

292 MADISON AVENUE

NEW YORK, N.Y. 10017

TELEPHONE—AREA CODE 212

OR 9-6020

April 10, 1967

Subject: Quarterly Financial
Statement

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

Dear Sir:

Attached please find the first quarterly financial statement
of the Association for 1967.

Sincerely yours,

David M. Borcina
s/o

David M. Borcina
Secretary, Treasurer

DMB:so
Enc:

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Look Ahead with Lead

LEAD INDUSTRIES ASSOCIATION, INC.STATEMENT OF INCOME, EXPENSES & FUND BALANCEJanuary 1 - March 31, 1967

	<u>LIA FUND</u>	<u>1967 BUDGET</u>
<u>INCOME:</u>		
Assessments:		
Membership	\$ 21,487.	\$101,000.
Ind. Development (Sale of Pig Lead in U.S.)	113,055.	546,000.
Health & Safety Public Relations Program	41,169.	199,000.
Reimbursement for Publications	150.	-0-
Miscellaneous	<u>54.</u>	<u>-0-</u>
Total All Income	\$175,915.	\$846,000.
<u>ADMINISTRATIVE EXPENSE - Schedule "A"</u>	\$ 76,509.	\$323,150.
<u>PROM. & DEVEL. EXPENSE - Schedule "B"</u>	<u>62,059.</u>	<u>597,350.</u>
Grand Total All Expenses	<u>\$138,568.(1)</u>	<u>\$920,500.</u>
Excess - Income over Expenses	\$ 37,347.	
Operating Fund January 1, 1967	<u>184,846.</u>	
Operating Fund March 31, 1967	<u>\$222,193.</u>	

Note: (1) In addition, there was \$16,544.32 disbursed
to date relating to 1966 Accounts Payable

LIAOC909

LEAD INDUSTRIES ASSOCIATION, INC.STATEMENT OF EXPENSESJanuary 1 - March 31, 1967SCHEDULE "A"

	<u>LIA FUND</u>	<u>1967 BUDGET</u>
<u>EXPENSES - ADMINISTRATIVE:</u>		
1. Salaries	\$55,347.)	
2. Payroll Taxes	3,076.)	\$200,000.
3. Pension Premiums	-0-	18,000.
4. Business Insurance	238.)	
5. Group Insurance	307.)	2,000.
6. Rent	4,860.	20,000.
7. Travel & Expenses	7,381.	45,000.
8. Annual & Committee Meetings (net)	(2,601.)	3,000.
9. Professional Fees (Legal, Auditing & Consulting)	375.	3,500.
10. Annual Statistical Review	-0-	650.
11. Printing & Office Supplies	1,300.	6,000.
12. Telephone & Telegrams	1,410.	5,000.
13. Postage & Express	1,993.	7,000.
14. Subscriptions - Books & Periodicals	144.	1,300.
15. Furniture & Fixtures	-0-	2,000.
16. Office Services	1,450.	7,000.
17. Temporary Office Help	768.	-0-
18. Tech. Assn. Membership Dues	147.	700.
19. Miscellaneous	<u>314.</u>	<u>2,000.</u>
Total All Administrative Expense	<u>\$76,509.</u>	<u>\$323,150.</u>

LIA00810

LEAD INDUSTRIES ASSOCIATION, INC.STATEMENT OF EXPENSESJanuary 1 - March 31, 1967SCHEDULE "B"

<u>EXPENSES - PROMOTION & DEVELOPMENT:</u>	<u>LIA FUND</u>	<u>1967 BUDGET</u>
1. Quarterly Publication "Lead"	\$ 908.	\$ 37,000.
2. Conventions & Exhibits	6,060.	19,000.
3. Lead Abstracts	2,356.	12,000.
4. Reprints of Technical Articles	1,568.	10,000.
5. Test Programs	-0-	10,000.
6. Illustrative Expenses-Publications & Adv.	160.	5,000.
7. Motion Picture, "The Lead Matrix"	1,681.	16,000.
8. Monograph	-0-	3,000.
9. Corrosion Handbook	-0-	5,000.
10. Annual Review	-0-	1,000.
11. Apprentice Contest	-0-	1,500.
12. National Shooting Sports Foundation	650.	650.
13. Steel Structures Painting Council	-0-	1,000.
14. Contingency-Material from IILZRO	1,060.	10,000.
15. Space Advertising:		
a. Architectural & Construction	14,617.	67,400.
b. Cable Program	1,553.	12,100.
c. Industrial Battery Program	4,319.	36,800.
d. Pigments & Chemicals Program	3,204.	22,200.
e. Solder, Terne & Design Engineer Program	4,050.	31,900.
f. Color Coding Program	-0-	37,500.
g. Misc. Production Costs	1,559.	25,000.
16. Sweet's Catalog Files:		
a. Architectural & Construction	-0-	9,600.
b. Solder, Terne & Design Engineer Program	-0-	3,700.
17. Booklets & Publications:		
a. Architectural & Construction	678.	5,000.
b. Battery Publications	194.	3,000.
c. Ceramic Supplements	-0-	2,000.
c. Color Coding Booklet	-0-	5,000.
18. Health & Safety Program	17,221.	200,000.
19. Miscellaneous Promotion Expenses	221.	5,000.
 Total All Promotion & Development Expense	 <u>\$62,059.</u>	 <u>\$597,350.</u>

LIA00811

April 6, 1967

LEAD INDUSTRIES ASSOCIATION, INC.

BALANCE SHEET

March 31, 1967

ASSETS

CURRENT ASSETS:

CASH:

Operating:	Checking Account	\$126,599.	
	Savings Accounts	<u>95,517.</u>	\$222,116.
	Petty Cash Account		<u>200.</u> \$222,316.

ACCOUNTS RECEIVABLE:

Air Travel Deposit	425.	
1966 Assessments Outstanding	58.	
Due from AZI	178.	
Travel Advances	2,456.	
Miscellaneous Receivables	<u>355.</u>	<u>3,472.</u>

Grand Total All Assets	<u>\$225,788.</u>
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LIABILITIES AND FUND BALANCES

CURRENT LIABILITIES:

ACCOUNTS PAYABLE:

Quarterly Publications "Lead"	\$ 3,595.
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<u>FUND BALANCE - 3/31/67</u>	<u>222,193.</u>
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Grand Total All Liabilities & Fund Balances	<u>\$225,788.</u>
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