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EXPORT ORIGIN STUDY

STATE OF IOWA



**EXPORT ORIGIN STUDY**

**STATE OF IOWA**

Prepared by the

IOWA DEVELOPMENT COMMISSION

from

U.S. Dept. of Commerce Sources

Iowa Development Commission  
250 Jewett Building  
Des Moines, Iowa 50309

## FOREWORD

In response to many requests from the Congress and the public for information regarding exports from each of the states, the Department of Commerce, through the Census Bureau, with the cooperation of the Departments of Labor, Agriculture and Interior, prepared a series of export origin studies. The information contained in this report is extracted from these export origin studies, conducted for the first time on a nation-wide scale. In addition to estimates of the value of exports, by type of product, this report contains a list of manufacturers who reported exports of their products. In addition to direct exports reported by Iowa manufacturing establishments, it is estimated that an approximate equal dollar volume of exports originating from Iowa manufacturers is indirectly exported through wholesalers, independent exporters and nonreporting small manufacturers.

## THE STATE OF IOWA AND FOREIGN TRADE

### SUMMARY HIGHLIGHTS

Foreign trade has a direct impact on every community, its economy, its industries, its workers, its farmers--the life and livelihood of all of its people.

#### MANUFACTURED EXPORTS

Exports of manufactured goods from IOWA amounted to \$243.0 million in 1960.

101 IOWA establishments each exported more than \$25,000 in 1960.

84,987 IOWA workers were employed in these establishments.

(Total number of manufacturing workers in IOWA in 1958 was 164,507, according to the most recent Census Bureau Survey of Manufacturers.)

IOWA'S major exporting industries are: Non-electric machinery; food and kindred products; electrical machinery; and fabricated metal products.

IOWA ranked 17th in the Nation in value of manufactured exports.

#### AGRICULTURAL EXPORTS

IOWA'S equivalent share of U.S. total exports of \$4.9 billion of agricultural products was \$248.0 million in the 1960-61 crop year.

Included were \$182.4 million for field crops; \$65.1 million for livestock and livestock products; \$0.3 million for vegetables; and \$0.2 million for fruits and nuts.

About 22,700 IOWA farm workers may be attributed to the production of farm products that were exported both in processed and in unprocessed form.

This number represents 7.9 percent of the 289,000 total workers on farms. (Estimates by the Departments of Agriculture and Labor.)

#### FISHERY EXPORTS

Exports of fishery products from IOWA establishments were valued at \$2.6 million in 1960.

Exports were largely mussel shell products.



The following individual companies are illustrative of those which contribute to the merchandise exports of the State of Iowa. They have extended permission to be identified as companies participating in direct exports.

ALGONA

Weidenhoff Corp. (Subsidiary of Snap-On Tools Corp.) - Electrical and electronic testing equipment for automotive and aircraft applications; metal boxes, cabinets and trays.

AMANA

Amana Refrigeration Inc. - Room air conditioners; freezer-plus-refrigerator combination units; dehumidifiers.

AMES

Bourns, Inc. - Electronic components and accessories

BURLINGTON

International Resistance Co. - Electrical resistors and components  
Sylvania Electric Products Inc. - Radio and television electron tubes.

CEDAR FALLS

Clay Equipment Corp. - Barn cleaners; hay and corn driers; silo unloaders; mechanical cattle feeders; comfort stalls; etc.  
Viking Pump Co. - Positive displacement rotary pumps and parts.

CEDAR RAPIDS

Cedar Rapids Engineering Co. - Motor vehicle service equipment.  
Cherry-Burrell Corp. - Equipment for processing and handling of dairy products and beverages.  
Collins Radio Co. - Aviation communication, navigation and flight control equipment; AM & FM radio broadcasting transmitters; amateur radio receivers.  
Dearborn Brass Co. - Brass plumbing supplies.  
Iowa Manufacturing Co. - Rock crushing and screening plants; bituminous asphalt plants; bituminous finishers.  
National Oats Co. - Rolled oats; oat flour.  
Quaker Oats Co. - Rolled oats; cereals; dog food  
The Square D Co. - Circuit breakers.  
The Turner Co. - Radio and television parts.

