

# 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 10, 1970

### Subject to Revision

By direction of the Chairman, and in accordance with a notice of November 16, 1970, a meeting of the Board of Directors of the Lead Industries Association, Inc., was held on Thursday, December 10, 1970 in the Association's Board room, 292 Madison Avenue, New York, N.Y.

### Directors Present

Frank P. Barton  
Clarence E. Brunner  
(Representing Jack Wilder)  
John R. Englehorn  
H. T. Fargey  
E. V. Frawley  
(Representing J.G. McCullough)

David George  
(Representing W. Allen  
Taft, Jr.)  
Robert A. Kenkel

C. F. McGraw  
John F. Rittenhouse  
Simon D. Strauss  
Dennis Taylor  
(Representing Frank Osborn)

Ivor Thompson  
W. J. Veenis  
(Representing H.M. Weed)  
Henry J. Whitson  
F. G. Woodruff

### Representing

G. A. Avril Co.  
U.S. Smelting Refining & Mining Co.  
St. Joe Minerals Corp.  
Cominco, Ltd.  
Amax Lead & Zinc Div., American  
Metal Climax, Inc.

E. I. du Pont de Nemours & Co.  
Federated Metals Div. of American  
Smelting & Refining Co.  
Eagle-Picher Industries  
C & D Batteries  
American Smelting & Refining Co.

Broken Hill Associated Smelters  
Proprietary, Ltd.  
Cerro Sales Corp.

Anaconda Sales Co.  
National Lead Co.  
The Bunker Hill Co.

Guests

J. C. Buck	American Smelting & Refining Co.
Malcolm Bonyng	St. Joe Minerals Corp.
R. A. Gardiner	
(Vice President, LIA)	Gardiner Metal Co.
D. W. Pettigrew	Zinc Institute, Inc.

LIA STAFF

J. L. Kimberley - Executive Vice President  
David M. Borcina - Secretary, Treasurer

The Executive Vice President reported that the Chairman, J. Gordon McCullough, was not present and that in his place, Vice President Simon Strauss would preside.

(1) Call to Order

The meeting was called to order at 2:00 P. M. and Mr. Borcina served as Secretary.

(2) Attendance

The presence of ten 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 Exhibit "A." (Sent to Directors on November 16, 1970.)

(3) Minutes of Previous Meeting

In the absence of comments, the minutes of the meeting held on April 9, 1970 in Chicago, Ill. were approved.

(4) The 1971 Budget Review

The Chairman stated it was in order to review the 1971 budget proposals and requested the representatives of the Bunker hill Co. and Cominco, Ltd. to restate their Company's position as indicated by letters, Exhibit "B" attached, previously sent to all Board members.

The Executive Vice President in reply to the Bunker Hill Co.'s statement relative to the high proportion of the budget earmarked for Administration stated that only about \$100,000 of the \$366,000 proposed is actually administrative costs. The balance is salaries, travel and other expenses related to the technical service and promotional effort of the Association.

#### Industry Development Committee Budget Recommendations

The Chairman then requested Mr. Malcolm Bonyng, chairman of the Industry Development Committee, to report on his Committee's recommendations. Mr. Bonyng reported as follows:

" The IDC met on November 2, and reviewed the staff's proposed budget for 1971 totalling \$1,322,500.

" The Committee discussed at great length the proposed budget, item by item and though not unanimous in all cases two new advertising programs totalling \$250,000 were rejected. A proposed \$25,000 expenditure for a childhood lead poisoning movie was also deferred.

" The continuing product advertising program was reduced by \$10,000. This amount however was offset by a suggested increase of \$10,000 for the Administrative and Technical Service section of the budget.

" These represented the major changes made by the IDC in the staff proposed budget.

" You have before you I understand the minutes of the Committee along with their recommended 1971 budget totalling \$1,045,000." (Sent to Directors on November 16, 1970, attached to the agenda.)

The Chairman thanked Mr. Bonyng for his assistance.

#### Lead in Gasoline Activities

The Executive Vice President reported briefly on his activities during the past year on the lead in gasoline controversy and requested the Board's opinion as to whether or not the Association should continue this effort and at what level.

