



Lead Industries Association, Inc.

292 Madison Avenue

New York, N. Y. 10017

Telephone: (212) 679-6020

MINUTES

Meeting of Board of Directors

Lead Industries Association, Inc.

December 3, 1968

Subject to Revision

By direction of the Chairman, and in accordance with notices of September 27, and November 12, 1968, a meeting of the Board of Directors of the Lead Industries Association, Inc., was held on Tuesday, December 3, 1968 in the Association's board room, 292 Madison Avenue, New York, N.Y.

Directors Present

Aubrey M. Callis, Chairman
J. Bers
D. R. Carter
Donald R. Diggs (Representing
W. Allen Taft, Jr.)
John R. Englehorn
Robert Hendricks
W. G. Hewitt
L. J. Randall
John F. Rittenhouse
T. M. Smylie
Simon D. Strauss
Dennis Taylor (Representing
R. J. Hopkins)
Ivor Thompson
Warren T. Trask (Representing
H. J. Whitson)
Herbert M. Weed
W. P. Wilke III

Representing

Federated Metals Div., American
Smelting & Refining Co.
Bers & Co.
The Eagle Picher Industries, Inc.
E. I. du Pont de Nemours & Co.
St. Joseph Lead Co.
Cominco, Ltd.
The Bunker Hill Co.
Hecla Mining Co.
C & D Batteries
The Ethyl Corp.
American Smelting & Refining Co.
Broken Hill Associated Smelters
Proprietary, Ltd.
Cerro Sales Corp.
National Lead Co.
Anaconda Sales Co.
Hammond Lead Products, Inc.

GUESTS

Lawrason Riggs III
R. K. Scales

St. Joseph Lead Co.
The Ethyl Corp.

LIA STAFF

J. L. Kimberley, Executive Vice President

D. M. Borsina, Secretary/Treasurer

LIA02270

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Chairman Callis presided and Mr. Borcina served as Secretary.

(1) CALL TO ORDER

The meeting was called to order at 1:55 P.M.

(2) ATTENDANCE

The presence of thirteen Directors and three representatives of Directors constituted a quorum for the transaction of business.

The Secretary presented a copy of the notice of meeting and agenda which had been mailed to each Director, as provided in Section 4.03 of the Corporation's By-Laws. The copy was ordered filed with the minutes as Appendix "A" (Sent to Directors on November 12, 1968.)

(3) MINUTES OF PREVIOUS MEETING

In the absence of comments, the minutes of the meeting held on April 3, 1968 in Montreal, Canada were ordered approved as circulated.

(4) APPOINTMENT OF MR. HEWITT AS DIRECTOR

The Chairman reported that the Bunker Hill Co. had requested that Mr. W. G. Hewitt serve out the unexpired term of Mr. Charles Schwab as a member of the Board and the Executive Committee and with the Board's approval the Secretary was requested to make the change in the records of the Association.

(5) THE 1969 BUDGET REVIEW

At the request of the Chairman, the Executive Vice President and Secretary presented the budget proposal for 1969 in detail.

The Secretary reported that the Industry Development Committee at its meeting on October 25, 1968 had reviewed the proposed 1969 budget and recommended its approval as per the minutes of that meeting, Appendix "B" attached. (Sent to members on November 12, 1968, attached to the Agenda)

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The Zinc Car (ILZRO)

The Executive Vice President stated that the Industry Development Committee had recommended an expenditure of 5 percent of the total promotional effort of the Zinc car by the Zinc Institute or \$10,000 whichever was lower. He reported that the Zinc Institute Board had approved an expenditure of \$80,000 for 1969. As a result the amount required from LIA would be \$4,000 rather than the \$10,000 now included in the recommended budget.

After some discussion, it was agreed that LIA participate in the promotion of the lead applications now planned for the "Zinc Car" to a maximum of \$4,000 and that the Chairman, Executive Vice President and the Chairman of the Industry Development Committee consult on how best to participate in this promotional effort.

Zinc and Lead International Service (ZALIS)

The Executive Vice President reported that for over three years ZDA/LDA, London, has carried on promotional and development work in the developing areas of the world such as India, South East Asia, the near East, South Africa and more recently an approach to South America. The funding in the past, he reported, has been through ZDA/LDA money augmented by certain company contributions. It is now proposed for 1969 that the fund be enlarged to \$140,000 per year with the existing plan including the provision that the LIA and ZI share equally 40 percent of the total or \$28,000 from each organization. He further stated that this proposal is not included in the 1969 budget recommendations just reviewed and if approved would increase the 1969 recommended rate per ton for Pig Lead Sales in the U.S. from \$1.12 to \$1.17.

