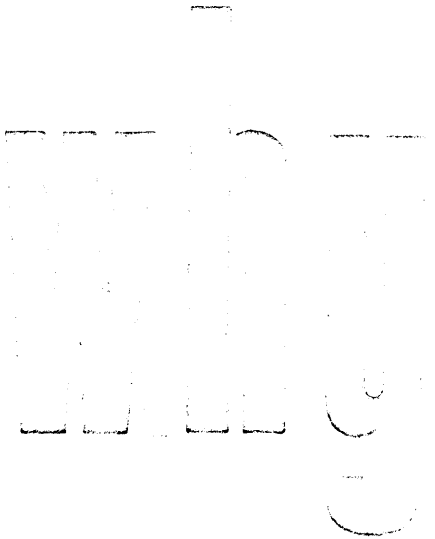


# Looking for a PLANT SITE

HC  
107  
.18  
L6  
1965

6-17-41  
Low



# are you looking for a new plant site?

- want better access to present markets?
- want access to new markets?
- want lower production costs?
- want lower distribution costs?
- want more productive labor?
- want room for expansion?

## Here is what Iowa has to offer

The following pages will give you a broad, but brief, look at the many advantages which Iowa affords to industry. This booklet is not intended to be an encyclopedia of plant location data for Iowa, since individual plant requirements vary greatly.

It is our hope that the facts contained herein will convince you that Iowa has profit potential for your firm. We would like to provide you with the specific data and assistance you need in locating a plant site.

  
 Director, Iowa Development Commission  
**HAROLD E. HUGHES**  
 Governor of Iowa



# Nothing but corn and hogs?

Not in the "NEW IOWA" where over 3,500 manufacturing plants prosper!!

NINETY-SIX OF THE TOP 500 INDUSTRIALS OPERATE 197 MANUFACTURING PLANTS IN IOWA

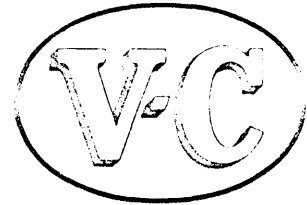
Air Reduction  
 Allied Chemical  
 Allied Mills  
 Allis-Chalmers  
 Aluminum Company of America  
 American Agricultural Chemical  
 American Chain & Cable  
 American Home Products  
 American Machine & Foundry  
 American Marietta  
 American Steel Foundries  
 Archer-Daniels-Midland  
 Armco Steel  
 Armour  
 Armstrong Rubber  
 Avco  
 Beatrice Foods  
 Bell Intercontinental  
 Bendix  
 E. W. Bliss  
 Dorden  
 Campbell Soup  
 Campbell Taggart Associated Bakeries  
 Canada Dry  
 Carnation  
 J. I. Case  
 Caterpillar Tractor  
 Central Soya  
 Champion Paper & Fibre  
 Champion Spark Plug  
 Chemetron  
 City Products

Coca-Cola  
 Collins Radio  
 Consumers Cooperative of America  
 Container Corporation of America  
 Continental Baking  
 John Deere  
 Diamond Alkali  
 Diamond National  
 DuPont de Nemours  
 Electric Autolite  
 Fairbanks Whitney  
 Fairmont Foods  
 Firestone Tire & Rubber  
 Flimkote  
 Ford Motor  
 Foremost Dairies  
 General Electric  
 General Mills  
 General Telephone & Electronics  
 W. R. Grace  
 H. J. Heinz  
 George A. Hormel  
 Hygrade Food Products  
 International Minerals & Chemical  
 International Paper  
 Interstate Bakeries  
 Kelsey-Nayes  
 Kern County Land  
 Lehigh Portland Cement  
 Link Belt  
 Oscar Mayer  
 Maytag

Minneapolis-Honeywell Regulator  
 Monsanto Chemical  
 John Morrell  
 National Dairy Products  
 National Distillers & Chemical  
 National Gypsum  
 Packaging Corporation of America  
 Pepsi-Cola  
 Philco  
 Pillsbury  
 Proctor & Gamble  
 Purex  
 Quaker Oats  
 Raiston-Purina  
 Rath Packing  
 Rockwell-Standard  
 St. Regis Paper  
 Scovill Manufacturing  
 Skelly Oil  
 Spencer Kellogg & Sons  
 Square D  
 Standard Brands  
 Standard Oil of California  
 Swift  
 Textron  
 Union Carbide  
 U. S. Gypsum  
 Virginia-Carolina Chemical  
 Weyerhaeuser  
 White Motor  
 Wilson  
 Zenith Radio