The Chairman thereupon polled the members present and without a dissenting opinion it was agreed that the Association continue its efforts on behalf of lead in gasoline at a level, if necessary, commensurate with 1970.

1971 Staff Budget Proposal

At the request of the Chairman the Executive Vice President and Secretary reported that they were prepared if required to present a 1971 budget that would reflect a 20 per cent reduction in 1971 rates per ton over those charged in 1970. The Secretary further reported that the proposed 1971 rates per ton based on estimated assessable tonnages would raise approximately \$844,000. On such a basis, the Secretary estimated 1971 income and expenditures as follows:

Balance, Jan. 1, 1971	\$172,000
Income:	
Membership assessments	172,000
Pig lead sales assessments (800,000 tons est.)	672,000
Interest	2,000
Miscellaneous	<u>5,000</u>
	\$1,023,000
Expenditures	<u>920,000</u>
Est. Balance, Dec. 31, 1971	\$ 103,000

The Secretary then stated that the proposed 1971 expenditures totaling \$920,000 (versus the \$1,045,000 recommended by the Industry Development Committee) imposed a further reduction of \$125,000. This reduction could be effected as follows:

Suggested Staff Reduction in IDC Budget

	<u>IDC</u>	<u>Staff</u>
Salaries	\$225,000	\$210,000*
Advert. Space	200,000	160,000
Agency Fee-Advert.	40,000	35,000
Ad Production	30,000	20,000
Conventions & Exhibits	10,000	5,000
Hill & Knowlton Health and Safety Public Relations	150,000	110,000
Flexibility in Administration	<u>10,000</u>	<u>-</u>
	\$665,000	\$540,000

Proposed for Flexibility in Above

Corrosion Manual	21,000	4,000
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LIAC1695

\* Includes consolidation of Health and Safety Activities with ILZRO's Dr. J. F. Cole and an assistant.

Broken Hill Associated Smelters, Pty. Budget Proposal

The representative of B.H.A.S. reported that he had been requested to present his Company's objections to any proposed reductions in the recommended 1971 budget as per the attached Exhibit "C."

(5) Budget Approval and 1971 Assessments

At the request of the Chairman, the Secretary then presented the 1971 budget and rates per ton taking into account the various items as follows:

	<u>1971 Budget*</u>
Administrative & Technical Service	\$351,400
Advertising, Publications & Related Promotion	340,000
ZALIS	29,100
Motion Picture Distribution	12,600
Health & Safety Public Relations Program	152,000
Miscellaneous and Contingencies	<u>34,900</u>
Total	\$920,000

\* Details attached as Exhibit "D."

	1971
<u>Classification</u>	<u>Rates Per Ton</u>
Mining	\$.17
Smelting & Refining	.07
Manufacturing	.07
Assembled Articles	.04
Pig Lead Sales in U.S.	.84

On motion made, seconded and carried, the 1971 budget and rates per ton were approved as set forth above with the proviso that the expenditure for the Hill and Knowlton activities be increased, if necessary, to \$150,000 with the additional funding to be drawn by deferral of a Corrosion Handbook (being finalized in London) and from the Advertising Space program as deemed appropriate by the staff.

(6) Election of Vice President

The Secretary reported that Mr. W. G. Hewitt had resigned as a Vice President of the Lead Industries Association in April and that a replacement would be desirable.

The Chairman called for nominations and Mr. F. G. Woodruff was nominated to serve as a Vice President until the next annual meeting.

There being no further nominations, it was moved, seconded and unanimously carried that nominations be closed and that the Secretary be instructed to cast one ballot for the election of Mr. Woodruff.

(7) Nominating Committee for Officers and Directors

The Chairman requested authority on behalf of the President and Chairman of the Board, J. Gordon McCullough to appoint nominating committees for officers and directors. This authority was granted.

(8) Annual Meeting Registration Fees

The Executive Vice President reported that the Association has been running a deficit with existing annual meeting registration fees and requested approval to increase the fees.

It was the consensus that the staff conduct a careful study of costs and that a registration fee be established that would cover actual costs.

(9) Approval of Auditors

On motion made, seconded and carried unanimously, Peat, Marwick, Mitchel & Co., was approved as auditors of the 1970 accounts of the Association.