CHEROKEE

Lundell Manufacturing Co. - Flail-type forage harvesting machines.

CLARINDA

Lisle Corporation - Mechanics' handtools; hydraulic brake parts and emergency brake cables; magnetic plugs; auto repair creepers; etc.

CLINTON

Central Steel Tube Co. - Electric weld tubing  
Climax Engine Manufacturing Co. (subsidiary of Waukesha Motor Co.) -  
Internal combustion engines.  
Standard Brands Inc. - Milled corn

DAVENPORT

Aluminum Co. of America - Aluminum sheets, plate, and foil  
International Milling Co. - Wheat flour

DES MOINES

John Deere Des Moines Works - Machinery for harvesting corn, cotton,  
beets, and potatoes; rod weeders; crop dryers  
Eagle Iron Works - Parts for sand and gravel washing equipment  
Firestone Tire and Rubber Co. - Tires  
Ford Motor Co. - Farm machinery  
Meredith Publishing Co. - Magazines and books  
Western Tool and Stamping Co. - Power lawn mowers and related  
equipment

DUBUQUE

Adams Co. - Foundry equipment  
Darling & Co. - Grease and tallow  
John Deere Dubuque Tractor Works - Farm and industrial tractors and  
engines  
Dubuque Packing Co. - Meat products  
McDonald (A. Y ) Manufacturing Co. - Equipment for service stations and  
bulk stations

FAIRFIELD

The Loudon Machinery Co. (subsidiary of Mechanical Handling Systems) -  
monorail systems and components thereof

FORT DODGE

George A. Hormel & Co. - Lard; pork offal; beef offal; canned meats

FORT MADISON

W. A. Sheaffer Pen Co. - Writing instruments and accessories

IOWA CITY

The Procter & Gamble Manufacturing Co. - Perfumes, cosmetics and  
other toilet preparations

KEOKUK

The Hubinger Co. - Corn starch; corn syrup; corn syrup solids  
Keokuk Electro-Metals Co. - Silvery pig iron; pulverized ferrosilicon  
Midwest Carbide Corp. - Calcium carbide



MARSHALLTOWN

Dunham-Bush Inc. - Package chillers; heating components

Fisher Governor Co. - Automatic control valves; liquid level controllers

NEWTON

Koehring Co. (Parsons Division) - Construction machinery

The Maytag Co. - Home laundry appliances; commercial laundry appliances

Winpower Manufacturing Co. - Generators; gasoline and deisel electric plants

OSKALOOSA

Ideal Manufacturing Co. - Portable milking machines

OTTUMWA

John Deere Ottumwa Works - Side delivery and sulky rakes; automatic pick-up hay balers; forage choppers; ensilage harvesters

SIOUX CITY

Wilson Trailer Company - Livestock and grain trailers

WALL LAKE

National Oats Co. - Popcorn

WATERLOO

Chamberlain Corporation - Aluminum awnings and refrigerator shelves

Construction Machinery Co. - Concrete mixers; pumps; hoists; etc.

John Deere Waterloo Tractor Works - Farm and industrial tractors

Titus Manufacturing Corp. - Air diffusion equipment

WAVERLY

Schild Bantam Co. - Power cranes and excavator units (the 3/8 yard size).

WEST DES MOINES

Delavan Manufacturing Co. - Nozzles and ultrasonic equipment

State of Iowa

Exports and Employment of Manufacturing Establishments Reporting Exports,  
Estimated Total Exports of Manufactured Products, 1960, and Total Manufacturing Employment in 1958