After considerable discussion it was agreed that the service to be rendered by the Zinc and Lead International Service will be essentially for the development of markets in the area being helped, and that assistance as might be required concerning production facilities would be limited to the furnishing of reference to existing professional sources or published information.

A motion was thereupon made and seconded approving LIA's participation in the Zinc and Lead International Service at \$28,000 for 1969 and was carried with six votes for, three against and five abstentions.

LIA Man in ZI Detroit Office

The Executive Vice President suggested that LIA consider the employment of a man to work out of the Detroit office of the Zinc Institute on behalf of lead's applications in the automotive and related fields.

After some discussion it was agreed that an exploratory effort be made utilizing the part-time services of a man to determine what could be done and that a sum of \$10,000 be set aside for this purpose in 1969.

(6) BUDGET APPROVAL AND 1969 ASSESSMENTS

At the request of the Chairman the Secretary then presented the 1969 recommended budget and rates per ton incorporating the actions just taken as follows:

	<u>1969 Budget *</u>
Administrative and Technical Service	\$330,300
Advertising, Publications and Related Promotion	395,900
Zinc and Lead International Service (ZALIS)	28,000
Motion Picture Distribution	17,000
Health and Safety Public Relations Program	75,000
External Public Relations	35,000
Detroit Field Man Feasibility Study	10,000
Misc. Including Contingencies	26,650
	\$917,850

* Details attached as Appendix "C"

1969 Rates Per Ton

<u>Membership</u>	<u>Rates Per Ton</u>
Mining	20¢
Manufacturing and Smelting and Refining	5¢
Assembled Articles	2½¢

Industry Development

LIA02273

Pig Lead Sales in U.S.	\$1.17
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On motion made, seconded and carried without dissenting vote, the 1969 budget and rates per ton as outlined above were approved.

(7) REPORT OF CONSOLIDATION OF VARIOUS JOINT
LIA and ZINC INSTITUTE ACTIVITIES

The Executive Vice President stated that efforts are continuing or newly underway to determine if any savings can be affected by combining the public relations and film distribution programs of the LIA and the Zinc Institute and that recommendations would be submitted at the next meeting.

(8) HEALTH AND SAFETY ACTIVITIES

At the request of the Chairman the representative of the Ethyl Corp. reported on his company's activities with respect to the automobile and air pollution. He briefly reviewed Ethyl's activities in this area and particularly that part being played by their newly opened Vehicle Emission Testing Laboratory which incorporates the most sophisticated research and development facilities for studying all phases of automotive emissions. It is expected, he reported, that these facilities will allow Ethyl to make added contributions in reducing the automobile's role in the overall problem of air pollution. A descriptive booklet as prepared by Ethyl, was distributed to those in attendance.

Health Study of Lead Workers

The Secretary reported that ILZRO's Program Review Committee at its meeting on October 29, 1968 provisionally approved unanimously the recommendations of ILZRO's Environmental Health Committee that a study of the health of employees in LIA member plants be made. The approval was provisional to the extent that the study be made only with the approval of the LIA Board of Directors. The amount approved by ILZRO was \$25,000, split equally between ILZRO and the antiknock manufacturers.

The study will include measures of morbidity and mortality of the industry's workers and will attempt to show that such workers are not heir to any more ills than the general population. Cooperation of member companies representing all segments of the industry is necessary if the study is to have any validity at all. LIA will, if the study is approved, contact member companies requesting their cooperation.

Informal discussions with the officials or industrial hygienists of Asarco, Bers, Broken Hill, Electric Storage Battery and St. Joe have indicated an interest in this study, and a willingness to cooperate.

LIA02274

The Secretary reported that similar studies had been made of the employees of the lead antiknock industry with no indication that their lead workers morbidity and mortality record differ from the general population.

After discussion it was agreed to approve such a study by ILZRO and that an effort be made to include a representative group of companies on a voluntary basis representing both domestic and foreign operations.

(9) APPOINTMENT OF NOMINATING COMMITTEES FOR
DIRECTORS AND OFFICERS

The Chairman with the Board's approval appointed the following individuals representing members of LIA to serve on the Nominating Committees

for Directors:

Mr. Mal Bonyngne, Chairman
Mr. Frank Barton
Mr. Warren Trask

for Officers:

Mr. Ivor Thompson, Chairman
Mr. Julian Bers
Mr. William Wilke

(10) REPORT ON MEMBERSHIP

The Secretary reported that there are currently 59 corporate members of LIA with no new members or resignations during 1968. Approaches were made during 1968 to Dresser-Magcobar and Globe-Union without success to date.