(10) Change in Staff Check Signing Procedures

The Secretary reported that the Association's accounting procedures have permitted the bank statement reconciler to sign checks. This was protested by the underwriters of the Fidelity Schedule Bond.

The Chairman with the Board's approval instructed the Secretary to make the necessary changes in the staff's check signing and reconciliation procedures.

(11) Future Annual Meeting Locations

The Secretary reported that the following time and place of annual meeting to be held jointly with the Zinc Institute, Inc. had been approved:

1971 - April 5-7, Chicago, Ill., Drake Hotel

Also that tentative arrangements had been made for the following:

1972 - April 5-7, Montreal, Canada, Queen Elizabeth Hotel.

1973 - April 4-6, Detroit, Mich., Sheraton-Cadillac Hotel.

A motion was made, seconded and unanimously carried to hold the 1972 and 1973 meetings jointly with the Zinc Institute, Inc. at the time and places designated.

It was further suggested that the staff tentatively arrange to hold the 1974 meeting in Chicago and the 1975 meeting in Toronto, Canada.

(12) Study of Present Assessment Procedures

The Secretary reported that there might be some inequities in the present methods of assessment for all members and requested the Boards' advice.

After some discussion, it was agreed that the Chairman appoint a five-man committee representing all segments of the industry to look into present assessment procedures and methods.

(13) Resolution on Behalf of the Late J. S. Smart, Jr.

The Executive Vice President reported that the Board at its last meeting had approved the preparation of a suitable resolution in recognition of the late Mr. Smart's invaluable service to the lead industry. He stated that in accordance with the family's wishes a cash contribution was made to the Scholarship Fund of the Westfield College Mens Club.

(14) Report on Membership

The Secretary reported that two long-time members resigned during the year. They were:

Alcan Metal Powders Co.  
Olin Corp.

and their resignations were accepted with regret.

With the acceptance of these resignations, there are, at present, 60 corporate members.

(15) Effect of New Battery Developments on the Secondary Lead Industry

The Secretary reported that the Association had received a letter from Mr. R. G. Mason, Globe Battery Division, Globe-Union, Inc. (Attached as Exhibit "E") requesting the establishment of a Committee to discuss and advise battery manufacturers on the possible effects of new developments on secondary lead operations.

After some discussion, it was agreed that the Secretary should discuss with the Battery Council International and the National Association of Secondary Materials Institute whether they would be receptive to the formation of a joint committee. In that event the LIA would be prepared to name representatives to the joint committee.

(16) Adjournment

In the absence of other business to come before the meeting, it duly adjourned at 3:55 P.M.

Respectfully submitted,

*David M. Borcina*

David M. Borcina  
Secretary, Treasurer

December 22, 1970

APPROVED:

*Simon D. Strauss*  
Simon D. Strauss, Chairman

DMB:so

Att: EXHIBITS "B" "C" "D" "E"

LIA01699



# Lead Industries Association, Inc.

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

November 16, 1970

SUBJECT: NOTICE OF MEETING  
and AGENDA

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

Dear Sir:

There will be a meeting of the Board of Directors of the Lead Industries Association, Inc., at 2:00 P.M. on Thursday, December 10, 1970 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. 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 held on April 9, 1970.
2. Consideration of administrative and promotional budgets for 1971 as recommended by the Industry Development Committee at its meeting on November 2, 1970. Attached hereto are the minutes of that meeting, including Exhibit "A" summarizing their recommendations.

LIA01711

N 745.01

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

-2-

November 16, 1970

3. Adoption of programs and budget for 1971.
4. Establishment of Assessment rates for 1971.
5. Election of a Vice President to replace Mr. William G. Hewitt.
6. Authority to appoint nominating committees for officers and directors.
7. Discussion of 1971 Annual Meeting registration fees.
8. Approval of auditors.
9. Suggested change in staff check signing procedures.
10. Report on future annual meeting locations.
11. Appointment of a committee to study present assessment procedures and methods.
12. Other items for discussion.

Sincerely,

Handwritten signature of David M. Borcina in cursive script, with a small 's/o' written below the name.

