

LEAD INDUSTRIES ASSOCIATION, INC.

292 MADISON AVENUE

NEW YORK, N.Y. 10017

TELEPHONE-AREA CODE 212

OR 9-6020

April 8, 1968

Subject: First 3-Month Financial
Statement

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

Dear Sir:

Attached please find the financial statement of the
Association for the first three months of 1968.

Sincerely yours,



David M. Borcina
Secretary, Treasurer

DMB:so
Att:

C
P
LIA02358

April 2, 1968

LEAD INDUSTRIES ASSOCIATION, INC.

BALANCE SHEET

March 31, 1968

ASSETS

CURRENT ASSETS:

CASH

Operating: Checking Account	\$ 83,378.	
Savings Accounts	<u>254,778.</u>	\$338,156.
Petty Cash Account		<u>200.</u> \$338,356.

ACCOUNT RECEIVABLE:

Travel Advances	2,508.	
Air Travel Deposit	<u>425.</u>	<u>2,933.</u>
Grand Total All Assets		<u>\$341,289.</u>

LIABILITIES AND FUND BALANCES

CURRENT LIABILITIES:

NONE

FUND BALANCES:

LIA Operating Fund 3/31/68	\$222,590.
Health & Safety Fund 3/31/68	<u>118,699.</u>
Grand Total All Liabilities & Fund Balances	<u>\$341,289.</u>

LIAC2359

N 3660.01

LEAD INDUSTRIES ASSOCIATION, INC.STATEMENT OF RECEIPTS, DISBURSEMENTS & FUND BALANCESJanuary 1 - March 31, 1968

	<u>LIA OPERATING FUND</u>		<u>HEALTH & SAFETY FUND</u>	
	<u>ACTUAL</u>	<u>1968</u>	<u>ACTUAL</u>	<u>1968</u>
	<u>EXPENSE</u>	<u>BUDGET</u>	<u>EXPENSE</u>	<u>BUDGET</u>
<u>INCOME:</u>				
1. Assessments:				
a. Membership	\$ 23,903.	\$105,000.	\$	30.
b. Ind. Devel. (Pig Lead Sales)	144,797.	518,400.		
2. Interest on Savings	-	8,000.		
3. Service Fee - Health & Safety		20,000.		
4. Reimbursement for Publications	540.	1,000.		
5. Miscellaneous Income	41.	1,000.		
Total All Income	<u>\$169,281.</u>	<u>\$653,400.</u>	<u>\$</u>	<u>30.</u>
<u>ADMINISTRATIVE EXPENSE - SCHEDULE "A"</u>	\$ 70,309.	\$335,255.		
<u>PROMOTION & DEVELOPMENT - SCHEDULE "B"</u>	61,407.	426,650.	23,814.	75,000.
Total All Expenses	<u>\$131,716.</u>	<u>\$761,905.</u>	<u>\$ 23,814.</u>	<u>\$75,000.</u>
<u>CHANGE IN FUND BALANCES</u>	\$ 37,565.		(\$23,784.)	
Fund Balance January 1, 1968	<u>185,025.</u>		<u>142,483.</u>	
Fund Balance March 31, 1968	<u>\$222,590.</u>		<u>\$118,699.</u>	

LIAO2360

LEAD INDUSTRIES ASSOCIATION, INC.STATEMENT OF EXPENSESJanuary 1 - March 31, 1968SCHEDULE "A"

<u>EXPENSES - ADMINISTRATIVE:</u>	<u>ACTUAL EXPENSE</u>	<u>1968 BUDGET</u>
1. Salaries	\$48,945.	\$205,515.
2. Payroll Taxes	2,466.	7,500.
3. Pension Premiums		18,000.
4. Business Insurance	493.	1,000.
5. Group Insurance	588.	2,500.
6. Rent	4,860.	19,440.
7. Travel and Expenses	8,822.	45,000.
8. Meeting Expenses:		
a. Annual Meeting	(4,616.) Cr.	(3,000.
b. All other Meetings	136.	(
9. Professional Fees:		
a. Auditing	-	(
b. Legal	638.	(4,000.
c. All Other	450.	(
10. Printing & Office Supplies	950.	6,000.
11. Telephone & Telegrams	1,484.	5,400.
12. Postage & Express	1,633.	5,500.
13. Subscriptions - Books & Periodicals	249.	700.
14. Furniture & Equipment	366.	1,000.
15. Office Services:		
a. Temporary Office Help	725.	(
b. All Other	1,395.	(8,000.
16. Technical Assn. Membership	339.	700.
17. Miscellaneous Administrative Expense	<u>386.</u>	<u>2,000.</u>
Total Administrative Expense	<u>\$70,309.</u>	<u>\$335,255.</u>

LIA02361

LEAD INDUSTRIES ASSOCIATION, INC.STATEMENT OF EXPENSESJanuary 1 - March 31, 1968SCHEDULE "B"

<u>EXPENSES - PROMOTION & DEVELOPMENT:</u>	<u>ACTUAL EXPENSE</u>	<u>1968 BUDGET</u>
1. Quarterly Publication "Lead"	\$ 3,406.	\$ 37,000.
2. Conventions & Exhibits	7,499.	16,000.
3. Lead Abstracts	2,670.	14,000.
4. Reprints of Technical Articles	1,035.	10,000.
5. Test Programs	-	3,000.
6. Illustrative Expense	208.	3,000.
7. Motion Picture, "The Lead Matrix":		
a. General Distribution	1,489.	16,000.
b. U.S.B.M.	1,049.	2,000.
8. Monograph	-	3,000.
9. Corrosion Handbook	-	5,000.
10. Annual Review	-	1,000.
11. Apprentice Contest	-	1,200.
12. National Shooting Sports Foundation	650.	650.
13. Steel Structures Painting Council	-	1,000.
14. Contingency Material from ILZRO	-	10,000.
15. Space Advertising:		
a. Architectural & Construction	8,106.	73,000.
b. Cable Program	-	14,300.
c. Industrial Battery Program	12,586.	47,000.
d. Pigments & Chemicals Program	2,025.	24,000.
e. Solder, Terne & Design Engineer Program	-	34,200.
f. Misc. Production Costs	529.	25,000.
16. Sweet's Catalog Files:		
a. Architectural & Construction	(54.)Cr.	9,600.
b. Solder, Terne & Design Engineer Program	(102.)Cr.	3,700.
17. Booklets & Publications:		
a. Architectural & Construction Bulletins	806.	5,000.
b. Battery Publications	164.	3,000.
c. Ceramic Supplements	8.	2,000.
18. Publicity Program (Weiss)	5,425.	35,000.
19. Industrial Battery Education Program:		
a. Film	12,413.	18,000.
b. Literature	-	5,000.
c. Miscellaneous	-	2,000.
20. Miscellaneous Promotion Expense	1,495.	3,000.
Total Promotion & Development Expense	<u>\$61,407.</u>	<u>\$426,650.</u>

LIA02362