

BOARD OF DIRECTORS MEETING

New York, N. Y.

January 24, 1939

A meeting of the Board of Directors of the Lead Industries Association was held on Tuesday, January 24, 1939, at 12:30 P.M., at the Down Town Association, New York, N. Y.

<u>Present</u>	<u>Representing</u>
Clinton H. Crane, Chairman	St. Joseph Lead Company
K. C. Brownell	American Smelting & Refining Co.
E. A. Behr	American Smelting & Refining Co.
Clarence Glass	Anaconda Sales Co.
A. E. Bendelari	Eagle-Picher Lead Co.
F. W. Hockwell	National Lead Co.
Harold Rowe	National Lead Co.
I. H. Cornell	St. Joseph Lead Co.
F. F. Colcord	United States Smelting Refining & Mining Co. Inc.
F. E. Wormser, Secretary-Treasurer	

The meeting was called to order with Mr. Clinton H. Crane in the chair.

The minutes of the previous meeting of May 3, 1938 were approved.

Report of the Secretary and Treasurer

The report of the Secretary and Treasurer was approved with the following additions to the report submitted to the Directors and attached as Exhibit "A".

1. Lumber Products-Better Paint Campaign - Budget for the Lumber Products-Better Paint Campaign for 1939 was \$25,000.00.
2. Plumbing Promotion Program - Budget for the program for 1939 was as follows:

Salaries	\$9,000	
Traveling Expenses	8,000	
Printing	500	
Mailing	500	
"Plumbers' Forum"	6,600	
Association Dues	150	
Entertainment	500	
Conventions & Exhibits	1,250	
Advertising	8,000	
Seal of Approval In- spections	1,000	
Miscellaneous	<u>500</u>	\$36,000
Drawn from Balance		4,000
To Be Subscribed		<u>\$32,000</u>
To Be Subscribed by Pacific Coast Members		<u>2,400</u>

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3. Treasurer's Report - Distribution of cash on hand
and in bank, January 1, 1939:

Ordinary	\$13,285.44
Petty Cash	100.00
Plumbing Promotion fund	9,043.43
Lumber Products-Better Paint Campaign	3,016.97
Sheet Lead Promotion Fund	<u>3,002.00</u>
TOTAL	\$28,447.89

Resignation - Cerro de Pasco Copper Corporation

The resignation of the Cerro de Pasco Copper Corporation as an associate member of the Lead Industries Association was accepted.

Biochemical Research Foundation Records

A letter from Dr. Frederick L. Hoffman of the Biochemical Research Foundation of the Franklin Institute requesting the Lead Industries Association to become custodian of its lead poisoning records was read as follows:

"During the last thirty years I have collected a considerable amount of material, all more or less valuable, on the subject of lead poisoning and related matters. It includes some books of rare value and material representing my own work on lead poisoning statistics and their interpretation. I would like to present this entire material to your organization as the best place for its permanent preservation and utilisation. I therefore trust that you will accept this gift and let me know when you wish to have it shipped to you. I retain only my annual report for the National Lead Company for 1937 as a guide in the making up of my report for the current year.

"Anticipating the favor of a prompt reply, I remain,

Sincerely yours,

Signed: F. L. Hoffman"

Whereupon it was RESOLVED THAT the Board of Directors of the Lead Industries Association expresses its thanks and appreciation to the Biochemical Research Foundation of the Franklin Institute, and to Dr. Frederick L. Hoffman, for making the Lead Industries Association custodian of its valuable records on lead poisoning.

It WAS FURTHER RESOLVED that the Secretary be authorized to preserve these records and to permit access to them to any of the public who may be interested in the documents and data.

Department of Commerce Inquiry on
Motion Picture Film on Lead Industry

The Board considered an inquiry from Mr. Frank R. Wilson, Assistant to the Secretary of Commerce, as to whether the lead industry desired to prepare a motion picture film on its industry, as per Exhibit "B" attached.

It was the unanimous feeling of the Board that the Lead Industries should not participate in this program.

