has been to develop a gratifyingly cordial feeling between producers and consumers of lead. There are many links in the industrial chain stretching from lead miner to ultimate consumer and it is desirable, so far as possible, that all factors become mutually appreciative of each other's business situation and problems. Our association is helping to produce this result through its statistical and other activities.

The first year has partly been used to protect the interests of the lead industries during the tariff revision still going on in Washington, an important activity into which the association was unexpectedly plunged shortly after formation. The report of the

Secretary gives a detailed account of the numerous other operations of the Lead Industries Association during 1929. In many directions the Association has been feeling its way in an effort to discover where and how it may do the most effective work; the first year has been largely one of preparation. In conclusion, the Lead Industries Association is in a healthy financial condition.

Clarence W. Shaw
President.

The Secretary's report was read and approved as

follows:

REPORT OF THE SECRETARY

The Lead Industries Association is a little over one year old. During 1929, the first full year of its existence, the Association was mainly engaged in activities of common interest to all members. Broadly speaking these activities comprised (1) Statistical work, (2) Tariff matters, (3) Miscellaneous activities such as publicity, technical and medical research.

(1) Statistics - the service of providing our members promptly with statistics similar to those gathered by the Government relating to their products was begun during 1929. Each member has been receiving a detailed picture of the pig lead market each week both with respect to the volume and the grades of pig lead sold. Our report is unique in that it covers 100 per cent of the virgin pig lead sold in the United States. At the same time we have gathered and distributed statistics of the lead pigment industries furnishing our members currently with timely statistical information formerly unavailable. As the pigment industries use about 40 per cent of the domestic lead production it is important for those who produce or consume lead to know the situation in the

lead pigment industries. In the metallic lead products field we have not yet succeeded in establishing our service covering lead pipe and sheet. We hope, however, that difficulties in the way of establishing this service will soon disappear.

The Lead Industries Association is noteworthy, we believe, in being the only association of its kind gathering and distributing information to its members regarding the stocks of pig lead in the possession of the manufacturing group. Distribution of this information will help to prevent misleading interpretations to be made from the stocks of lead in the hands of sellers. We expect soon to provide each member with a permanent binder and printed record of our statistics.

One statistical endeavor which is worth trying, provided it has the approval of the members, is to obtain current statistics regarding the production and shipments of secondary lead, especially as the secondary metal situation is year to year becoming more important.

Last but not least I would like to mention the international cooperation through exchange of statistics begun the first of 1930 with the L.P.R.A. of London, which gives the members a valuable statistical picture of the foreign lead situation.

(2) Tariff - On behalf of our manufacturing members we appeared before the Ways and Means Committee requesting a change in the existing drawback laws to facilitate the manufacture of lead products for export. We also requested Congress to make no change in any of the 1932 tariff rates pertaining to lead or lead products. We have been successful in obtaining the approval of the House to the change in the drawback law proposed by us and, although the Senate is still considering the tariff no objection has been made so far to this constructive change. Unfortunately, however, the Senate unexpectedly cut the rates on red lead and litharge on February 7th below the 1932 level. We began action immediately to get the rates restored.* The cooperation of our members in

- * Through the efforts of the Lead Industries Association these 1932 rates were restored by the Senate on March 6th.

this effort is earnestly requested and required.

(3) Miscellaneous Activities - For the purpose of giving lead and our Association some useful and dignified publicity we have been preparing a booklet entitled "Useful Information about Lead" which is almost completed. As its title indicates, the book is intended to answer many technical and practical questions about lead and its uses and will contain much information not now available elsewhere. The work will soon be in press as an initial publication of the Association.

We have defended the interests of our caulking lead manufacturers against unfair competition from a commodity containing no lead, Leadite, before the Federal Trade Commission. The Leadite Company has filed an answer to the complaints of the Commission, and this case will be tried in the near future.

We have studied plumbing codes and presented facts where the interests of lead were being attacked.

We are cooperating with the Bureau of Standards and American Gas Association in a competitive test of protective pipe coatings and have entered red lead in this test. Moreover, we expect to cooperate further with the Bureau of Standards in some proposed tests sponsored by the American Petroleum Institute along the same line.