David M. Borcina  
Secretary, Treasurer

DMB:so  
Att: Exhibit "A"

LIAC1712

**H.T. Fargey**  
**V.P. Marketing**

Cominco Ltd/1199 West Pender Street/Cancouver 1, British Columbia/ Canada  
Tel. (604) 685-6331

EXHIBIT "B"

**Board of Directors Meeting**  
**December 10, 1970**

Mr. J.G. McCullough  
President  
Lead Industries Association  
292 Madison Avenue  
New York, N.Y. 10017

October 26, 1970

Dear Gordon:

I had hoped to discuss with you the thinking within Cominco regarding lead and zinc development activities but since this was not possible I spoke to Simon Strauss in his capacity as Vice President of the Lead Industries Association and presented the following views:

Cominco has been reviewing all aspects and functions of its business in view of the economic situation and outlook, to determine where economies can be achieved and redundant functions eliminated.

An element of this review has been an analysis of the expenditures made by Cominco both internally and in cooperation with others within the LIA, LDA, ZI and ZDA in the promotion and development of lead and zinc.

We have concluded that economies can and should be made in this area and we have taken steps to achieve this in our internal corporate lead and zinc promotional and development activity. We are now turning our attention to expenditures made cooperatively with others.

We believe that the lead and zinc development associations are serving a useful purpose and that they merit our support. We believe also that their pattern of activity must be flexible and adaptable to economic change within the industry. Further, we believe that their effectiveness can be maintained at levels of expenditures less than those prevailing in 1970, by assigning priorities to key elements and postponing work in less vital areas.

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LIAG1700

N 745.02

EXHIBIT "B"  
Board Meeting 12/10/1970

Mr. J.G. McCullough

October 26, 1970

-2-

With respect to the Lead Industries Association we believe a reduction in expenditure should be made in 1971 and urge that the 1971 budget be reduced from 1970 expenditure level by 20%.

I am sure you will appreciate that this proposal is being made only after serious consideration. It is our sincere hope that the membership will concur that this is a desirable objective, and will give it full consideration.

Yours very truly,

H.T. Fargey

HTF:hw

cc: S.D. Strauss, American Smelting & Refining Co.  
J.L. Kimberley, Lead Industries Association  
J.R. Englehorn, St. Joe Minerals Corp.  
F.G. Woodruff, Bunker Hill Co.  
J. Towers, American Metal Climax  
F.P. Barton, G.A. Avril Co.  
C.E. Basset, Dixie Lead Co.  
R.A. Kenkel, Federated Metals Co.  
C.F. McGraw, Eagle-Picher Co.  
F. Osborn, Broken Hill Assoc. Smelters Proprietary  
L.J. Randall, Hecla Mining Co.  
J.F. Rittenhouse, C & D Batteries  
T.M. Smylie, Ethyl Corp.  
W.A. Taft, Jr. E.I. Dupont  
Ivor Thompson, Cerro Corp.  
H.M. Weed, Anaconda Sales  
H.J. Whitson, National Lead Co.  
J. Wilder, U.S. Smelting & Refining

LEAD1701

EXHIBIT "B"

Board of Directors Meeting  
December 10, 1970

The Bunker Hill Company  
A Subsidiary of Gulf Resources & Chemical Corporation  
The Old National Bank Building Spokane, Washington 99201 (509) 838-3177

November 16, 1979

Mr. J. G. McCullough, President  
Lead Industries Association, Inc.  
292 Madison Avenue  
New York, N.Y. 10017

Dear Gordon:

I have not yet received from Dave Borcina the minutes of the IDC meeting held in New York on November 2, but it is my understanding the 1971 budget which will be passed upon by the Directors of the Association will reflect proposed funding of \$1,045,000 and a pig lead assessment of 94¢ per ton. I must record my dissatisfaction with the figures presented.

The proposed assessment per ton of pig lead represents a reduction of about 10% from the \$1.05 per ton in 1970, and while a step in the right direction, it does not go far enough.

The outlook for the lead market during 1971 does not appear encouraging and The Bunker Hill Company has embarked on a program aimed at reducing expenditures by at least 20%. This will result in many painful decisions. I believe the organizations to which we contribute must recognize the current economic circumstances and that the budget approved should reflect similar cost reductions. The \$366,400 earmarked for administration should be reduced along with redundant programs to achieve an acceptable level of expenditure.