Action of Plumbing Promotion Group Establishing a
Fee for Use of Seal of Approval on Lead Plumbing Goods

"The action of the Plumbing Promotion Group establishing a nominal charge for the use of the Seal of Approval of the Lead Industries Association, as per the following resolution, was presented to the Board for ratification:

"It was regularly moved, seconded and carried to charge all Seal of Approval licensees a nominal fee of \$25.00 per year for use of the Seal of Approval under each license, that is, (1) lead pipe, (2) lead traps and bends, and (3) calking lead, to help defray the expense of inspections, this fee to be credited against contributions to the Plumbing Promotion Program of each licensee supporting this program."

It was the sense of the meeting that rather than take action at this time, the subject be considered at a later meeting when a full report would be available on the response to this action of the Plumbing Promotion group. The Board preferred to encourage the wide use of the Seal of Approval by all manufacturers of lead plumbing goods embraced by the license agreements rather than establish a fee for its use. The Secretary was requested to endeavor to persuade as much voluntary support for the Seal of Approval program as possible.

Budget

The Secretary presented a record of the budget and the actual expenditures for the year 1938, as per Exhibit "A" attached.

After discussion it was regularly moved, seconded and carried that a budget totalling \$50,000 be adopted for 1939, as follows:

Budget - 1939

Furniture, Fixtures & Equipment	\$500
Salaries	26,000
Rent and Light	5,000*
Telephone and Telegraph	900
Books and Subscriptions	300
"Lead" (publishing expenses, including mailing, etc.)	6,000
Printing	1,000
Mailing	1,000
Illustration	300
Traveling Expenses	2,000
Medical Research	2,500
Technical Research	1,000
Social Security Taxes	1,200
Office Expense Miscellaneous	1,200
Office Supplies	800
Association Dues	150
Entertainment and Lunches	150
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Total	\$50,000

*Part of this to be charged to
white lead promotion.

Meeting adjourned at 2:20 P.M.


Secretary.

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REPORT SUMMARIZING THE ACTIVITIES OF THE
LEAD INDUSTRIES ASSOCIATION FOR 1938

The Lead Industries Association became ten years old on November 28, 1938.

1. Membership - Membership in the Association consists of 56 companies, one resignation having been received during the year.

2. Statistics - Compilation and publication of our statistical reports has proceeded without change. At times special efforts are made to procure information valuable in offsetting attacks on our industry. For example, recently we made a survey of the tonnage of lead sold in the New York Metropolitan area, planning to employ the data in defending the use of lead by the plumbers' examining board. It so happened that certain plumbers, unable to wipe joints, have protested the inclusion of lead wiping as part of the examination for a plumber's license, maintaining that lead was no longer used for plumbing in New York City.

In view of the reluctance of some of our smaller members to provide current statistical information on their manufactured products, it is interesting to note the recent recommendation of the Federal Trade Commission for the establishment of a Bureau of Industrial Economics to gather trade statistics because, "trade association activity in this general direction had frequently failed, or proved ineffective, because there was no obligation on the individual member of a particular industry to make the necessary reports".

3. Legislation

(a) Tariff - The Association prepared briefs which were presented to the Committee for Reciprocity Information in Washington on the trade treaty negotiations with the United Kingdom and Canada, covering various lead items. Copies of the briefs were distributed to all members of the association. In addition, visits were made to Washington to acquaint representatives and officials of the Government with our position and interest in these important treaties. I am pleased to report that the result of the trade negotiations with the United Kingdom and Canada recently announced show only a small cut in the tariff on lead pigments - red lead and litharge, bottle caps and collapsible tubes - with the major portion of our tariff protection intact.

(b) Trade Association Survey - We complied with a request of the Bureau of Foreign and Domestic Commerce for the Temporary National Economic Committee by furnishing the Committee with information about the Lead Industries Association, as outlined in its questionnaire. After receiving the approval of all members of the Executive Committee, the questionnaire was mailed to Washington.

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Report Summarizing the
Activities of the Lead
Industries Association
for 1938.

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(c) Army Industrial College - The Secretary was recently invited to appear before a group of officers of the Army Industrial College who were making a survey of the lead industry in connection with the industrial mobilization plans of the Army. The meeting was informal and the Director of the school personally thanked the Secretary for the help given the College.

