

BOARD OF DIRECTORS MEETING

New York, N. Y.

September 25, 1934.

A meeting of the Board of Directors of the Lead Industries Association was held on Tuesday, September 25, 1934 at 11:30 A.M., in the Board Room of the National Lead Company, 111 Broadway, New York, N. Y.

Present

Clinton H. Crane, Chairman
Walter Hochschild
H. M. Brush
S. H. Levison
R. M. Roosevelt
P. E. Sprague
F. M. Carter
W. Y. C. Hunt
R. G. McKay
I. H. Cornell
F. F. Colcord
F. S. Mulock

F. E. Wormser, Secretary

Representing

St. Joseph Lead Company
American Metal Co. Ltd.
American Smelting & Refining Co.
" " " " "
Eagle-Picher Lead Company
Metals Refining Company
National Lead Company
Reynolds Metals Company
" " "
St. Joseph Lead Company
United States Smelting
Refining & Mining Co. Inc.

Mr. Clinton H. Crane occupied the chair.

The minutes of the meeting of June 5 were approved.

The Treasurer's Report was read and accepted, as attached to these minutes, marked Exhibit "A".

The Secretary's Report was read and accepted, as attached to these minutes, marked Exhibit "B".

MEMORIAL RESOLUTION

The Chairman noted the passing of Mr. John A. McCarthy, a Director of the Lead Industries Association since its beginning

Whereupon the following resolution was presented and unanimously carried:

WHEREAS the untimely death of John A. McCarthy, has deprived the Lead Industries Association of a leader whose kindly counsel and keen interest in the affairs of his industry has always been of the greatest value to his friends and colleagues

BE IT HEREBY RESOLVED THAT the Board of Directors of the Lead Industries Association, mourn the loss of one of its members and extends to his family and his associates its deepest sympathy.

RESIGNATIONS

The resignation of the Balbach Smelting and Refining Company was presented and accepted, as of June 30, 1934.

STATISTICS

The Secretary reported difficulty in procuring the labor statistics which the Association had begun to collect since the beginning of the current year, and suggested that a simplification of the form might help in securing the information requested. It was the sense of those present that the labor statistics should be continued for such use as might subsequently be warranted and that the statistical forms be simplified if necessary to procure the cooperation of members.

TARIFF

The Chairman called attention to the present tariff negotiations in Washington, as outlined in the Secretary's Report, and the dual position in which the Association had been placed, desiring a reduction in duties of lead products going into foreign countries and at the same time, and what was considerably more important, believing that there should be no change in the present domestic tariff structure. After considerable discussion it was the feeling of the Board that a firm position, upholding the present tariff structure, should be maintained as of paramount importance and that attempts to obtain preferential reduction of duties in other countries should be subordinated.

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UNFAIR USE OF THE TERM "SOLDER"

The Secretary described the competition the solder industry was receiving from so-called "liquid solders" made of substitutes for lead and tin and although it was felt that the Federal Trade Commission might give some relief, past experience led the Board to the conclusion it would not be fruitful of results to press the matter before the Federal Trade Commission.

PLUMBING AND HEATING INDUSTRIES BUREAU

The Plumbing and Heating Industries Bureau, having invited the Lead Industries Association to send a delegate to its meeting on October 8, 1934, Mr. W. C. Beschorman was designated to represent the Lead Industries Association.

DURABLE GOODS INDUSTRIES COMMITTEE

The Secretary requested the guidance of the Board in answering the request of the Durable Goods Industries Committee for contributions to its support. It was felt that this case was covered by a resolution of long standing in the minutes of the Board, to the effect that the Lead Industries Association, as such, should not support other groups but that contributions, if desired, should be solicited from the individual members.

The meeting adjourned at 12:30 P.M.

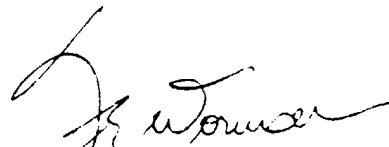

Secretary.