I feel the assessment for 1971 should be no more than 80% of 1970's rate, or about 84¢. I hope that the staff will concur in these views and present a way to achieve a more acceptable budget to the Directors.

Sincerely yours,

F.G. Woodruff  
President

FGW/cl

cc: ALL DIRECTORS, LEAD INDUSTRIES ASSOCIATION

LIA01702

N 745.03

EXHIBIT "C"

Board of Directors Meeting  
December 10, 1970

Excerpts from letter of Nov. 23, 1970 -

To: Mr. S. E. Sweet  
President  
C. Tennant, Sons & Co.

From: Mr. J. B. Schackell  
Broken Hill Associated  
Smelters, Proprietary, Ltd.

" I must say I was rather horrified with the reaction of the American lead/zinc industry in relation to the budgets for the promotion companies this year. I would have thought that the time to open one's spending on one's promotion would be when things are not looking so good, rather than the reverse."

Excerpts from cable of December 9, 1970 -

To: Mr. Aubrey Fletcher  
C. Tennant Sons & Co.

From: Mr. Frank Osborn  
Broken Hill Associated  
Smelters, Proprietary, Ltd.

" We are very disturbed that there is strong pressure to curtail promotion and development activity at a time when consumption is flagging and when a very important segment of the lead market is under threat. For our part we would welcome and support an expansion of activity at this time.

LIAC1703

" The IDC meeting witnessed appreciable pruning of the original recommendations and we regard the budget proposal now before the Directors as the minimum that should be approved under present circumstances. It is to be noted that even though the budget proposal does provide for an increase in total estimated expenditures from DLR977,050 to DLR1,045,000 the fact that the base tonnage is increased means a reduction in assessment rate from 105 cents per ton to 94 cents."

1970 FINANCIAL REPORT AND PROPOSED 1971 BUDGET

Table I

A- Gross Budget, Income, Expenditures, Reserves--1960-1970

	<u>Approved Budget</u>	<u>Assessments</u>	<u>INCOME</u>			<u>Expenditures</u>	<u>Operating Reserve Year-End</u>
			<u>Other</u>	<u>Total</u>			
1960	\$374,450	\$371,963	\$ 3,818	\$ 375,781	\$332,944	\$154,385	
1961	369,350	340,545	4,460	345,005	319,624	179,766	
1962	461,000	471,560	4,660	476,220	412,133	243,853	
1963	483,125	391,248	6,141	397,389	459,477	181,765	
1964	622,700	515,169	6,033	521,202	567,754	135,213	
1965	699,162	643,345	5,371	648,716	685,139	98,790	
1966	826,650	812,896	12,899	825,795	739,739	184,846	
1967	913,700	878,340	17,574	895,914	753,253	327,507	
1968	841,905	623,852	31,519	655,371	818,402	164,476	
1969	924,675	806,629	12,343	818,972	843,220	140,228	
1970 (Est.)	954,360	996,625	7,000	1,003,625	972,050	171,803	

Of income, the special assessment for Health and Safety accounted for \$96,657 in 1966 and \$206,087 in 1967.

B- Rates in ¢ per ton

	<u>MEMBERSHIP</u>				<u>INDUSTRY DEVELOPMENT</u>					
	<u>Mining</u>		<u>Smelt. &amp; Refin.</u>		<u>Manufacturing</u>		<u>Assembled Articles</u>		<u>Pig Lead Sales</u>	
	<u>Regular</u>	<u>H&amp;S</u>	<u>Regular</u>	<u>H &amp; S</u>	<u>Regular</u>	<u>H &amp; S</u>	<u>Regular</u>	<u>H &amp; S</u>	<u>Regular</u>	<u>H &amp; S</u>
1960	20¢		5¢		5¢		2½¢		\$ .42	
1961	12		3		3		1½		.52	
1962	16		4		4		2		.65	
1963	16		4		4		2		.54	
1964	16		4		4		2		.80	
1965	16		4		4		2		1.05	
1966	16	2.4¢	4	.6¢	4	.6¢	2	.3¢	1.10	15¢
1967	16	4.28	4	1.2	4	1.2	2	.6	.91	28
1968	16	-	4	-	4	-	2	-	.90	-
1969	20	-	5	-	5	-	2½	-	1.17	-
1970	21	-	9	-	9	-	5	-	1.05	-