4. Litharge Meeting - Members producing litharge met at the Association's office on June 29th to discuss methods for preserving the market for litharge in the enameling field, an outlet affected seriously by competition from leadless enamels. The Lead Industries Association will endeavor to procure some fundamental data to guide the producers in developing their plans further.

5. Medical Research - The Association contributed \$2,000 to continue Dr. Aub's research on lead at Harvard Medical School. In addition Dr. Fairhall was compensated for the investigation he made on behalf of the tin, lead and milk industries to ascertain the hazard in connection with the use of solder in sealing evaporated milk cans. You will recall that lead was given a clean bill of health in this investigation.

(a) Biochemical Research Foundation Records - The Biochemical Research Foundation of the Franklin Institute has been collecting data on lead poisoning for many years, under the direction of Dr. Frederick L. Hoffman. On June 6th they requested us to be custodian of these valuable records. Upon consultation with the President, this proposal was accepted with thanks and the documents are now in our possession. Dr. Hoffman was one of the first to call attention to the dwindling importance of the lead poisoning hazard. He is considered an authority on the subject.

(b) Safety Conference - Members were sounded out as to the possibility of holding, sometime in the future, another health and safety conference. Plans have not yet been drawn for such a gathering.

6. Publications - The publication of our magazine, LEAD, has continued without interruption and its circulation has been maintained at 24,000. PLUMBERS' FORUM increases steadily and is now 22,000. LEAD continues to carry original items of interest, particularly to persons specifying various lead products. Should the Board of Directors ever deem it desirable, both publications, LEAD and PLUMBERS' FORUM can be made in whole or in part self-sustaining through the acceptance of advertising.

7. Plumbing Promotion Program - A detailed review of the plumbing field work of the Lead Industries Association was provided each subscriber to this special program.

(a) Standards - Standards which have been adopted for (1) lead pipe, traps and bends, and (2) calking lead have been favor-

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ably received and copied by technical organizations and municipalities for inclusion in plumbing codes.

The program continues to be influential in seeing that lead is given proper consideration in city and state plumbing codes through the United States. Definite benefits accruing to the lead plumbing goods industry over the past few years are apparent, as follows:

Plumbing Promotion Program

Summary of certain tangible benefits accruing to the lead plumbing goods industry

1. New plumbing code amendments or regulations now require lead for plumbing or water distribution in the following localities:
 - State of Pa. (all cities and towns except Philadelphia)
 - State of Mass. (removed 5 ft. limitation on lead)
 - Buffalo, N.Y. (passed by Bd. of Examiners, up to Bd. of Health)
 - Bakersfield, Cal., and other Kern County towns
 - Philadelphia, Pa.
 - Phillipsburg, N.J.
 - Bridgeton, N.J.
 - Pleasantville, N.Y.
 - Hartford, Conn.
 - Waterbury, Conn. .
 - Taunton, Mass.
 - Columbia, S. C.
 - Atlanta, Ga.
 - Jacksonville, Fla.
 - St. Petersburg, Fla.
 - Orlando, Fla.
 - Austin, Tex.
 - San Antonio, Tex.
 - Waco, Tex.
 - Rockford, Ill.
 - Aurora, Ill.
 - E. St. Louis, Ill.
 - Peoria, Ill.
 - Moline, Ill.
 - Cedar Rapids, Ia.
 - Springfield, Mo.
 - Salina, Kansas
 - Wichita, Kansas
 - Lansing, Mich.
 - Wausau, Wis.
 - Oklahoma City, Okla.
 - Omaha, Neb.
 - Boise, Idaho
 - Denver, Colo.
 - Wichita Falls, Tex.

It must be remembered that adoption of laws, as above, is slow work, but once adopted make a relatively permanent requirement of lead. In many cities we have successfully opposed ordinance or regulation revisions which would have reduced or eliminated the use of lead. We have prevented elimination of lead work from examinations for plumbers' licenses in New York and other cities, and have introduced license examinations with a lead work requirement in many places where no examinations for lead work were formerly required.