Industry group	Establishments Report- ing Exports in 1960(1)		Estimated total exports of manufactured products, 1960(2)				1958 Census of Manufactures All employees		
	Exports value (\$mil)	All employees number (1,000)	Value (\$mil)	Percentage		Rank in State	Number (1,000)	Percentage	
				of U.S. total(3)	distri- bution in State			of U.S. total(3)	distri- bution in State
Food and kindred products.....	28.3	25.6	73.6	4.6	30.3	2	53.1	3.1	32.3
Tobacco products.....	-	-	-	-	-	-	-	-	-
Textile-mill products.....	-	-	(5)	-	-	-	.2	(x)	.1
Apparel and related products.....	-	-	.7	.3	.3	-	3.9	.3	2.4
Lumber and wood products.....	-	-	1.0	.7	.4	12	4.7	.8	2.8
Furniture and fixtures.....	-	-	.3	.7	.1	14	2.7	.8	1.6
Paper and allied products.....	-	-	.4	.1	.2	13	2.4	.4	1.5
Printing and publishing.....	(4)	(4)	1.5	1.1	.6	10	11.2	1.3	6.8
Chemicals and allied products....	(4)	(4)	4.3	.2	1.8	5	4.4	.6	2.7
Petroleum and coal products.....	-	-	.3	.1	.1	15	(4)	(4)	(4)
Rubber and plastics products, n.e.c.....	(4)	(4)	2.7	.9	1.1	8	5)3.9	1.1	2.4
Leather and leather products.....	-	-	(5)	-	-	-	.3	.1	.2
Stone, clay, and glass products..	-	-	-	-	-	-	5.9	1.1	3.6
Primary metal industries.....	(4)	(4)	3.0	.3	1.2	7	5.3	.5	3.2
Fabricated metal products.....	3.4	3.8	7.2	1.4	3.0	4	8.5	.8	5.2
Machinery, except electrical.....	54.0	24.7	95.8	3.3	39.3	1	31.3	2.3	19.0
Electrical machinery.....	25.1	16.3	44.2	4.4	18.2	3	14.8	1.3	9.0
Transportation equipment.....	0.6	.9	1.1	(x)	.5	11	3.9	.2	2.4
Instruments and related products.	(4)	(4)	2.6	.6	1.1	9	1.7	.6	1.0
Miscellaneous manufacturing.....	(4)	(4)	4.3	.9	1.8	6	6.1	1.1	3.7
Undistributed*.....	10.0	13.7	-	-	-	-	.2	-	.1
Total.....	121.4	85.0	243.0	1.6	100.0	-	164.5	1.1	100.0

1) Establishments with 100 or more employees which exported \$25,000 or more in 1960.

2) See accompanying table for explanation of these estimates.

3) Percent of U.S. total in each industry group.

4) Data withheld to avoid disclosing figures for individual companies.

\* Not distributed by industry group.

S) Less than \$1.0 million.

x) Less than .05 percent.

Source: U.S. Department of Commerce.



U. S. AGRICULTURAL EXPORT AND IMPORT EQUIVALENTS BY STATES  
 MAJOR COMMODITY GROUPINGS, FISCAL YEAR 1960-61

IOWA

COMMODITY GROUP	AMOUNT SOLD OR HARVESTED 1959 CENSUS			EXPORTS		IMPORTS	
	STATE	NATION	STATE SHARE OF NATION	NATIONAL EXPORTS FISCAL YEAR 1960-61	STATE EQUIV. EXPORTS	NATIONAL SUPPLE- MENTARY IMPORTS 1960-61	STATE EQUIV. IMPORTS
	\$1,000	\$1,000	PERCENT	\$1,000	\$1,000	\$1,000	\$1,000
FIELD CROPS-EXCL. VEGS., FRUITS AND NUTS 1/	482,772	10,492,620	4.6009	3,965,473	182,447	877,066	40,353
VEGETABLES 1/	2,400	739,629	.3244	87,346	283	67,847	220
FRUITS AND NUTS 1/	1,039	1,398,462	.0743	274,407	204	169,072	126
TOTAL LIVESTOCK AND LIVESTOCK PRODUCTS	1787,174	17,058,805	XX.XXXX	612,691	65,081	639,491	65,916
DAIRY PRODUCTS	140,735	4,021,593	3.4994	130,696	4,574	52,727	1,845
POULTRY AND POULTRY PRODUCTS	98,181	2,257,504	4.3490	87,082	3,787	2,031	88
OTHER LIVESTOCK AND LIVESTOCK PRODUCTS	1548,258	10,779,708	14.3627	394,913	56,720	584,733	83,983
TOTAL AGRICULTURAL PRODUCTS	2273,385	29,689,716	XX.XXXX	4,939,917	248,015	1,753,476	126,615

\$.11 OF EACH DOLLAR'S WORTH OF FARM PRODUCTS SOLD BY THIS STATE CAME FROM EXPORTS.