Through the generosity of many of our members we are supporting some important Medical Research at Harvard College and affiliated hospitals which should result in giving the medical profession a better understanding of lead poisoning.

We have devoted some study to a consideration of the situation in the lead pigment industries with a view to ascertaining what, if anything, the association might do to aid these industries in expanding their markets.

To sum up, the Lead Industries Association is a
joint organization ready and anxious to aid its members
in the solution of their own problems.

Respectfully submitted,



Secretary.

The report on the audit of the accounts of the
association as of December 31, 1939, by Haskins and Sells
was read by the Treasurer and accepted, as follows:

LIA20514

HASKINS & SELLS

CERTIFIED PUBLIC ACCOUNTANTS

OFFICES IN THE PRINCIPAL CITIES OF
THE UNITED STATES OF AMERICA

LONDON PARIS BEIRUT SHANGHAI HANKOW
MONTREAL PANAMA MEXICO CITY

LEADS ACCOUNTS HASKINS & SELLS

NEW YORK CENTRAL BUILDING

75 EAST 43RD STREET

NEW YORK

February 10, 1930.

Lead Industries Association,
420 Lexington Avenue,
New York.

Dear Sirs:

We have audited your accounts for the period from November 14, 1928, the date of organization, to December 31, 1929, and submit the following exhibits:

Exhibit

A - Balance Sheet, December 31, 1929 and 1928.

B - Statement of Cash Receipts and Disbursements,
by Periods, for the period from November 14,
1928, the date of Organization, to Decem-
ber 31, 1929.

According to the constitution the purpose of the Association is "To collect and publish statistical information relative to the production, distribution, marketing, consumption and use of lead and lead products;

To disseminate accurate information regarding lead products and how they best may be used;

To develop methods for the improvement of the welfare of those engaged in the lead industries, or in the use of its product; and for such other purposes as, from time to time, may be of benefit to the lead industries.

In general to promote the serviceability of the lead industries to the community at large."

It is also provided in the constitution that the affairs of the Association shall not be conducted for profit.

According to the by-laws, "The expense of conducting the Lead Industries Association shall be apportioned among the members and shall be based upon the lead production or consumption of the members reduced to units of metallic lead. In the case of the mining, smelting and refining branches of the lead industries, the lead produced in ores and concentrates, or lead bullion and pig lead, respectively, shall be the basis of the assessment; in the case of the manufacturing, reselling or consuming branches of the lead industries, the lead consumed, whether virgin or secondary, shall be the basis. A schedule of assessments shall be drawn up based upon the four major divisions represented in the association, i. e., (a) mining, (b) smelting and refining, (c) manufacture of lead products, (d) consumption of lead which is not recoll. Assessments shall be apportioned among members in each of the above divisions according to the following ratio per ton: (a) 4, (b) 1, (c) 2, (d) 1/7. Some members may be assessable in two or more divisions. Foreign production or consumption to be assessed upon the same ratio but given a deduction of 50 per cent from the total assessment. Contribution shall be based upon the previous year's record of production and consumption, and shall be made quarterly."

The cash on deposit was verified by certification obtained from the depository, The Equitable Trust Company of New York, and that on hand was counted.

All vouchers for purchases of furniture and fixtures were inspected by us and found to be in order.

No provision has been made for depreciation.

Amounts due for the calendar year 1929 unpaid at December 31, 1929, amounted to \$38.00. These assessments were collected during January, 1930.

We verified the computations upon which the assessments against members were based for the year 1929.

No effect has been given in the books of account or in the accompanying Exhibit A to accrued salaries and other expenses at December 31, 1929 and 1928.

WE HEREBY CERTIFY that, subject to the foregoing comments, in our opinion Exhibit A sets forth the financial condition of the Association at December 31, 1929 and 1928, and Exhibit B sets forth the cash receipts and disbursements of the Association for the period from November 14, 1928, the date of organization, to December 31, 1929, and its cash balance at December 31, 1929.