2. Impartial statements by impartial sources indicate the success of this work. The following is the title of an article appearing in "Domestic Engineering", leading plumbing trade paper, last year: "LEADWORK....Present trend towards revision of plumbing codes has in many cases increased importance of leadwork".

3. The late Mr. Lester Wilson, sales manager of the metal division of the National Lead Co., recently stated that sales of lead plumbing goods were the only products of his department that had held up during the recent recession.

In the minutes of the last meeting of the plumbing promotion group will be found the favorable views of the manufacturing members to the work so far. They are the only ones able to judge the work on actual sales.

4. We have worked closely with the Federal Committee on Apprentice Training to establish classes teaching lead work to plumbing apprentices and journeymen in order to insure an adequate future supply of mechanics who can install lead, and have been thanked by Mr. Patterson, executive secretary of that committee, for our work. Among others we have promoted establishment of classes in:

St. Paul, Minn.	Chicago, Ill.
Phoenix, Ariz.	Youngstown, Ohio
Wilkes-Barre, Pa.	San Francisco, Cal.
Pittsburgh, Pa.	

5. We are preparing the lead section for the new Standard Text on Plumbing to be published by the National Association of Master Plumbers. If this section were not properly presented it would militate against the use of lead because fewer mechanics would be able to learn the installation of lead properly.
6. We have adopted standards which have improved the quality of lead plumbing goods, thus preventing future failures which would cause the use of lead to be discontinued. Our standard for calking lead has been adopted by New York City and by the American Water Works Association, and our standard for lead pipe will probably be adopted by the same city within a few weeks. Many other cities are adopting these standards, and many plumbers are using only materials stamped with our Seal of Approval now.

9. Lumber Products-Better Paint Campaign - A detailed review of the work of the campaign was provided each subscriber to this special program. A summary, as follows, of the definite results attributable to this campaign may be helpful:

Lumber Products-Better Paint Campaign

Summary of certain tangible benefits accruing to the white lead industry.

- a. All the principal producers of soft and hard lumber in the United States, such as redwood, cypress, cedar, pine and others, specify white lead or high-grade prepared paint which contains white lead. At their own expense, estimated at \$6,000 per year, they print and distribute painting instruction leaflets (2,000,000 copies).

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- b. The Douglas Fir Plywood Association recommends the use of white lead exclusively. It has printed 40,000 leaflets, in color, at a cost of \$2,000 and distributed them to every architect in the United States, as well as others. They have also donated two trailers to our campaign at a cost of \$1500.
- c. The Red Cedar Shingle Bureau, representing 93 per cent of the industry, recognizes white lead in oil exclusively in its advertising and features white lead in oil in its Certigrade model homes. Ten of its field men promote the use of white lead in connection with their own activities through motion pictures, without cost to us.
- d. The Southern Pine Association features white lead in its architectural and engineering manual.
- e. Aluminum priming has been eliminated from the literature of the regional lumber associations.
- f. Over 20,000 retail lumber yards are giving us cooperation in selling only first quality paint and dispensing with the sale of cheap paint.
- g. White lead has been placed in several thousand lumber yards that never handled it before. Although we have no definite figures, our white lead producing members tell us that their sales to lumber yards have increased substantially.
- h. A prominent prepared paint company in Milwaukee, as a result of the Campaign, is producing a 100 per cent white lead content prepared paint, white and in five colors, and in gallon and half-gallon cans.
- i. Some paint companies have increased the lead content of their paint. The Paraffine Companies in San Francisco, one of the largest paint manufacturers in the United States, which viciously attacked white lead for years and turned out a leadless product, now carries 60 per cent white lead in its outside paint.
- j. I believe the influence of the lumber industry was one of the reasons why the National Paint, Varnish and Lacquer Association has recently passed a resolution advocating the printing of paint formulas on the containers of prepared paints.
- k. The Western Pine Association, at the San Francisco Fair, will paint its model home inside and out with white lead and publicize this specification.

- l. The sash and door manufacturers are preparing to spend \$18,000 next year to print 20,000,000 labels to be affixed to nearly all the sash and doors in the United States, featuring the use of white lead and high-grade prepared paint.
- m. Several agricultural extension services of universities are revising their farm manuals and recommending white lead in the text.
- n. If the campaign continues in 1939 on the same basis as in 1938 the lumber industry's expenditures in cooperation with the campaign will more than match our own.

