

Lead Industries Association, Inc.

292 Madison Avenue • New York, N. Y. 10017 • Telephone: (212) 679-6020

January 14, 1971

File - 11A B-4 D

2/7/71

Subject: Financial Statement
January 1-December 31, 1970

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

Dear Sir:

Attached please find the 12-Month financial statement of
the Association for 1970.

Sincerely yours,



David M. Borcina
Secretary, Treasurer

DMB:so
Att:

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LEAD INDUSTRIES ASSOCIATION, INC.STATEMENT OF ADMINISTRATIVE DISBURSEMENTSJanuary 1 - December 31, 1970SCHEDULE "A"

<u>ADMINISTRATIVE DISBURSEMENTS</u>	<u>ACTUAL DISBURSEMENTS</u>	<u>1970 BUDGET</u>
1. Salaries:		
a. Gross Salaries	\$194,638.40	(
b. Temporary Help	5,092.11	{ \$217,800.
c. Employment Agency Fees	969.80	(
d. Blue Cross & Blue Shield	2,958.10	(
2. Payroll Taxes	5,815.46	9,000.
3. Pension Premium (Bankers Life Co.)	16,091.50	16,000.
4. Business Insurance:		
a. General	1,228.91	(
b. N. Y. Disability	341.18	{ 1,500.
5. Group Insurance	3,140.52	2,500.
6. Rent	24,000.00	24,000.
7. Travel and Expenses	36,202.67	40,000.
8. Meeting Expenses:		
a. Annual Meeting	3,135.16	(
b. All Other	1,343.23	{ 3,000.
9. Professional Fees:		
a. Auditing	1,200.00	(
b. Legal	1,312.94	{ 5,000.
c. All Other	2,340.00	(
10. Printing & Office Supplies	5,362.41	6,000.
11. Telephone & Telegrams	5,980.88	6,000.
12. Postage and Express	10,689.12	7,500.
13. Subscriptions - Books & Periodicals	1,032.53	800.
14. Furniture & Equipment	4,403.83	5,000.
15. Office Services	7,678.79	7,000.
16. Technical Association Dues	697.50	700.
17. Miscellaneous	1,155.70	1,000.
Total	<u>\$336,810.74</u>	<u>\$352,800.</u>

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LEAD INDUSTRIES ASSOCIATION, INC.

STATEMENT OF PROMOTION & DEVELOPMENT DISBURSEMENTS

January 1 - December 31, 1970

SCHEDULE "B"

PROMOTION & DEVELOPMENT DISBURSEMENTS:	ACTUAL DISBURSEMENTS	1970 BUDGET
1. Advertising:		
a. Agency Fees	\$ 75,000.00	\$ 75,000.
b. Out-of-pocket Agency Expenses	6,986.63	5,000.
2. Space Advertising:		
a. Architectural & Construction	58,707.55	55,900.
b. Industrial Battery Program	61,145.92	60,200.
c. Pigments and Chemicals	20,284.79	19,100.
d. Products Promotion & Design Eng.	44,642.16	47,200.
e. Miscellaneous & Production Costs	25,459.48	29,100.
3. Industrial Battery Program:		
a. Film	67.84	1,000.
b. Literature	2,043.22	1,000.
c. Exhibits & Misc.	2,325.28	2,000.
4. Conventions & Exhibits:		
a. Plant Engineering & Maintenance Show	4,520.88	(
b. Design Engineers Show	5,044.07	(
c. Construction Specifications Institute	2,087.27	(15,000.
d. National Plumbing Exposition	714.68	(
e. Miscellaneous	1,717.20	(
5. New Publications:		
a. Lead Monograph	540.00	3,000.
b. Corrosion Handbook	-	6,000.
c. Calking Lead and Solder Booklets	-	-
d. Corrosion Inhibiting Paint Bulletin	-	-
6. Existing Literature Expenses:		
a. Lead Magazine		45,000.
1. Printing Costs	24,772.91	
2. Mailing Costs	14,629.08	
3. Mailing List Maintenance	10,806.63	
b. Annual Review	1,995.98	2,000.
c. Lead Abstracts	14,087.43	16,000.
d. "Sweets" Catalog File	11,233.09	11,000.
e. Miscellaneous Literature	6,428.77	3,000.
7. Reprinting Technical Articles	11,850.77	10,000.
8. Test Programs	882.29	5,000.
9. Illustrative and Photographic Expenses	2,232.39	1,000.
10. Motion Picture "The Lead Matrix":		
a. General Distribution	9,554.06	10,500.
b. U. S. Bureau of Mines	2,000.00	2,000.
11. Apprentice Contest	1,338.16	1,500.
12. Contribution to Technical Societies:		
a. National Shooting Sports Foundation	650.00	(
b. Steel Structures Painting Council	1,000.00	(2,900.
c. Electric Vehicle Council	1,000.00	(
13. Zinc & Lead International Service	14,450.41	15,400.
14. Battery Powered Airport Buses	-	13,000.
15. Study on Off the Road Electric Vehicles	7,583.70	-
16. Health & Safety Program:		
a. Hill & Knowlton - Fee	72,465.99	(
b. Kettering Abstracts	18,013.56	(
c. Hill & Knowlton - "T-E-L"	85,972.85	(130,800.
d. "Facts About Lead and Pediatrics"	5,290.36	(
e. Childhood Lead Poisoning Movie	200.00	(
f. Miscellaneous	10,338.16	(
17. Contingency Material From ILZRO	7,192.18	10,000.
18. Contingency: Miscellaneous Promotion	78.95	3,000.
Total	<u>\$647,334.69</u>	<u>\$601,600.</u>

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