

LEAD INDUSTRIES ASSOCIATION, INC.BALANCE SHEETJune 30, 1968ASSETSCURRENT ASSETS:CASH

|                             |                   |                            |
|-----------------------------|-------------------|----------------------------|
| Operating: Checking Account | \$ 14,061.81      |                            |
| Savings Accounts            | <u>260,334.86</u> | \$274,396.67               |
| Petty Cash Account          |                   | <u>200.00</u> \$274,596.67 |

ACCOUNT RECEIVABLE:

|                              |             |                     |
|------------------------------|-------------|---------------------|
| Travel Advances              | 584.40      |                     |
| Air Travel Deposit           | 425.00      |                     |
| Miscellaneous A/C Receivable | <u>1.40</u> | <u>1,010.80</u>     |
| Grand Total All Assets       |             | <u>\$275,607.47</u> |

LIABILITIES AND FUND BALANCESCURRENT LIABILITIES:

NONE

FUND BALANCES:

|                                             |                     |
|---------------------------------------------|---------------------|
| LIA Operating Fund 6/30/68                  | \$165,892.29        |
| Health & Safety Fund 6/30/68                | <u>109,715.18</u>   |
| Grand Total All Liabilities & Fund Balances | <u>\$275,607.47</u> |

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LEAD INDUSTRIES ASSOCIATION, INC.STATEMENT OF RECEIPTS, DISBURSEMENTS & FUND BALANCESJanuary 1 - June 30, 1968

|                                             | <u>LIA OPERATING FUND</u><br>1968 |                   | <u>HEALTH &amp; SAFETY FUND</u><br>1968 |                  |
|---------------------------------------------|-----------------------------------|-------------------|-----------------------------------------|------------------|
|                                             | <u>ACTUAL</u>                     | <u>BUDGET</u>     | <u>ACTUAL</u>                           | <u>BUDGET</u>    |
| <u>INCOME:</u>                              |                                   |                   |                                         |                  |
| 1. Assessments:                             |                                   |                   |                                         |                  |
| a. Membership                               | \$ 46,543.52                      | \$105,000.        | \$ 30.00                                |                  |
| b. Ind. Devel.(Pig Lead Sales)              | 267,731.10                        | 518,400.          |                                         |                  |
| 2. Interest on Savings                      | 5,556.32                          | 8,000.            |                                         |                  |
| 3. Service Fee - Health & Safety            | 10,000.00                         | 20,000.           |                                         |                  |
| 4. Reimbursement for Publications           | 875.00                            | 1,000.            |                                         |                  |
| 5. Miscellaneous Income                     | 40.89                             | 1,000.            |                                         |                  |
| Total All Income                            | <u>\$330,746.83</u>               | <u>\$653,400.</u> | <u>\$ 30.00</u>                         | <u>-0-</u>       |
| <u>DISBURSEMENTS:</u>                       |                                   |                   |                                         |                  |
| 1. <u>Administrative - Schedule "A"</u>     | <u>\$179,090.38</u>               | <u>\$335,255.</u> |                                         |                  |
| 2. <u>Prom. &amp; Devel. - Schedule "B"</u> | <u>170,789.12</u>                 | <u>426,650.</u>   | <u>32,797.08</u>                        | <u>75,000.</u>   |
| Total All Disbursements                     | <u>\$349,879.50</u>               | <u>\$761,905.</u> | <u>\$ 32,797.08</u>                     | <u>\$75,000.</u> |
| <u>CHANGE IN FUND BALANCES:</u>             | <u>(\$19,132.67)</u>              |                   | <u>(32,767.08)</u>                      |                  |
| Fund Balance January 1, 1968                | <u>185,024.96</u>                 |                   | <u>142,482.26</u>                       |                  |
| Fund Balance June 30, 1968                  | <u>\$165,892.29</u>               |                   | <u>\$109,715.18</u>                     |                  |

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LEAD INDUSTRIES ASSOCIATION, INC.STATEMENT OF DISBURSEMENTSJanuary 1 - June 30, 1968SCHEDULE "A"