Similar results have accrued to manufacturers of high-grade prepared paint and as the highest grade prepared paints contain lead, the white lead industry has profited in that direction also.

10. White Lead Promotion Program - Plans are being perfected for the establishment of a program which it is believed will preserve and increase the market for white lead, the most important outlet for the miner today. A fund of \$250,000 a year, for a period of three years, is to be raised among mining, smelting and refining, and manufacturing companies, with the mining and smelting and refining companies together furnishing 60 per cent of the appropriation and the white lead companies subscribing 40 per cent. Mining companies in the west are in agreement with the objectives of this program and the plan is to have it under way to take advantage of the spring painting season.

Respectfully submitted,


Secretary.

LEAD INDUSTRIES ASSOCIATION

Treasurer's Report

January 1 to December 31, 1938

Cash on Hand and in Bank, January 1, 1938 \$30,722.95*

RECEIPTS

Membership Subscriptions:

Ordinary Fund	\$40,429.25	
Less refund on Members'		
1937 over-assessment	<u>378.00</u>	\$40,051.25

Plumbing Promotion Fund 29,355.00

Lumber Products-Better Paint Campaign Fund 25,721.00

Sale of Lumber Products-Better Paint Campaign Trailer 350.00

TOTAL RECEIPTS 95,477.25

TOTAL \$126,200.20

DISBURSEMENTS

ORDINARY FUND

Furniture, Fixtures & Equipment	\$ 74.82	
Salaries	25,790.54	
Rent and Light	2,917.18	
Social Security Taxes	\$1,577.24	
Less: Taxes Accrued 12-31-38	<u>853.25</u>	723.99
Office Supplies	574.85	
Miscellaneous	691.94	
Traveling Expenses	992.89	
Association Dues	147.75	
Entertainment and Lunches	132.34	
Telephone and Telegraph	553.18	
Books and Subscriptions	255.41	
Printing	924.98	
Mailing	880.75	
** "Lead"	5,755.86	
Illustration	246.46	
Medical Research	<u>2,100.00</u>	42,762.94

PLUMBING PROMOTION FUND

Salaries	7,475.00	
Traveling Expenses	7,489.91	
Printing	128.44	
Mailing	220.68	
** "Plumbers' Forum"	5,002.71	
Association Dues	227.00	
Entertainment and Lunches	487.40	
*** Conventions and Exhibits	3,206.87	
Advertising	6,208.43	
Miscellaneous	323.80	
Seal of Approval Inspections	55.92	
Advance	<u>100.00</u>	30,926.16

Treasurer's Report (Continued)
January 1 to Dec. 31, 1938

Disbursements Continued

<u>LUMBER PRODUCTS-BETTER PAINT CAMPAIGN FUND</u>		
Salaries	\$10,666.55	
Traveling Expenses	8,675.27	
Printing	170.35	
Mailing	271.49	
Entertainment and Lunches	440.11	
*** Conventions and Exhibits	2,231.78	
Miscellaneous	<u>844.96</u>	23,300.51
Unemployment Insurance Accrued-January 1, 1938		<u>762.70</u>
TOTAL DISBURSEMENTS		\$97,752.31
Cash on Hand and in Bank, January 1, 1939		<u>28,447.89</u>
	TOTAL	\$126,200.20

Foot-notes:

- * \$3,002 of this amount earmarked for Sheet Lead Promotion.
- ** Includes editing, printing, mailing and miscellaneous expenses.
- *** Includes expenses incurred at conventions and exhibits, excluding field representatives' expenses.