(11) APPROVAL OF AUDITORS

The Chairman reported that the accounting firm of Peat, Marwick, Mitchell & Co. had audited the books of LIA most recently and the Zinc Institute for many years and recommended their approval as auditor of LIA's 1968 accounts.

On motion made, seconded and carried without dissenting vote, Peat, Marwick, Mitchell & Co. was approved as auditors for the 1968 accounts of LIA.

(12) ADJOURNMENT

In the absence of any other business to come before the meeting, it thereupon adjourned at 4:50 P.M.

Respectfully submitted,



David M. Borcina
Secretary, Treasurer

APPROVED: _____



A. M. Callis, Chairman

DMB:so

Att: APPENDIX "C"

APPENDIX "C"
Board of Directors Meeting
December 3, 1968

Table I - Approved Expenditures - 1968-1969

	Approved 1968	Estimated Actual 1968	Approved 1969
<u>A - Administrative & Technical Service</u>			
1) Salaries	\$205,515	\$201,800	\$198,000 *
2) Payroll Taxes	7,500	5,700	7,500
3) Pension Premiums	18,000	16,635	18,000
4) Business & Group Insurance	3,500	3,500	4,000
5) Rent	19,440	19,440	16,500
6) Travel & Expenses	45,000	46,000	45,000
7) Annual & Committee Meetings	3,000	3,200	3,500
8) Professional Fees	4,000	5,000	5,000
9) Printing & Office Supplies	6,000	6,000	6,000
10) Telephone & Telegrams	5,400	6,000	6,000
11) Postage & Express	5,500	7,000	7,000
12) Subscriptions-Periodicals	700	800	800
13) Furniture & Fixtures	1,000	1,000	2,000
14) Office Services	8,000	8,000	8,000
15) Technical Association Dues	700	900	1,000
16) Miscellaneous	2,000	2,000	2,000
Total Administrative	\$335,255	\$332,975	\$330,300
<u>B - Advertising, Publications & Related Promotions - Continuing Programs</u>			
1) Advertising Space Production & Miscellaneous	\$ 25,000	\$ 15,000	\$ 25,000
2) Architectural & Construction	87,600	88,000	92,900
3) Cable	14,300	14,300	23,800
4) Industrial Batteries, Including Utility Salesmen's Education Program	75,000	77,500	59,500
5) Pigments & Chemicals	26,000	26,000	26,000
6) Product Promotion and Design Engr. (Formerly Solder, Terne & Design Engr.)	37,900	39,100	62,700

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APPENDIX "C"
Board of Directors Meeting
December 3, 1968

Table I (Continued)

B - (Continued)	Estimated		
	Approved 1968	Actual 1968	Approved 1969
7) "Lead" Magazine	\$ 37,000	\$ 42,000	\$ 45,000
8) Conventions and Exhibits	16,000	18,020	20,000
9) ILZRO Car - "Zincatura"	-	-	4,000
10) Lead Abstracts	14,000	12,000	14,000
11) Reprints of Technical Articles	10,000	7,000	10,000
12) Test Programs	8,000	8,000	10,000
13) Illustrations & Photography	3,000	2,500	3,000
	\$353,800	\$349,420	\$395,900
14) Zinc and Lead International Service (ZALIS)	-	-	28,000
15) Motion Picture Distribution: (Note 1 below)			
a. General	\$ 16,000	\$ 16,400	\$ 15,000
b. Bureau of Mines	2,000	1,050	2,000
	\$ 18,000	\$ 17,450	\$ 17,000
16) Health & Safety Public Relations Program (Hill & Knowlton)	\$ 75,000	\$ 75,000	\$ 75,000
17) External Public Relations (Note 1 below) Ed. H. Weiss)	\$ 35,000	\$ 35,000	\$ 35,000
18) Detroit Field Man Feasibility Study	-	-	\$ 10,000
<u>Miscellaneous and Contingencies</u>			
19) Lead Book (Monograph)	\$ 3,000	\$ 3,000	\$ 4,000
20) Corrosion Handbook (ILZRO)	5,000	-	5,000
21) Annual Review	1,000	-	1,000
22) Apprentice Contest	1,200	1,200	1,500
23) National Shooting Sports Foundation	650	650	650
24) Electric Vehicle Council	500	500	500
25) Steel Structures Painting Council	1,000	1,000	1,000
26) Contingencies			
a) General	3,000	3,300	3,000
b) ILZRO	10,000	-	10,000
	\$ 25,350	\$ 9,650	\$ 26,650
GRAND TOTAL	\$841,905	\$819,495	\$917,850

NOTE 1 - Subject to revision downward depending on discussions and decisions related to consolidation with Zinc Institute activities in same fields.