EXHIBIT "A"
Board of Directors Meeting
September 25, 1934.
TREASURER'S REPORT

January 1, 1934 to September 1, 1934

Cash on Hand and in Bank, January 1, 1934. \$10,834.48

RECEIPTS

Membership Contributions, 1933	811.50		
Membership Contributions, 1934			
Ordinary Budget	28,928.50		
Forest Products-Better Paint			
Campaign Budget	10,350.00		
Contributions Paid in Advance	358.25	\$40,448.25	
Less: Contributions Paid in			
Advance January 1, 1934	412.75		
Outstanding Contributions	623.61	1,036.36	
Total Receipts			39,411.89
TOTAL			50,246.37

DISBURSEMENTS

ORDINARY BUDGET: *

Furniture, Fixtures and Equip-			
ment		415.09	
Salaries		14,177.50	
Rent and Light		1,508.68	
Office Expense Miscellaneous		1,387.82	
Traveling Expenses		1,050.92	
Telephone and Telegraph		787.91	
Books and Subscriptions		206.31	
Printing		2,909.59	
Mailing		2,496.65	
Illustration		272.37	25,212.84

PLUMBING PROMOTION BUDGET:

Salaries	2,125.00		
Traveling Expenses	2,584.51		
Printing	49.49		
Mailing	27.50		
Miscellaneous	540.85	5,327.35	

FOREST PRODUCTS-BETTER PAINT

CAMPAIGN BUDGET:

Salaries	3,200.00		
Traveling Expenses	2,313.26		
Printing	69.32		
Mailing	33.85		
Miscellaneous	1,611.29	7,227.72	

ADVANCES:

		450.00	
Total Disbursements			38,217.91

Cash on Hand and in Bank,

 September 1, 1934

TOTAL

12,028.46
50,246.37

* Included in expenditures under Ordinary Budget are \$3,385.40 spent for the account of the Code Authority since June 7, 1934, for which the Lead Industries Association will presumably be reimbursed.

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(Over)

N 592.01

CODE AUTHORITY EXPENSES - June 7, 1934 to September 1, 1934

Salaries	\$2,279.01
Rent and Light	311.35
Office Expense Miscellaneous	169.91
Traveling Expenses	73.87
Telephone & Telegraph	100.16
Books and Subscriptions	3.50
Printing	175.60
Mailing	<u>270.00</u>
Total	\$3,383.40

EXHIBIT "B"
BOARD OF DIRECTORS MEETING
September 25, 1934,

SECRETARY'S REPORT

1. Statistics - Although most of the Lead Industries Association statistical reports are issued with sufficient promptness to make them valuable signposts for our members, some of our reports, such as the secondary metal and blue lead products reports are sometimes turned out rather late and are, therefore, mainly of value for their historical information. We have tried invariably to bestir delinquent reporting companies as best we may, but it would seem desirable that the Board consider whether or not a reporting system may be devised which will be more productive of prompt reports than the present arrangement, or whether we should place the reports which are generally published late, on a different basis.

2. Tariff - As the Board members know, the State Department is negotiating reciprocal tariff treaties with numerous South American and European countries, mainly with a view to stimulating the export of American products. Our interest in the subject, as I see it, is two-fold. In the first place, we desire to preserve the present protective tariff structure against an attack in the form of lower duties on various raw and finished lead products. In the second place, we would like to see preferential tariff rates adopted by some South American or other countries, which would make it easier for our country to compete for the lead products business abroad against European competition. It is necessary for our manufacturers to have a preferential duty to offset the lower wages paid in Europe. In this connection, we have already been able to secure for the benefit of our pigment members a modest reduction in the rate of duty for lead pigments entering Cuba. The question now arises how far may the Lead Industries Association go in attempting to procure similar concessions from some South American countries without, at the same time, appearing to take an inconsistent position on the tariff.