THE EXPORT AND IMPORT EQUIVALENTS SHOW THE PROPORTIONATE SHARE OF NATIONAL AGRICULTURAL EXPORTS AND COMPETITIVE AGRICULTURAL IMPORTS AND DO NOT NECESSARILY MEAN THAT THE COMMODITIES SHOWN WERE ACTUALLY EXPORTED OR IMPORTED. THEY DO REFLECT, HOWEVER, THE COMMON STAKE OF THE STATE IN TOTAL NATIONAL TRADE.

1/ INCLUDES PRODUCTS AND PREPARATIONS

USDA-ERS

## MANUFACTURED EXPORTS

U. S exports of manufactures made up more than 75 percent of total exports, for the year 1960. These manufactured exports were valued at \$15.5 billion, f.o.b. plant.

Nationally, the six largest industry groups were: Non-electrical machinery (\$2.9 billion); transportation equipment (\$2.7 billion); chemicals and allied products (\$1.8 billion); food and kindred products (\$1.6 billion); primary metals (\$1.1 billion); and electrical machinery (\$1.0 billion).

Approximately 6 million workers were employed in U. S. manufacturing establishments each of which exported \$25,000 or more in 1960. Thus, one out of every three industrial workers in the United States was employed in plants which produced for export. These plants accounted for about 45 percent of all U. S. manufacturers' shipments in 1960.

These facts were revealed by a recent survey of the geographic origin of U.S. exports of manufactures conducted by the Bureau of the Census. Nearly 8,000 manufacturing establishments, reporting two-thirds of U. S manufactured exports, responded to this survey, the first of its kind in the United States. Regional and State distributions of exports for the remaining one-third were estimated by the U. S. Department of Commerce.

The following analysis is based on data from this survey.

### THE STATE OF IOWA

The State of Iowa -- long known as a food producing State primarily -- has now advanced to the point where it must be considered a leading industrial State as well. This is evidenced by the fact that in 1960, besides being the 5th leading exporter of food and kindred products, it was the 8th leading exporter of non-electrical machinery and the 9th leading exporter of electrical machinery.

Total value of exports from Iowa in 1960 was estimated at \$243.0 million. A total of 101 establishments, exporting \$25,000 or more, reported \$121.4 million of this total. These establishments employed 84,987 workers and their exports represented over 4 percent of their total value of shipments. The balance was exported indirectly through middlemen by these same establishments or by other establishments.

The estimated export value of \$243.0 million represents 1.6 percent of the Nation's total estimated exports for 1960. Iowa ranked 17th in the Nation in the value of manufacturing exports during the same year.

The significant exporting industry groups in Iowa are: Non-electrical machinery, food and kindred products, electrical machinery, and fabricated metal products. These industries exported an estimated total of \$220.8 million of their products



in 1960. This was nearly 91 percent of the total exports of manufactured goods from the state estimated at \$243.0 million.

### Non-Electrical Machinery

Total value of exports of non-electrical machinery from Iowa in 1960 was estimated at \$95.8 million. A total of 32 Iowa establishments, exporting \$25,000 or more, reported \$54.0 million of this total. These establishments employed 24,727 workers and their exports represented nearly 11 percent of their total value of shipments.

The non-electrical machinery industry was responsible for over 39 percent of the estimated exports originating from the State of Iowa in 1960.

The best customers for similar U. S. exports were Canada, Mexico, Japan, the United Kingdom, Argentina, West Germany, France, Brazil, and Colombia.

The two most significant segments of this industry in terms of value of exports and employment were farm machinery and construction equipment.