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APPENDIX "C"
Board of Directors Meeting
December 3, 1968

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Table II - Estimated 1969 Income and Expenditures

	<u>Regular</u>	<u>Health & Safety</u>
Balance, January 1, 1969	\$100,203	\$ 67,512
Memberships Assessments	120,000	
Pig Lead Sales	702,000	
Interest Earned Savings	8,000	
Reimbursement for literature and film "Lift Better Electrically"	5,000	
Miscellaneous	2,000	
	\$937,203	\$ 67,512
Estimated Expenditures	842,850	75,000
Operating Fund Balance December 31, 1969	\$ 94,353	(\$ 7,488)

DMB:so

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LIA02279



Zinc Institute, Inc.

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

October 31, 1968

TO: ALL DIRECTORS OF LEAD INDUSTRIES ASSOCIATION
AND ZINC INSTITUTE, INC.

RE: ZINC AND LEAD INTERNATIONAL SERVICE
(ZALIS)

Dear Mr. _____:

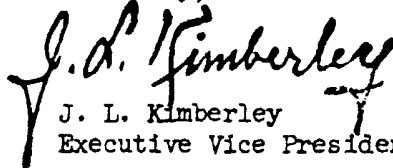
The Council of the Zinc Development Association and the Lead Development Association in London have now approved a modified concept of ZALIS calling for greater American participation in funding. It is understood that Japanese agreement seems assured. Australian approval is included, their contribution being covered through London.

Attached hereto is a copy of the latest statement from London on ZALIS along with a copy of a recent report illustrating the type of work as envisioned to cover South Africa (as of interest).

The item has been or will be introduced into the budget considerations of the Industry Development Committees of both LIA and the ZI, but it has been or will be made clear to both groups that this is a basic decision for the Directors and is of concern to them only for its influence on the gross budget recommendations. The American contribution as proposed would be \$56,000 - presumably divided equally between LIA and ZI.

This transmission is for your advance study.

Sincerely,


J. L. Kimberley
Executive Vice President

JLK/dmm
attachments

LIA02280



Lead Industries Association, Inc.

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

Exhibit A
IDC 11/25/68
Minutes
Attached
November 12, 1968

SUBJECT: NOTICE OF MEETING
AND AGENDA

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

Dear Sir:

As announced, under date of September 27, 1968, there will be a meeting of the Board of Directors of the Lead Industries Association, Inc. at 2:00 P. M., Tuesday, December 3, 1968 at the Association's headquarters. Arrangements have been made to hold a joint luncheon of the LIA and Zinc Institute Boards at 12:00 Noon on the mezzanine floor of the Les Champs Restaurant, 25 East 40th Street, New York. If you have not yet done so, please let us know if you plan on attending the luncheon and/or Board meeting. An agenda follows:

AGENDA

1. Approval of minutes of previous meeting (April 3, 1968)
2. Consideration of LIA budget and assessments for 1969 as recommended by the Industry Development Committee - see IDC meeting minutes of October 25, 1968 attached.
3. Consideration of promotion fund for Zinc and Lead International Service - see page 5 of IDC meeting minutes attached.
4. Report of consolidation of various joint LIA and Zinc Institute activities.
5. Appointment of a Director and Member of the Executive Committee to replace Mr. Charles E. Schwab.

LIA02281

N 747.03

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

November 12, 1968

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6. Health Study of Lead Workers. The ILZRO Program Review Committee at its meeting in October 29, 1968, approved an expenditure of \$25,000, funding to be split equally between ILZRO and TEL manufacturers, for a study of the morbidity and mortality of lead workers. The study is to include lead workers of member company plants and was approved with the proviso that the study receive the approval of the LIA Board.
7. Appointment of Nominating Committee for Directors.
8. Appointment of Nominating Committee for Officers.
9. Report on Membership.
10. Approval of Auditors.
11. Other items for discussion.

Sincerely,



David M. Borcina
Secretary, Treasurer

DMB:so
Att: October 25, 1968
IDC Meeting Minutes

LIA02282