LIAC1704

EXHIBIT "D"

Board of Directors Meeting  
December 10, 1970

Table II - 1970 Income and Disbursements

Balance, January 1, 1970	\$ 140,228
Income 1970:	
Membership	217,552
Pig Lead Sales	779,073
Miscellaneous	7,000
	<u>\$1,143,853</u>
Estimated Expenditures	972,050
Balance, January 1, 1971 (estimated)	\$171,803

Table III - 1970 Budget, Estimated Performance and 1971 Budget Recommendations

A - Administrative and Technical Service

	<u>APPROVED</u> <u>1970</u>	<u>ESTIMATED</u> <u>1970</u>	<u>APPROVED</u> <u>1971</u>
Salaries (12 Full-Time-8Half Time)	\$217,800	\$206,000	\$210,000
Payroll Taxes	9,000	7,000	9,000
Pension Premium	16,000	16,100	18,000
Business Insurance	1,500	1,200	1,200
Group Insurance	2,500	3,200	3,200
Rent	24,000	24,000	27,000
Travel and Expenses	40,000	38,000	40,000
Annual and Committee Meetings	3,000	4,500	5,000
Professional Fees	5,000	5,000	4,000
Printing and Office Supplies	6,000	5,600	6,000
Telephone and Telegrams	6,000	6,000	6,000
Postage and Express	7,500	9,000	9,000
Subscriptions-Books and Periodicals	800	800	800
Furniture and Equipment	5,000	5,000	2,000
Office Services	7,000	8,500	8,500
Technical Association Memberships	700	700	700
Miscellaneous	<u>1,000</u>	<u>1,000</u>	<u>1,000</u>
	\$352,800	\$341,600	\$351,400

EXHIBIT "D"

Board of Directors Meeting  
December 10, 1970

B - Advertising, Publications and Related Promotions

	<u>Approved 1970</u>	<u>Estimated 1970</u>	<u>Approved 1971</u>
Advertising Space	\$194,260	\$195,000	\$160,000
Agency Fee:			
Advertising	40,000	40,000	35,000
Publicity	35,000	35,000	35,000
"Lead" Magazine	5,000	5,000	5,000
Advertising Production	32,200	27,000	20,000
"Lead " Magazine	45,000	45,000	45,000
Conventions and Exhibits (4)	15,000	13,000	5,000
Lead Abstracts	16,000	13,000	13,000
Reprint of Technical Articles	10,000	10,000	10,000
Test Programs	5,000	1,000	5,000
Illustrations and Photography	1,000	2,000	2,000
New Literature and Booklets	--	--	5,000
	<hr/>	<hr/>	<hr/>
	\$398,460	\$386,000	\$340,000

ZALIS AND SPECIAL STUDIES

	<u>Approved 1970</u>	<u>Estimated 1970</u>	<u>Approved 1971</u>
Study on off-the-road Electric vehicles	--	5,000	--
Battery powered airport buses	\$ 13,000	--	--
ZALIS-Zinc and Lead Int'l. Service	15,400	12,750	29,100
	<hr/>	<hr/>	<hr/>
	\$ 28,400	\$ 17,750	\$ 29,100

LIAC1706

EXHIBIT "D"

Board of Directors Meeting  
December 10, 1970

Motion Picture Distribution

	<u>Approved 1970</u>	<u>Estimated 1970</u>	<u>Approved 1971</u>
(a) General	\$ 10,500	\$ 10,500	\$ 10,600
(b) Bureau of Mines	2,000	2,000	2,000
	<hr/>	<hr/>	<hr/>
	\$ 12,500	\$ 12,500	\$ 12,600

Health and Safety Public Relations Program

	<u>Approved 1970</u>	<u>Estimated 1970</u>	<u>Approved 1971</u>
Hill & Knowlton Fee			
(a) Regular	\$ 48,000	\$ 75,000	\$ 63,500
Lead in Gasoline	--	80,000	63,500
New York City Epidemiological Study	25,000	--	--
Reprinting Facts about Lead and Pediatrics	15,000	12,000	5,000
Childhood Lead Poisoning Movie	10,000	(5,000)*	--
Kettering Abstracts	10,000	16,000	16,800
1969 Deficit	15,000	6,700	--
Miscellaneous	2,000	--	3,200
Equipment for Dr. Chisholm	5,800	5,800	--
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	\$130,800	\$195,500	\$152,000

\* \$5,000 estimated expenditure not approved.