### Farm Machinery and Equipment

The reported value of exports of farm machinery and equipment in 1960 was \$38.0 million, which represented almost 11 percent of the total shipments from reporting establishments. These establishments employed a total of 17,520 workers.

Deere and Co. in DES MOINES, WATERLOO, OTTUMWA, and DUBUQUE, is the Nation's largest producer of domestic agricultural equipment. Products, including farm tractors, seeding machinery, tillage tools, soil improving tools, harvesting machinery, crop handling equipment, and other items necessary for farm operations, are all exported.

The Western Tool and Stamping Co., with a plant in DES MOINES, is one of the leading makers of lawn mowers and related types of equipment. Power lawn mowers are exported from the Des Moines plant. Company's products include medium priced hand and power mowers, rotary and reel type riding power mowers, lawn sweepers, electric trimmers, power edgers, tillers, and rotary snow plows for home use. Also, the Company does contract stamping work and supplies various assemblies to other garden equipment makers.

Other Iowa firms who export farm machinery and equipment include: The Ford Motor Co., with a plant in DES MOINES, (farm machinery); the Lundell Manufacturing Co., located in CHEROKEE, (flail-type forage harvesting machines); the Ideal Manufacturing Co., of OSKALOOSA, (portable milking machines); and the Clay Equipment Corporation, of CEDAR FALLS, (barn cleaners, hay and corn driers, silo unloaders, mechanical cattle feeders).



### Construction Equipment

The reported value of exports of construction machinery in 1960 was \$13.5 million, which represented almost 13 percent of the total shipments from reporting establishments. These establishments employed a total of 4,657 workers.

Much of this construction machinery has recently been shipped to some of the developing countries.

The Louden Machinery Co., located at FAIRFIELD, is a subsidiary of Mechanical Handling Systems. It makes track (monorail) and crane equipment; barn products including milking stalls, stanchions and water bowls; and garage door equipment. The principal exports from the Fairfield plant are monorail systems and related components.

The Koehring Co., with a plant at NEWTON, (Parsons Division), manufactures and exports a wide range of construction machinery, as well as, metal working presses, plastics molding machinery, earth boring equipment, utility tractor attachments, aggregate spreaders, and oil well supplies.

Company products include power shovels, cranes and draglines, batchers, mixing plants, trenchers, earth compactors and handling equipment. A subsidiary is located in Canada, and there are companies in Japan, Australia, England, Spain, and France licensed to sell Koehring products.

Other Iowa exporters of construction machinery and equipment include: The Iowa Manufacturing Co., of CEDAR RAPIDS (rock crushing and screening plants, bituminous asphalt plants and bituminous finishers); the Eagle Iron Works, of DES MOINES, (parts for sand and gravel washing equipment); the Schild Bantam Co., of WAVERLY, (crane and excavator units of the 3/8 yard size); and the Construction Machinery Co., of WATERLOO (concrete mixers, pumps, and hoists).

### Other Non-Electrical Equipment

There are many important exporters of non-electrical machinery in Iowa producing other than farm machinery and construction equipment.

The Viking Pump Co., with its office and plant at CEDAR FALLS, makes positive displacement rotary pumps, for both U. S. markets and for export. These pumps have only two moving parts, thus reducing wear to a minimum. The industrial applications of the Viking Pump are numerous, but it is particularly adapted for handling oil products and has found its widest market in the oil industry. In 1960 the company developed a new line of gear reduction units and a new line of abrasive liquid type pumps.

The Cherry-Burrell Co., of CEDAR RAPIDS, is one of the Nation's largest producers and sellers of non-electrical equipment. It has branches in Canada



other foreign countries. The company manufactures equipment for supplies dairy, food, farm, beverage, brewing, and chemical industries. They also conveying and elevating equipment for packaged foods, baggage, and mail g. All of the export shipments are handled through the Cherry-Burrell Division located at Cedar Rapids.

Iowa exporters and their exports include: Dunham-Bush Inc., with a plant SHALLTOWN, (package chillers and heating components); Amana Refriger-  
Inc., of AMANA, (export room air conditioners, 2 ton and under, home  
s, chest and upright, and dehumidifiers); and the Adams Co. Corp., of  
QUE, (export foundry equipment.)