Yours truly,

W. A. Smith

LIA20517

LEAD INDUSTRIES ASSOCIATIONINVESTMENT DEPARTMENT 31, 1929 AND 1928

.....DECEMBER 31,.....
 1929 1928

ASSETS

CASH,.....	\$12,303.02	\$3,846.70
FURNITURE AND FIXTURES (at cost),.....	1,832.43	500.00
DUE FROM MEMBERS,.....	538.50	
TOTAL,.....	\$14,673.95	\$4,346.70

LIABILITIES

MEMBERS' FUND,.....		\$3,846.70
RESERVE:		
General and Underwriting Funds,.....	\$11,141.95	\$1,352.70
Medical Research Fund,.....	1,542.00	
Total,.....	\$12,683.95	\$1,352.70
TOTAL,.....	\$14,673.95	\$4,346.70

NOTE: No effect has been given in the books of account or in this balance sheet to accrued salaries and other expenses at December 31, 1929 and 1928.

LEAD INDUSTRIES ASSOCIATION

STATEMENT OF CASH RECEIPTS AND DISBURSEMENTS,
BY PERIODS, FOR THE PERIOD FROM NOVEMBER 14, 1928,
THE DATE OF ORGANIZATION, TO DECEMBER 31, 1929

	PERIOD: FROM NOVEMBER 14 YEAR ENDED TO DECEMBER 31, DECEMBER 31, 1929 1928 *	
BALANCE AT BEGINNING OF THE PERIOD,.....	\$ 3,846.70	
RECEIPTS:		
From members:		
Underwriting fund,.....		\$10,000.00
Assessments for calendar year 1929,.....	\$29,346.50	
Subscriptions to Medical Research fund,.....	5,042.00	
Loans on notes payable,.....	8,000.00	3,000.00
Interest on bank balances,.....	146.08	
Total receipts,.....	\$40,534.58	\$13,000.00
Total,.....	\$44,381.28	\$13,000.00
DISBURSEMENTS:		
Expenses:		
Salaries,.....	\$12,041.67	\$ 6,082.50
Rent and light,.....	2,394.19	141.67
Printing,.....	1,505.42	231.98
Traveling expenses,.....	1,313.69	702.79
Telephone and telegraph,.....	375.74	59.16
Books and subscriptions,.....	235.52	132.20
Stationery and stamps,.....	211.72	
Entertainment, luncheons, etc.,.....	120.20	
Premium on treasurer's bond,.....	30.00	
Expenses of annual meeting,.....	60.75	
Association dues,.....	102.50	
Gas association tests,.....	400.00	
Interest on notes payable,.....	227.92	
Legal expenses,.....		77.30
Miscellaneous,.....	227.51	570.00
Total - (Forward),.....	\$19,246.83	\$ 8,647.30

* Includes prior organization receipts and expenses.

LIA20519

LEAD INDUSTRIES ASSOCIATION
STATEMENT OF RECEIPTS AND DISBURSEMENTS, ETC.

	PERIOD FROM NOVEMBER 14 YEAR ENDED TO DECEMBER 31, DECEMBER 31, 1929 1928	
TOTAL - (Forward),.....	\$44,381.28	\$13,000.00
DISBURSEMENTS - (Forward),.....	\$19,246.83	\$ 8,647.30
Other:		
Notes paid,.....	\$ 9,000.00	
Harvard College, for medical research,.....	1,500.00	
Furniture and fixtures,.....	1,326.43	\$ 506.00
Refunds of dues:		
Consolidated Mining and Smelting Co.,.....	1,000.00	
Utah Copper Company,.....	5.00	
Total,.....	\$12,831.43	\$ 506.00
Total disbursements,.....	\$32,078.26	\$ 9,153.30
BALANCE AT END OF THE YEAR:		
On deposit with The Equitable Trust Company of New York,.....	\$12,278.02	\$ 3,846.70
On hand,.....	25.00	
TOTAL,.....	\$12,303.02	\$ 3,846.70

The Chairman explained for the benefit of the members that stocks of lead in Mexico are included in the reports of both the L.F.R.A. and the American Bureau of Metal Statistics, thus causing a duplication.

The Chairman stated that it was in order to elect a board of directors for the ensuing year.

Moved and seconded that the Secretary cast one ballot for the outgoing board of directors, who, being eligible, offer themselves for reelection, except that Julius Loeb shall replace C. M. Loeb, retired, as representative of the American Metal Co. on the board.

