

MINUTES

INDUSTRY DEVELOPMENT COMMITTEE MEETING

Lead Industries Association, Inc.

November 8, 1973

A meeting of the Industry Development Committee of the Lead Industries Association was held on November 8, 1973, at the Association's headquarters, 292 Madison Avenue, New York, New York, in accordance with a notice of September 24, 1973.

Those in attendance were:

PRESENT

J. C. Buck, Chairman
J. Whelan (representing
E. V. Frawley)
E. A. Serna, Jr.
A. Ash
R. E. Wallace
R. E. Jordan
I. M. Robinson
D. Taylor (representing BHAS)

MEMBER COMPANY REPRESENTING

American Smelting & Refining Co.
Amax Lead & Zinc, Inc.
Asarco Mexicana, S.A.
Cominco Ltd.
Homestake Lead Co. of Missouri
St. Joe Minerals Corporation
Noranda Sales Corporation Ltd.
C. Tennant Sons & Co.

GUESTS

P. V. Higgins
F. W. Doby
C. Thompson
Lieberman Harrison, Inc.
Lieberman Harrison, Inc.
Hill & Knowlton, Inc.

STAFF

P. E. Robinson
J. F. Smith
L. E. Gage
D. R. Lynam
C. A. Baker
R. Assadi
E. D. Martin
Executive Vice President
Secretary & General Manager
Asst. Secretary & Dir. of Communications
Asst. Dir. of Environmental Health Dept.
Technical Service Engineer
Manager, Association Services
Manager, Architectural Services

LIA05108

CALL TO ORDER

The meeting was called to order at 10:15 a.m. by the Chairman, Mr. James C. Buck.

QUORUM

The presence of six members and two representatives constituted a quorum for the transaction of business.

APPROVAL OF MINUTES OF PREVIOUS MEETING

The Minutes of the previous meeting, July 18, 1973, had been distributed and the Secretary reported that he had received no comments. On motion made, seconded and approved, the Minutes of the meeting of July 18, 1973 were approved as written.

BUDGET REVIEW

The Chairman noted that a budget package had been circulated to the members and suggested that a review of the entire 1974 proposal on an item-by-item basis was in order. The Chairman then called on the staff to present specifics on each proposed item. After a thorough review of the proposed 1974 program, during which it was established that with the exception of the two extraordinary items, i.e., the Electric Vehicle Project--total \$76,000, and the new lead film project--total \$105,000, the proposed Promotion & Development Budget would be the same as 1973.

Although the opinion was expressed that the entire budget package as proposed was well conceived and soundly based, it was felt that some reduction in the neighborhood of about \$50,000 was necessary because the tonnage base available for the 1974 assessment would not realistically finance the entire package. The following action was taken by the Committee with respect to the proposed 1974 Promotion & Development Budget:

PROMOTION EXPENSEILZRO Contingency Request

Proposed \$5,000
Recommended by IDC \$ -0-

Motion was made, seconded and passed to eliminate the "ILZRO Contingency" request of \$5,000, on the likelihood that this could be handled through a special appropriation when necessary.

OSHA FILM

Proposed \$12,500
Recommended by IDC \$ -0-

Motion was made, seconded and passed to eliminate the proposed OSHA film from the budget and to ask Dr. D. R. Lynam to articulate the proposal further, particularly with respect to a contractor and the method of handling prints and to consider presenting this item again in July.

LIA05109

MOTION PICTURE EXPENSES

Proposed \$113,000
Recommended by IDC \$ 83,000

With respect to motion picture expenses, motion was made to approve \$75,000 for completion of the new lead film and \$8,000 for continued distribution of the old film until the new one is put into circulation.

ZINC AND LEAD INTERNATIONAL SERVICE (ZALIS)

Proposed \$23,000
Recommended by IDC \$23,000

With respect to the Zinc and Lead International Service for which an appropriation of \$23,000 was recommended by staff for 1974, it was noted that the Zinc Institute Board of Directors had expressed its intent to discontinue funding the ZALIS program beginning in 1974. In view of this, the ZI Industry Development Committee did not consider funds for such a program. Mr. Robinson noted that the Lead Industries Association Board had made no such recommendation, and staff was recommending the same funding for 1974.

He read a letter from R. L. Stubbs, President of ZALIS, in which Mr. Stubbs informed the Argentinian and Mexican centers of the intention to reduce their contributions from ZALIS to \$5,000 annually in 1974 and to \$-0- in 1975. The letter also proposed that the Brazilian center should be funded at the same \$10,000 in 1974 as was provided in 1973, and that support would be dropped to \$5,000 in 1975.

In view of the obvious efforts to try to make the ZALIS centers self-supporting, and in view of the fact that both the Canadian and U.S. Governments had been asked if funds were available to help support these centers, the Committee voted to recommend to the LIA Board that it continue support of ZALIS until it could be determined whether either U.S. or Canadian Government support is available, or in any event, for at least another year.

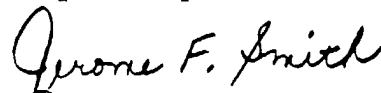
BUDGET RECOMMENDATION

Motion was made, seconded and passed to recommend to the Board of Directors the 1974 LIA Promotion & Development Budget as amended by the Industry Development Committee in the amount of \$632,960.

ADJOURNMENT

There being no further business, the meeting adjourned at 4:15 p.m.

Respectfully,



Jerome F. Smith
Secretary & General Manager

JFS:lm
Attachment