Non-electrical machinery industry is indirectly dependent on imports for its volume of production. Large quantities of ferroalloys, for instance, are used by the primary metals industry from imported ores and concentrates manganese, chromite, nickel, cobalt and columbite-tantalite, and tungsten. Indirect import requirements include nonferrous ores or metals such as iron, bauxite, copper, and tin.

Metallurgical imports used--most of which are direct requirements of this industry--include aluminum oxide, silicon carbide, corundum, asbestos, industrial diamonds, graphite, and rubber.

### Food and Kindred Products

The value of exports of food and kindred products from Iowa in 1960 was estimated at \$73.6 million. A total of 24 Iowa establishments, exporting \$25,000 or more, reported \$28.3 million of this total. These establishments employed 1,200 workers and their exports represented over 2 percent of their total value of shipments.

The food and kindred products industry was responsible for over 30 percent of the estimated exports originating from the State of Iowa in 1960.

Customers for similar U. S. exports were Egypt, Indonesia, Cuba, Nigeria, Netherlands, West Germany, Canada, the United Kingdom, and Switzerland.

The most important segment of the food and kindred products industry in Iowa is mill products.

### Mill Products

The reported value of exports of grain mill products in 1960 was \$6.7 million, represented nearly 3 percent of the total shipments from reporting establishments. These establishments employed a total of 4,549 workers.

Maker Oats Co., with a plant in CEDAR RAPIDS, is the leading manufacturer of cereal products and feeds; and also makes flour ready mixes and other



products. The company also makes furfural, a chemical manufactured from agricultural wastes and byproducts, that is used in the refining of petroleum and the manufacture of nylon, synthetic rubber, resins, and plastics.

The Quaker Oats Co. has plants in Canada and many foreign countries as well as in the U. S. From the plant in Cedar Rapids, the company exports rolled oats, cereals, and dog food.

The International Milling Co., which exports wheat flour from a plant in DAVENPORT, is the 2nd largest producer of this commodity in North America. In addition to plants in several states, subsidiaries of the company are located in Canada and Venezuela.

Other Iowa producers and their exports of grain mill products include: Standard Brands Inc., with a plant in CLINTON, (milled corn); the National Oats Co., with plants at CEDAR RAPIDS and WALL LAKE, (rolled oats, oat flour, and popcorn); the Hubinger Co., of KEOKUK, (corn starch, corn syrup, and corn syrup solids).

#### Other Food and Kindred Products

Many of the large exporters of meat and meat products have plants in the State of Iowa. Armour and Co., the Nation's 2nd largest meat packer, has plants in SIOUX CITY and MASON CITY; Swift and Co., the Nation's largest meat packer has a plant in SIOUX CITY; George A. Hormel and Co., has a plant in FORT DODGE, as does the Fort Dodge Packing Co., and the Dubuque Packing Co., located in DUBUQUE.

Several of the large soft drink manufacturers have plants in Iowa. These companies export their products to many foreign countries. Coca-Cola has a plant in BOONE; Pepsi-Cola has a plant in DES MOINES; and Seven-Up has a plant in FORT DODGE.

The food processing industry including bakeries, dairies, beverage, and meat processors, uses imports. Various kinds of spices and flavorings, nuts, fresh and dried fruits, sugar, coffee, tea, and cocoa are imported as well as tapioca. Firms in this industry also import inedible items such as cork, gums, casings, burlap, and bagging.

#### Electrical Machinery

Total value of exports of electrical machinery from Iowa in 1960 was estimated at \$44.2 million. A total of 14 Iowa establishments, exporting \$25,000 or more, reported \$25.1 million of this total. These establishments employed 16,347 workers and their exports represented 7 percent of their total value of shipments.

The electrical machinery industry was responsible for over 18 percent of the estimated exports originating from the State of Iowa in 1960.



The best customers for similar U. S. exports were Canada, Venezuela, Mexico, Brazil, and Argentina.

