

Industry Development Committee Meeting MinutesNew York, N.Y.November 13, 1969

A meeting of the Industry Development Committee of the Lead Industries Association, Inc. was held on November 13, 1969 in the offices of the Association.

Present

J. S. Smart, Jr. Chairman
E. V. Frawley

Lott L. Taylor
W. J. Veenis
W. Zeek

G. A. Larson
Arthur Ash
Otto Bauer
M. Bonyngge
V. E. Dorman
R. W. Conley

Representing

American Smelting & Refining Co.
Amex Lead & Zinc Div., American
Metal Climax, Inc.
Asarco Mexicana, S.A.
Anaconda Sales Co.
The Broken Hill Assoc. Smelters Pty.
Ltd. (C. Tennant Sons & Co., Inc.)
The Bunker Hill Co.
Cominco Ltd.
Fenarroya (Intsel Corp.)
St. Joseph Lead Co.
Tsumeb Corp. Ltd. (Ametalco Inc.)
U. S. Smelting Refining & Mining Co.

Guests

Simon D. Strauss
J. Graham
P. V. Higgins
Russell Wallace
Schrade F. Radtke

American Smelting & Refining Co.
Bishopric & Lieberman Inc.
" "
Homestake Mining Co.
ILZRO

Staff

J. L. Kimberley - Executive Vice President
D. M. Borcina - Secretary-Treasurer
C. A. Baker
E. D. Martin
J. C. Roumas
J. F. Smith

The Chairman called the meeting to order at 9:35 A.M.

The Secretary reported that a quorum was present.

The minutes of the meeting of October 25, 1968 were approved.

1970 Budget

The Executive Vice President stated that the proposed 1970 budget as sent to members on October 28, 1969 had his full approval and called particular attention to the proposed \$200,000 for 1970 Health and Safety activities which need not be entirely assessed in 1970, depending on the approved budget. He pointed out that the \$200,000 raised in 1967 had been expended and as a matter of fact this fund would show a deficit of approximately \$15,000 at year-end.

The Chairman pointed out that the funding of the Health and Safety activities was from all members and that a final decision will be made by the Board of Directors. He did request however, that this Committee consider the program and make whatever recommendations it desires

The Chairman then stated that it was in order to review the proposed 1970 promotional budget and requested the Secretary to present the details.

The Secretary reported that the proposed 1970 Administrative and Promotion budget totalled \$895,460 plus \$200,000 for Health and Safety and then reviewed the various parts of the budget in detail.

The Chairman then opened the meeting for discussion and it was the consensus that the 1970 Advertising and Promotion budget be reduced by \$59,500 with suggested reductions in the following programs:

	<u>Original Proposal</u>	<u>I.D.C. Suggestions</u>
Architectural & Construction	\$ 84,360	\$ 64,360
Cable	24,500	7,500
Pigments & Chemicals	26,600	19,100
Other Product Prom. & Design	56,600	46,600
Battery Powered Golf Cars	5,000	-
Total	<u>\$197,060</u>	<u>\$137,560</u>
Reduction		\$59,500

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It was agreed that the reductions will be made by the staff in consultation with its agency in a manner calculated to be least disturbing to the overall program.

The Secretary then reported that taking into account the reductions suggested, the 1970 Administrative and Promotional budget totals \$835,960 requiring a rate per ton from pig lead sellers of approximately \$1.08.

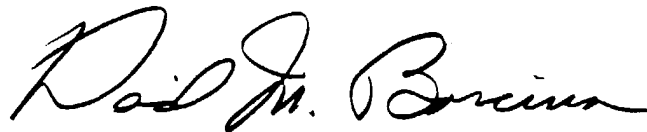
A motion was then made, seconded and unanimously carried to recommend the adoption of the proposed 1970 budget and rates per ton as per Exhibit "A" attached.