| <u>DISBURSEMENTS - ADMINISTRATIVE:</u>   | <u>ACTUAL<br/>EXPENSE</u> | <u>1968<br/>BUDGET</u> |
|------------------------------------------|---------------------------|------------------------|
| 1. Salaries                              | \$ 99,180.62              | \$205,515.             |
| 2. Payroll Taxes                         | 4,250.74                  | 7,500.                 |
| 3. Pension Premiums                      | 16,634.50                 | 18,000.                |
| 4. Business Insurance                    | 797.42                    | 1,000.                 |
| 5. Group Insurance                       | 1,139.19                  | 2,500.                 |
| 6. Rent                                  | 9,720.00                  | 19,440.                |
| 7. Travel and Expenses                   | 23,532.70                 | 45,000.                |
| 8. Meeting Expenses:                     |                           |                        |
| a. Annual Meeting                        | 2,444.27                  | ( 3,000.               |
| b. All other Meetings                    | 136.15                    | (                      |
| 9. Professional Fees:                    |                           |                        |
| a. Auditing                              | 1,150.00                  | (                      |
| b. Legal                                 | 898.06                    | ( 4,000.               |
| c. All Other                             | 1,065.00                  | (                      |
| 10. Printing & Office Supplies           | 2,847.84                  | 6,000.                 |
| 11. Telephone & Telegrams                | 2,925.66                  | 5,400.                 |
| 12. Postage & Express                    | 3,985.18                  | 5,500.                 |
| 13. Subscriptions - Books & Periodicals  | 545.73                    | 700.                   |
| 14. Furniture & Equipment                | 365.57                    | 1,000.                 |
| 15. Office Services:                     |                           |                        |
| a. Temporary Office Help                 | 1,932.94                  | ( 8,000.               |
| b. All Other                             | 2,917.21                  | (                      |
| 16. Technical Assn. Membership           | 820.00                    | 700.                   |
| 17. Miscellaneous Administrative Expense | 1,801.60                  | 2,000.                 |
| Total Administrative Expense             | <u>\$179,090.38</u>       | <u>\$335,255.</u>      |

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LEAD INDUSTRIES ASSOCIATION, INC.STATEMENT OF DISBURSEMENTSJanuary 1 - June 30, 1968SCHEDULE "B"

| <u>DISBURSEMENTS - PROMOTION &amp; DEVELOPMENT:</u> | <u>ACTUAL<br/>EXPENSE</u>  | <u>1968<br/>BUDGET</u>   |
|-----------------------------------------------------|----------------------------|--------------------------|
| 1. Quarterly Publication "Lead"                     | \$12,602.60                | \$ 37,000.               |
| 2. Conventions & Exhibits                           | 15,613.41                  | 16,000.                  |
| 3. Lead Abstracts                                   | 5,199.19                   | 14,000.                  |
| 4. Reprints of Technical Articles                   | 2,379.03                   | 10,000.                  |
| 5. Test Programs                                    | 2,000.00                   | 3,000.                   |
| 6. Illustrative Expense                             | 924.41                     | 3,000.                   |
| 7. Motion Picture, "The Lead Matrix":               |                            |                          |
| a. General Distribution                             | 6,776.83                   | 16,000.                  |
| b. U.S.B.M.                                         | 1,049.32                   | 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             | 650.00                     | 650.                     |
| 13. Electric Vehicle Council                        | 500.00                     | 500.                     |
| 14. Steel Structures Painting Council               | 1,000.00                   | 1,000.                   |
| 15. Contingency Material from ILZRO                 | -                          | 10,000.                  |
| 16. Space Advertising:                              |                            |                          |
| a. Architectural & Construction                     | 32,684.09                  | 73,000.                  |
| b. Cable Program                                    | 4,675.16                   | 14,300.                  |
| c. Industrial Battery Program                       | 20,287.46                  | 47,000.                  |
| d. Pigments & Chemicals Program                     | 9,053.31                   | 24,000.                  |
| e. Solder, Terne & Design Engineer Program          | 4,181.68                   | 34,200.                  |
| f. Misc. Production Costs                           | 8,098.29                   | 25,000.                  |
| 17. Sweet's Catalog Files:                          |                            |                          |
| a. Architectural & Construction                     | (216.00) Cr.               | 9,600.                   |
| b. Solder, Terne & Design Engineer Program          | (171.20) Cr.               | 3,700.                   |
| 18. Booklets & Publications:                        |                            |                          |
| a. Architectural & Construction Bulletins           | 4,254.67                   | 5,000.                   |
| b. Battery Publications                             | 1,099.62                   | 3,000.                   |
| c. Ceramic Supplements                              | 8.40                       | 2,000.                   |
| 19. Publicity Program (Weiss)                       | 14,945.56                  | 35,000.                  |
| 20. Industrial Battery Education Program:           |                            |                          |
| a. Film                                             | 20,543.03                  | 18,000.                  |
| b. Literature                                       | 822.98                     | 5,000.                   |
| c. Miscellaneous                                    | -                          | 1,500.                   |
| 21. Miscellaneous Promotion Expense                 | 1,827.28                   | 3,000.                   |
| <b>Total Promotion &amp; Development Expense</b>    | <b><u>\$170,789.12</u></b> | <b><u>\$426,650.</u></b> |

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