3. Promotional Work in the Plumbing Field - A detailed report has been made to the members at interest of our promotion work among plumbers and it need not be repeated here. Suffice it to say that the success of our initial efforts has led to a request from our plumbing members for a redoubling of our work and we are now engaged on a program supported especially by the manufacturing companies making lead plumbing products and the mining companies which will help in accomplishing during one year results which would otherwise require many years' scattered effort. There can be no doubt that there is a definite trend back to lead, resulting from our field work. Many eastern cities are rewriting their plumbing codes eliminating substitutes for lead.

4. Forest Products - Better Paint Campaign - This Campaign was begun the first of 1934 and has continued, without interruption, being supported by four white lead manufacturing companies and the mining companies. We have secured the whole-hearted cooperation of the most important national lumber associations and kindled their support in painting to such an extent that the future of our campaign looks very promising. The members supporting the program have been supplied with periodic reports of progress, the latest news being that numerous local lumber associations, such as the California Redwood Association and the Western Pine Association are actively cooperating in the distribution of labels with the siding sold at retail lumber yards throughout the country, recommending the use of a straight white lead paint or a paint containing a very high proportion of white lead. Even though the campaign is only about nine months old, it promises to be a

useful means of cooperating with a large and influential group of lumber manufacturers in the marketing of both products.

5. Unfair Use of the Term Solder - One of our members has called our attention to the fact that some companies are producing a so-called "liquid solder" which is nothing more than a mixture of lacquer and aluminum dust, there being no tin or lead present. It is felt that this practice is an abuse of the term "solder". The Bureau of Standards is calling attention to the danger in the use of some of these so-called "liquid solders" as they are inflammable. A liquid solder made of lead and tin is available on the market, but unfair competition from the cheaper so-called "liquid solders" is damaging to the sale of the product. This would appear to be a matter for the consideration of the Federal Trade Commission and I will be glad to present the facts to the Commission if the Board will so authorize. Relief would probably be slow in forthcoming from the Government, if at all.

6. Medical Research - Although the Board of Directors several years ago authorized the expenditure of \$7,500 for one year's program of medical research on lead, this program was not begun at that time because of numerous developments, particularly as to spray residues and poisoning from lead foil, which made it advisable to defer action. However, the Harvard authorities recently asked us whether we cared to see through the program originally outlined on a slightly enlarged base over a two year period at a total cost of \$10,000. In view of the change made in the plan, I requested members individually to state whether or not they would endorse such a program. The response has been so gratifying that it only remains to collect the necessary funds to continue this extremely important part of our work, of vital interest to everyone producing or manufacturing lead products.

7. Sheet Lead - An important change is taking place in the sheet lead industry, namely, one of the largest manufacturers has discontinued Service Department for sheet lead in building construction, particularly roofing and flashing. This was a very important source for information in the United States relating to sheet lead and, as both soft and hard sheet lead have a definite place in building construction, I think that some provision should be made for the clearing of information to be furnished architects, sheet metal workers, contractors and others on sheet lead. The Lead Industries Association is the logical center for such information and it is prepared to assume this role. Unless it does so, there will be no place where the architect may find the information he from time to time calls for about lead. Just recently we have had to act in supplying important facts about sheet lead to a large prospective user which is expected to result in business for sheet lead. It may ultimately become necessary to give more service than we are giving now, in which event our staff will have to be enlarged.

8. Finance - Despite the responsibility and added duties thrown on the Lead Industries Association by its code activities, the Association has not forgotten one of its primary objectives, helping to increase the market for lead products. It will be noted from the above report, numerous special projects have been begun which have been financed separately from the regular Association budget as they could not be handled otherwise. It would simplify matters if, for next year, some provision could be made whereby these various activities could be consolidated so far as financing is concerned. I realize this is a difficult problem but I offer it as a suggestion for the Board to consider in ample time for action at a later meeting.

Respectfully submitted,

Secretary.

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