Health and Safety Public Relations Program

The Secretary briefly reviewed the status of the Health and Safety Public Relations Program and pointed out that the Health and Safety Public Relations Committee of the Board of Directors would be meeting prior to the Board meeting at which time their recommendations would be prepared for presentation to the Board. The Chairman thereupon asked for an expression of opinion as to the continuance of the program. It was unanimously agreed that the program be continued and that a fund of at least \$100,000. be recommended.

There being no further business the meeting adjourned at 2:50 P.M.

Sincerely,



David M. Borcina
Secretary, Treasurer

DMB:so
Att: Exhibit "A"

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Exhibit "A"
 Industry Development Committee Meeting
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Table I

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A - Gross Budget, Income Expenditures - Balances 1960 - 1969

	Approved Budget	Income			Expenditures	Operating Reserves Year-end
		Assessments	Other	Total		
1960	\$374,450	\$375,963	\$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	812,876	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(est.)	924,675	806,500	12,500	819,000	900,475	83,001

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

	Membership				Industry Development			
	Mining		Manufacturing & Smelt & Refin.		Assembled Articles		Pig Lead Sales	
	Regular	Health & Safety	Regular	Health & Safety	Regular	Health & Safety	Regular	Health & Safety
1960	20¢		5¢		2½¢		\$.42	
1961	12		3		1½¢		.52	
1962	16		4		2		.65	
1963	16		4		2		.54	
1964	16		4		2		.80	
1965	16		4		2		1.05	
1966	16	2.4¢	4	.6¢	2	.3¢	1.10	15¢
1967	16	4.8	4	1.2	2	.6	.91	28
1968	16	-	4	-	2	-	.90	-
1969	20	-	5	-	2½¢	-	1.17	-

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Table II - 1969 Income and Disbursements

Balance, January 1, 1969	\$164,476
Income 1969	
Membership	123,500
Pig Lead Sales	683,000
Miscellaneous	<u>12,500</u>
	\$983,476
Estimated Expenditures	<u>900,475</u>
Balance, January 1, 1970 (Estimated)	\$ 83,001 (a)

(a) Includes a deficit of \$14,538 in the Health and Safety Public Relations Program.

Table III - Approved and Recommended Expenditures - 1969 - 1970

	<u>A - Administrative & Technical Service</u>	<u>Approved 1969</u>	<u>Estimated 1969</u>	<u>Recommended 1970</u>
1)	Salaries	\$198,000	\$198,000 (a)	\$217,800 (b)
2)	Payroll Taxes	7,500	7,500	9,000
3)	Pension Premium	18,000	14,000	16,000
4)	Business Insurance	1,500	1,500	1,500
5)	Health Insurance	-	-	2,400 (c)
6)	Group Insurance	2,500	2,000	2,500
7)	Rent	16,500	18,000	24,000 (a)
8)	Travel & Expenses	45,000	40,000	40,000
9)	Annual & Committee Meetings	3,500	2,500	3,000
10)	Professional Fees	5,000	4,500	5,000
11)	Printing & Office Supplies	6,000	6,000	6,000
12)	Telephone & Telegram	6,000	6,000	6,000
13)	Postage & Express	7,000	7,500	7,500
14)	Subscriptions - Books & Periodicals	800	800	800
15)	Furniture & Equipment	2,000	2,000	5,000
16)	Office Services	8,000	6,500	7,000
17)	Technical Association Dues	1,000	700	700
18)	Miscellaneous	<u>2,000</u>	<u>1,000</u>	<u>1,000</u>
	Total Administrative	\$330,300	\$318,500	\$355,200

Notes: (a) Includes \$2,000 for temporary office help and \$1,000 for employment Agency fees.

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(b) This represents a 10 per cent across-the board salary increase for all staff in an attempt to make LIA competitive in the job market and to balance the inflationary spiral. At this time this matter has not been discussed with the Officers and Board of Directors.

Table III - (Continued)

- Notes: (c) No hospitalization benefits are provided the employees and it is recommended that LIA absorb Blue Cross-Blue Shield charges.
- (d) Provides for increased rental charges at present location. Does not provide for any costs involved in moving to other quarters.