The following subscriptions were outstanding as of December 31, 1938, and are not included in the receipts above:

Ordinary Fund	\$350.00
Plumbing Promotion Fund	840.00

BUDGET WORK SHEET

	<u>Approved Budget 1938</u>	<u>Expenditures 1938</u>	<u>Proposed Budget 1939</u>
Furniture, Fixtures and Equipment	\$ 500	\$ 74.82	
Salaries	25,000	25,790.54	
Rent and Light	3,000	2,917.18	
Telephone and Telegraph	900	553.18	
Books and Subscriptions	250	255.41	
"Lead" (Publishing expenses, including mailing etc.)	(-	(5,755.86	
Printing	(6,500	(924.98	
Mailing	(5,000	(880.75	
Illustration	(750	(246.46	
Traveling Expenses	1,500	992.89	
Medical Research	2,000	2,100.00	
Technical Research	1,500	-	
Social Security Taxes	1,200	723.99	
Office Expense Miscellaneous	(1,900	(691.94	
Office Supplies	(-	(574.85	
Association Dues	(-	(147.75	
Entertainment and Lunches	(-	(132.34	
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TOTAL	\$50,000	\$42,762.94	

C O P Y

Exhibit "B" Board of
Directors Meeting
January 24, 1939

DEPARTMENT OF COMMERCE
Office of the Secretary

Washington

September 19, 1938.

Mr. F. E. Wormser, Secretary
Lead Industries Association
420 Lexington Avenue
New York, N. Y.

Dear Mr. Wormser:

The Department of Commerce has been asked to sponsor and provide national distribution for a series of talking pictures dramatizing the aims, processes, achievements, and ideals of American Industry under democracy.

Secretary Roper expressed his willingness to have the Department undertake this service for American business and invited Mr. Thomas J. Watson to call together a group of representative industrial leaders to discuss the merits of this plan.

Mr. Watson invited a group of business men to meet with him at luncheon, on July 26th, in New York and among those who attended were: Messrs. Colby M. Chester; S. Clay Williams; Samuel W. Reyburn; Willis H. Booth; R. H. Cabell; Howard Heinz; Frederick F. Robinson (representing Mr. John D. Biggers of Libbey-Owens-Ford); R. H. Henry (representing Mr. Pelley of the American Association of Railroads); Matthew Robinson (of the Atlas Corporation); Dr. James T. Shotwell (of Columbia University); John Marshall (of the Rockefeller Foundation); Herbert S. Houston; and Mr. Robinson (assistant to Geo. H. Davis, President of the U.S. Chamber of Commerce), and others.

Mr. Alfred P. Sloan, Jr., was unable to attend but sent a letter expressing his enthusiastic approval of the plan. Mr. Charles R. Hook, President of the National Association of Manufacturers, was in Europe but he had previously written expressing approval and his promise of fullest cooperation.

Under the plan proposed each industry would supply a feature film, not to exceed four reels in length dramatizing the history, processes, achievements, and ideals of that industry, and its contribution to national development. These films would be devoid of direct advertising for any individual firm but would necessarily embrace the industry as a whole.

Dr. James T. Shotwell of Columbia University, the well known historian, has consented to act with Dr. Studebaker, Mr. Herbert S. Houston, and others, as a committee to work with the writers of the scenarios so as to make this library of films a true historical and inspiring record of American achievement under private initiative and democracy.

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The committee which met with Mr. Watson unanimously endorsed this general plan, following discussions participated in by Dr. Shotwell and Dr. Studebaker.

Under this general plan the Department of Commerce would supply sponsorship for the films and an organized system of distribution - a system which does not now exist for films of this character. The U. S. Chamber of Commerce would cooperate by helping to assist its twelve-hundred affiliated Chambers of Commerce in setting up local machinery in each city for the wide showing of these films. Dr. Studebaker told the committee that the creation of such a library of truly educational industrial films, would, in his opinion, greatly stimulate the installation of projectors in the schools so as to make these pictures available to twenty-million school children. The San Francisco Exposition has agreed to run them in the Federal theater there and the matter is being favorably considered by the New York World's Fair. The National Grange, and other national organizations, have indicated cooperation in this distribution effort. The Department of Commerce would supply these films for free exhibition in the schools and elsewhere.

Production would be assigned to reputable existing producers of industrial pictures.

The Department of Commerce feels that these films would be very useful in foreign lands to stimulate business for American firms.

I am submitting this plan to you with the request that you present it to the representative group of your industry, to whose attention it would naturally fall, so that the industry may determine as to its participation in this program.

Very truly yours,

Signed: Frank R. Wilson

Assistant to the Secretary.