LIA01707

EXHIBIT "D"  
Board of Directors Meeting  
December 10 1970

Miscellaneous and Contingencies

	<u>Approved 1970</u>	<u>Estimated 1970</u>	<u>Approved 1971</u>
Lead Book (Monograph)	\$ 3,000	\$ 1,000	\$ 8,000
Corrosion Handbook	6,000	--	4,000
Annual Review	2,000	2,000	2,000
Apprentice Contest	1,500	1,400	1,500
Organization Membership and Contributions	2,900	2,700	3,400
Miscellaneous Literature	3,000	5,000	3,000
Contingencies:			
(a) General	3,000	100	3,000
(b) ILZRO	10,000	6,500	10,000
	<hr/>	<hr/>	<hr/>
	\$ 31,400	\$ 18,700	\$ 34,900

C - Summary

	<u>Approved 1970</u>	<u>Estimated 1970</u>	<u>Approved 1971</u>
Administrative & Tech. Service	\$352,800	\$341,600	\$351,400
Ad Publications & Related Prom.	398,460	386,000	340,000
ZALIS & Special Studies	28,400	17,750	29,100
Motion Picture Distribution	12,500	12,500	12,600
Health and Safety Public Rel. Prog.	130,800	195,500	152,000
Miscellaneous and Contingencies	31,400	18,700	34,900
	<hr/>	<hr/>	<hr/>
	\$954,360	\$972,050	\$920,000

EXHIBIT "D"

Board of Directors Meeting  
December 10, 1970

Table IV

A - Estimated 1971 Income and Expenditures

Balance, January 1, 1971	\$ 172,000
Income:	
Membership Assessments	172,000
Pig Lead Sales	672,000
Interest	2,000
Miscellaneous	5,000
	<u>\$1,023,000</u>
Expenditures	<u>920,000</u>
Operating Fund Balance, December 31, 1971	\$ 103,000

B - Approved 1971 Rates Per Ton

<u>CLASSIFICATION</u>	<u>RATES PER TON</u>	<u>ESTIMATED INCOME</u>
Mining	\$ .17	\$ 58,000
Smelting & Refining	.07	54,000
Manufacturing	.07	56,000
Assembled Articles	.04	4,000
Pig Lead Sales In United States	.84	<u>672,000</u>
		\$844,000

EXHIBIT "E"

Board of Directors Meeting  
December 10, 1970

Globe Battery Division : Globe Union Inc.

October 9, 1970

Mr. David M. Borcina, Secretary & Treasurer  
Lead Industries Association, Inc.  
292 Madison Avenue  
New York, N.Y. 10017

Dear Mr. Borcina:

With the new developments in battery design which have taken place in the past few years, little thought has been given to the effects these may have on the recovery of lead from these batteries as they eventually are returned as junks to the Secondary Smelters.

Such things as pollution, deterioration of smelter equipment, health hazards, contamination of the lead itself, etc., all of which will have an effect on the cost of secondary lead, should be considered.

I have in mind such developments or possible uses of materials in battery construction such as --

Poly Containers	Calcium Grids
PVC Separators	Gelled Electrolyte
Polyethylene Separators	Additives in paste mixes
Polypropylene Separators	Additives in acid
Polyester Fiber Separators	

Since most of the Secondary Smelters belong to the LIA, I feel that a committee should be established to discuss and advise our battery manufacturers on the possible effects of our "new developments" on their operations.

I invite your comments.

Yours truly,

R.G. Mason  
Manager-Material Group  
Battery Division

RGM/lwf

cc: P. W. Leighton

LIA01710

P.S. I am writing to the Battery Council International essentially this same letter to get their reaction.

5757 North Green Bay Avenue : Milwaukee, Wisconsin 53201 : 414 228-1200

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