Among the Iowa exporters of electrical machinery is The Maytag Co., with its main office and two factories in NEWTON and one factory in HAMPTON. Maytag is the leading producer of both automatic and wringer type electric washing machines, automatic clothes dryers, and electric and gas combination washers and dryers. They export home laundry appliances and commercial laundry appliances to Canada and other foreign countries.

The Sylvania Electric Products Co., with a plant at BURLINGTON, is one of the Nation's leading producers of electrical equipment. It is among the three top producers of radio and television electron tubes, and lighting equipment. From the Burlington plant, radio and television electron tubes are exported.

The Philco Corporation, another leading producer of electrical machinery, has a plant at FAIRFIELD, from which is exported home laundry equipment. Philco also exports radio and television receivers, refrigerators, freezers, and ranges. It has 12 domestic plants, and others in Canada, Colombia, Mexico and Brazil. In other countries there are wholly or partially owned subsidiaries. Exports go to 100 foreign countries.

The Square D Co., has its Molded Case Circuit Breaker Division in CEDAR RAPIDS. The Square D Co. produces many types of electrical equipment, ranging from safety switches and motor starters to intricate control systems. Circuit breakers are produced and exported at the Cedar Rapids plant.

The Collins Radio Co., plant in CEDAR RAPIDS is engaged in research, design, development, and manufacture of radio communication equipment and radio direction finding and air navigation apparatus. The following products are exported from the Cedar Rapids plant: Aviation communication and flight control equipment; navigation equipment; AM & FM radio broadcasting transmitters; studio equipment; amateur radio receivers; transmitters and accessories; point-to-point radio transmitters and receivers; and replacement parts.

Other Iowa establishments exporting electrical machinery and their exports include: The Winpower Manufacturing Co., of NEWTON, (generators and gasoline and diesel electric plants); the International Resistance Co., with a plant in BURLINGTON, (electrical resistors and components); Bourns Inc., in AMES, (resistors for electronic application); and the Turner Co., in CEDAR RAPIDS, (microphones and microphone parts, and embalming machines and embalming machine parts).

The electrical machinery industry is supported by various materials of foreign origin, including many indirect imports. This is evidenced by imported raw materials which are wholly or partially processed by the primary or fabricated metal industries prior to being used by electrical machinery manufactures.



These include virtually the entire range of imported metallic ores, and other imports consumed in the primary metals industry, such as bauxite, the various copper forms, and ferroalloys. Also included in this category of indirect imports are castor oil for making special wire insulation, and natural rubber.

In addition there are other materials--not fully available domestically-- which are introduced more directly into the production system of this industry. These include diamond dies, industrial diamonds, mica, mercury, platinum, tungsten, quartz crystals, talc, and abrasives.

### Fabricated Metal Products

Total value of exports of fabricated metal products from Iowa in 1960 was estimated at \$7.2 million. A total of 9 Iowa establishments, exporting \$25,000 or more, reported \$3.4 million of this total. These establishments employed 3,768 workers and their exports represented approximately 5 percent of the total value of shipments.

The fabricated metals products industry was responsible for over 3 percent of the estimated exports originating from the State of Iowa in 1960.

The best customers for similar U. S. exports were Canada, Mexico, Venezuela, the Republic of the Philippines, the United Kingdom, and Japan.

The Fisher Governor Company, with its main office and plant in MARSHALLTOWN, is the world's largest producer of automatic control equipment consisting of automatic pressure regulators for steam, gases, fluids, and all types of liquid level controllers. Principal exports are automatic control valves and liquid level controllers. In addition to owning a plant in Canada, the company holds licensing agreements with companies in England, Argentina, Japan, and Mexico.

The Weidenhoff Corporation of ALGONA, is a wholly owned subsidiary of the Snap-on Tools Corporation. Electrical and electronic testing equipment for automotive and aircraft applications, as well as metal boxes, cabinets, and trays are manufactured and exported.

The Titus Manufacturing Co., of WATERLOO, exports air diffusion equipment; the Dearborn Brass Co., of CEDAR RAPIDS, exports brass plumbing supplies; and the Delavan Manufacturing Company, of WEST DES MOINES, exports nozzles and ultrasonic equipment.