<u>B - Advertising, Publications & Related Promotions</u>		<u>Approved 1969</u>	<u>Estimated 1969</u>	<u>Recommended 1970</u>
1)	Agency Fee	\$74,500	\$79,800	\$80,000
2)	External Public Relations		(included in Agency Fee)	
3)	Advertising Space Production	21,600	25,000	24,700
4)	Architsetural & Construction	81,900	74,700	64,360
5)	Cable	20,700	17,700	7,500
6)	Industrial Batteries	51,200	56,900	64,200
7)	Pigments & Chemicals	22,700	22,700	19,100
8)	Other Product Prom.& Design	54,800	54,900	46,600
9)	"Lead" Magazine	40,000	42,000	45,000
10)	Conventions & Exhibits	20,000	21,000	15,000
11)	ZN-75 ILZRO Car	4,000	4,000	-
12)	Lead Abstracts	14,000	14,000	16,000
13)	Reprints of Technical Articles	10,000	7,500	10,000
14)	Test Programs	10,000	-	5,000
15)	Illustrations & Photography	3,000	1,000	1,000
		\$428,400	\$421,200	\$398,460
<u>ZALIS & Special Studies</u>				
(Approved by Board of Directors)				
16)	Study on off-the road electric vehicles	9,325	9,325	-
17)	Detroit Field Man-Feasibility Study	10,000	-	10,000
18)	Zinc & Lead Int'l Service (ZALIS)	28,000	28,000	15,400
		\$47,325	\$37,325	\$25,400
19)	Motion Picture Distribution :			
	a. General	15,000	15,000	10,500
	b. Bureau of Mines	2,000	2,000	2,000
		\$17,000	\$17,000	12,500

Exhibit "A"
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Table III - (Continued)

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<u>New Programs:</u>	<u>Approved 1969</u>	<u>Estimated 1969</u>	<u>Recommended 1970</u>
20) Battery Powered Airport Buses	\$ -	\$ -	\$13,000
 <u>Miscellaneous and Contingencies:</u>			
22) Lead Book (Monograph)	4,000	1,000	3,000
23) Corrosion Handbook	5,000	15,000	6,000
24) Annual Review	1,000	2,200	2,000
25) Apprentice Contest	1,500	1,200	1,500
26) Organization Membership	2,150	2,150	2,900
27) Miscellaneous Literature	-	3,400	3,000
28) Contingencies:			
a. General	3,000	1,500	3,000
b. ILZRO	10,000	(see Item 23 above)	10,000
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	\$26,650	\$26,450	\$31,400
29) Health-Safety Public Relations Program	75,000	80,000	100,000
 <u>C - Summary</u>			
Administrative & Technical Service	\$330,300	\$318,500	\$355,200
Advertising, Publications & Related Promotions	428,400	421,200	398,460
ZALIS & Special Studies	47,325	37,325	25,400
Motion Picture Distribution	17,000	17,000	12,500
New Programs	-	-	13,000
Miscellaneous & Contingencies	26,650	26,450	31,400
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Sub-Total	\$849,675	\$820,475	\$835,960
Health & Safety Public Relations Program	75,000	80,000	100,000
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Grand Total	\$924,675	\$900,475	\$935,960

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Table IV - Estimated 1970 Income and Expenditures and Rates Per Ton

	<u>Regular</u>	<u>Health & Safety</u>
Balance January 1, 1970	\$97,539	(\$14,938)
Income:		
Membership Assessments	130,000)	100,000
Pig Lead Sales	702,000)	
Interest Earned on Savings	5,000	
Miscellaneous	5,000	
	\$939,539	\$ 85,462 net
Expenditures	835,960	
Operating Fund Balance Dec.31,1970	\$103,579	

1970 RATES PER TON

<u>Memberships</u>	<u>General</u>	<u>Health & Safety</u>
Mining	20¢	
Manufacturing	5¢	
Smelting & Refining	5¢	
Assembled Articles	2½¢	
<u>Industry Development</u>		
Pig Lead Sales in U.S. (Est. 650,000 tons)	\$1.08	