

April 5, 1971

LEAD INDUSTRIES ASSOCIATION, INC.

STATEMENT OF RECEIPTS, DISBURSEMENTS & FUND BALANCES

January 1 - March 31, 1971

OPERATING FUND

	<u>1971 ACTUAL</u>	<u>1971 BUDGET</u>
<u>RECEIPTS:</u>		
1. Assessments:		
a. Pig Lead Sales	\$160,291.32	\$672,000.
b. All Other	56,535.88 (1)	172,000.
2. Interest on Savings	-	,000.
3. Miscellaneous:		
a. Publications	1,338.36	(5,000.
b. Other	230.35	(
Total All Receipts	<u>\$218,395.91</u>	<u>\$851,000.</u>
<u>DISBURSEMENTS:</u>		
1. Administrative - Schedule "A"	\$ 88,930.91	\$351,400.
2. Promotion & Development - Schedule "B"	114,331.55	568,600.
Total All Disbursements	<u>\$203,262.46</u>	<u>\$920,000.</u>
<u>CHANGES IN FUND BALANCES</u>	\$ 15,133.45	
<u>FUND BALANCE 1/1/71</u>	149,329.65	
<u>FUND BALANCE 3/31/71</u>	<u>\$164,463.10</u>	
<u>REPRESENTED BY:</u>		
Cash:		
Commercial Checking Account	\$109,870.91	
Savings Accounts	51,845.18	
Petty Cash	100.00	
Receivables & Deposits	\$161,816.09	
	2,647.01	
Total	<u>\$164,463.10</u>	

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Note (1) Includes 1970 Assessment monies of \$8,820.72 received during first quarter of 1971.

LEAD INDUSTRIES ASSOCIATION, INC.STATEMENT OF ADMINISTRATIVE DISBURSEMENTSJanuary 1 - March 31, 1971SCHEDULE "A"

<u>ADMINISTRATIVE DISBURSEMENTS</u>	<u>ACTUAL DISBURSEMENTS</u>	<u>1971 BUDGET</u>
1. Salaries:		
a. Gross Payroll	\$46,442.66	(
b. Temporary Help	195.90	(\$210,000.
c. Employment Agency Fees	156.00	(
d. Blue Cross & Blue Shield	679.34	(
2. Payroll Taxes	2,493.87	9,000.
3. Pension Premium (Bankers Life Co.)	11,476.00 (2)	18,000.
4. Business Insurance:		
a. General	658.27	(1,200.
b. N. Y. Disability	52.46	(
5. Group Insurance	1,042.15	3,200.
6. Rent	6,750.00	27,000.
7. Travel and Expenses	7,474.22	40,000.
8. ILZRO Health & Safety Admin. Costs	8,524.30	-
9. Meeting Expenses:		
a. Annual Meeting	cr. (5,856.54)(3)(	5,000.
b. All Other	-	(
10. Professional Fees:		
a. Auditing	-	(
b. Legal	1,105.95	(4,000.
c. All Other	-	(
11. Printing & Office Supplies	728.56	6,000.
12. Telephone & Telegrams	1,618.14	6,000.
13. Postage and Express	2,980.64	9,000.
14. Subscription - Books and Periodicals	248.41	800.
15. Furniture and Equipment	390.77	2,000.
16. Office Services	1,509.88	8,500
17. Technical Association Dues	62.50	700.
18. Miscellaneous	197.43	1,000.
Total	<u>\$88,930.91</u>	<u>\$351,400.</u>

Note (2) Partial payment only!

(3) Registration receipts to be offset by meeting expenses!

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LEAD INDUSTRIES ASSOCIATION, INC.STATEMENT OF PROMOTION & DEVELOPMENT DISBURSEMENTSJanuary 1 - March 31, 1971SCHEDULE "B"

<u>PROMOTION & DEVELOPMENT DISBURSEMENTS:</u>	<u>ACTUAL DISBURSEMENTS</u>	<u>1971 BUDGET</u>
1. Advertising:		
a. Agency Fees	\$18,750.00	\$70,000.
b. Out-of-pocket Agency Expenses	937.16	5,000.
2. Space Advertising:		
a. Space	43,255.90	160,000.
b. Misc. & Production Costs	1,873.66	20,000.
3. Conventions & Exhibits:		
a. Plant Engineering & Maintenance Show	415.83	(
b. Design Engineers Show	-	(
c. Chemical Show	-	(5,000.
d. National Plumbing Exposition	225.00	(
e. Miscellaneous	1,292.83	(
4. New Literature & Booklets	939.00	5,000.
5. Lead Monograph	-	8,000.
6. Corrosion Handbook	-	4,000.
7. Annual Review	-	2,000.
8. Existing Literature Expenses:		
a. Lead Magazine		45,000.
1. Printing Costs	53.70	
2. Mailing Costs	46.19	
3. Mailing List Maintenance	-	
b. Lead Abstracts	4,053.70	13,000.
c. Misc. Literature	cr. (368.48)	3,000.
9. Reprinting Technical Articles	989.51	10,000.
10. Test Programs	152.76	5,000.
11. Illustrative and Photographic Expenses	241.28	2,000.
12. Motion Picture "The Lead Matrix":		
a. General Distribution	cr. (243.45)	10,600.
b. U. S. Bureau of Mines	-	2,000.
13. Apprentice Contest	-	1,500.
14. Contribution to Technical Societies:		
a. National Shooting Sports Foundation	650.00	(
b. Steel Structures Painting Council	1,000.00	(3,400.
c. Electric Vehicle Council	-	(
d. ANSI	750.00	(
15. Zinc & Lead International Service	5,241.01	29,100.
16. Health & Safety Program:		
a. Hill & Knowlton - Regular	15,583.40	(
b. Hill & Knowlton - Lead & Gasoline	18,043.99	(
c. "Facts About Lead and Pediatrics"	-	(152,000.
d. Kettering Abstracts	-	(
e. Miscellaneous	448.56	(
17. Contingency Material From ILZRO	-	10,000.
18. Contingency: Miscellaneous Promotion	-	3,000.
	<u>\$114,331.55</u>	<u>\$ 568,600.</u>

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