Imported materials used by the fabricated metal products industry are primarily the abrasives, such as aluminum oxide, silicon carbide, diamond bort and corundum. As a consumer of primary metals, this industry depends indirectly upon the imports of antimony, asbestos, bauxite, beryl, chromite, copper, diamond dies, industrial diamonds, manganese, nickel, platinum, tin, and tungsten.



This analysis has covered those industries with the highest value of exports for which there is specific information available. For other industries with smaller exports, in many instances possibility of disclosure of individual firms prevented tabulation of the precise value of exports reported. While these industries could not be discussed in detail, their combined employment and overseas shipments made an important and significant contribution to the international activity of the State of Iowa.



AGRICULTURE\*

Sixty million acres of American cropland -- one out of every six acres harvested -- produce for export.

American agricultural exports are running at a record high rate of \$5 billion a year. U.S. farmers need these exports as an outlet for their efficient and abundant production, and as an important source of income. Foreign consumers need these exports as a significant source of food and clothing.

In fiscal year 1960-61 U. S. exports equaled half of the Nation's production of cotton, wheat, rice, and dried peas; two-fifths of the output of soybeans and tallow; a third of the production of tobacco, hops, flaxseed, and nonfat dry milk; a fifth of the dried whole milk output; and a sixth of the feed grains sold off farms. Other important exports were fruits, poultry meat, and variety meats.

IOWA'S farmers have a direct stake in exports of some of these agricultural commodities.

About 22,700 farm workers may be attributed to the production of farm products that were exported both in unprocessed and in processed form. This number represents 7.9 percent of the 289,000 total workers on farms. (Estimates prepared in cooperation with the Bureau of Labor Statistics.)

Iowa's equivalent share in the 1960-61 national agricultural export total was \$182.4 million for field crops; \$65.1 million for livestock and livestock products; \$300 thousand for vegetables; and \$200 thousand for fruits and nuts.

For leading individual commodities, Iowa's equivalent was \$67.2 million for corn, \$57.9 million for soybeans, \$4.6 million for dairy products, and \$3.8 million for poultry and eggs.

("Equivalent share" signifies a State or District's proportionate contribution to national sales or output as determined from the Agricultural Census data. The share reflects the common stake in national trade and does not necessarily mean that the "equivalent share" shown was actually exported or imported.)

As a whole, the equivalent share of agricultural exports from Iowa is about 2 times as large as the equivalent share of competing imports.

Iowa, like every other part of America, is an importer of agricultural products. These are largely tropical or semi-tropical products not grown here, such as coffee, tea, spices, bananas, rubber, etc. In addition, there are imports of competing products, often of special grade and higher in price. Under Section 22 of the Agricultural Adjustment Act, as amended, imports of the following commodities are limited: Wheat and wheat products, cotton, cotton waste, cotton produced in any stage preceding spinning into yarn (picker lap),

\*Prepared by the U.S. Department of Agriculture.



certain manufactured dairy products, peanuts, tung nuts, and tung oil.

The domestic market, however, is unable to absorb the total output of America's highly productive agriculture. Fortunately, there is active need for these products in foreign countries. In the more prosperous countries, incomes are rising and there is excellent opportunity to sell larger amounts of U. S. farm products, provided such countries maintain liberal trade policies that permit U. S. agricultural commodities to enter and compete on equal terms with those of other suppliers. In the less prosperous countries, U. S. farm products obtained under such programs as Food for Peace are helping these countries in their economic development and at the same time are increasing U. S. prospects for future commercial sales to them.



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...the manufacture of dairy products, peanuts, tung nuts, ...  
 ...to export the total output of ...  
 ...Favorable market, however, is able to absorb the total output of ...  
 ...Favorably, there is a demand for these ...  
 ...In the more prosperous countries, however, ...  
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 ...systematic commodities to enter and compete on equal terms with ...  
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 ...and other supplies, in the less prosperous countries, U. S. farm products ...  
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