Motion carried.

The Secretary then outlined the situation relating to the reduction in the tariff on red lead and lit large by the Senate and the attempted reduction of the tariff on the other lead pigments.

Moved and seconded that the Secretary be directed to continue his efforts on behalf of the Lead Industries Association to have the existing tariff rates restored.

Motion carried.

The Secretary outlined a situation relating to a controversy over the antimony tariff between the National Battery Manufacturers Association and the American Mining Congress.

Moved, seconded and carried that the Association take no official action in the controversy over the antimony tariff.

The Chairman and Mr. Cornish expressed their pleasure at the conduct of the Association's affairs during 1929.

The Secretary read the following letter addressed to Mr. J. A. McCarthy from one of his customers:

"The consumption in the United States of Pig Lead is quite an anomaly for the reason that the total consumption of Pig Lead is increasing while in many directions the consumption thereof is decreasing.

"To make this plain: There is a great and steadily falling consumption of lead in many directions which is offset only by the increased consumption of lead in the covering of wires for electrical purposes. This increase in the use of lead in the electrical field will probably continue for many years.

"Unless a concerted move is made on behalf of the consumption of lead, the decrease in other fields will not alone go on at the rate we have seen for the past few years, but at a greatly accelerated one.

"The decrease in the consumption of lead is due to what is known as 'THE NEW COMPETITION', i.e. the competition or replacement of one material by another, but in lead it is not the replacement by one material but of many materials.

"At the outset, we will not include the experimentation for the replacement of lead in storage batteries. While this is making progress, it is slow indeed, and it probably will be a few years at best before that will be felt.

"To name just a few of the replacements. Let us look at the use of lead in plumbing. Here it is being replaced by copper, by brass and by zinc. This replacement has gone so far in the plumbing line that many cities are adopting brass and iron pipes for connection to the service mains. Neither one is fitted for the purpose but there is nothing being done by the lead interests to counteract this trend.

"In paints lead is meeting active competition and growing loss through zinc and aluminum.

"Also in solder; reduction in the consumption of lead is growing due to electrical welding.

"Roller and ball-bearings take the place of anti-friction metals into which lead enters largely.

"In filling metal, zinc-aluminum mixtures are replacing lead.

"In the casting of toys, novelties, ornaments, electrolizers, etc., spun metal which runs upward of 85% lead is being replaced by zinc-aluminum mixtures.

"In many of the above, the use of lead is far the better practice than these metals that have replaced it, but the absence of any united front showing the advantages of lead over these substitutes has resulted in the continued use of less lead.

"It is true in a great measure, that the producers of lead are the producers of the other metals that are used in substitution therefor, and this probably has been one of the things that has prevented a united and proper exploitation of the benefits of the use of lead.

"The producers of metals have lost sight of one thing, and that is outstanding, that the consumption of these other metals for lead has not shown an increase in tonnage anywhere equal to the decrease of the tonnage consumption of lead, so that the producers of metals filling their entire output in tonnage are not benefiting but are really losing by this new competition.

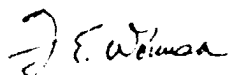
"This little memorandum is the barest outline of what is going on, and is prepared for you at your suggestion so that you may consider whether you want to go deeply into the question or not. It is the writer's humble opinion that if there ever was a chance for an Institute in any line to function for the benefit of that line, there certainly is that opportunity now for the Lead Institute, and it is simply a question of how the producers of pig lead may feel that their general interest dictates either active propaganda for lead or indifference as to what becomes of this article due to their interest in the substituted materials.

"A peculiarity of 'THE NEW COMPETITION' as shown in many lines, is that at first there is a substitution of material that is somewhat similar and fairly closely related to the original article, and then later on a tendency to the substitution of materials that is in no way are similar".

The Chairman stated that this brought up a subject of great interest to the Directors who had already given it much thought without, however, arriving at any conclusion as to the manner in which the lead industries might be benefited the most by any collective activity of the Association. He stated that suggestions from members on the subject were welcome at all times.

The meeting adjourned at 2:45 P. M.


Vice President.


Secretary.