GENERAL ELECTRIC



SHEAFFER'S



Honeywell MICRO SWITCH PRECISION SWITCHES

Firestone



MAYTAG





# Do you need access to industrial markets?

IOWA is in the center of a ten-state industrial market which employs half of U. S. machinery manufacturing employees, forty per cent of the U.S. employees in fabricated metals, primary metals and transportation equipment.

THIS market has better than one-third of U. S. employment in nine of the major manufacturing industry groups and better than one-fourth of U. S. employment in thirteen of the major groups. The U. S. industrial belt is moving west, and

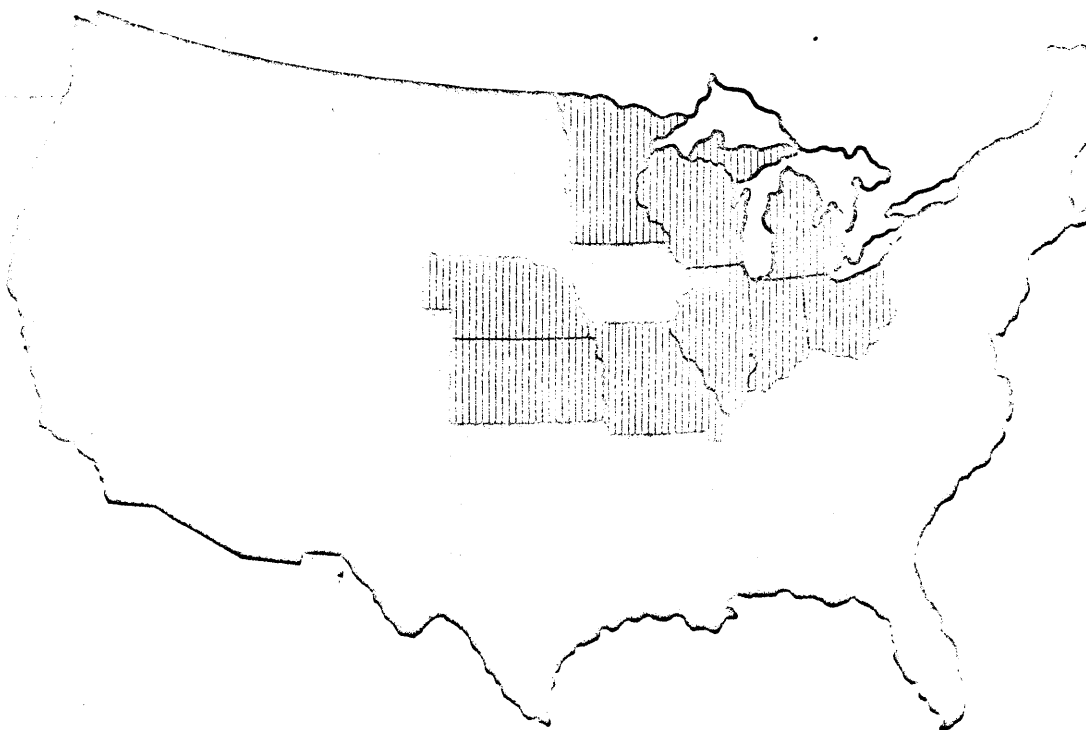
Iowa provides the location from which to capitalize on this shifting market.

YOU will enjoy easy access to this market from an Iowa plant or warehouse now, and in the future your market will continue to grow as America's industrial might continues its westward march.

Decrease your distribution costs with an Iowa Plant.

## TEN-STATE INDUSTRIAL MARKET

U. S.	% of U. S. Mfg. Employment
All manufacturing	32.5%
Machinery, except electrical	50.3%
Fabricated metal products	41.9%
Primary metals	41.2%
Transportation equipment	41.2%
Electrical machinery	37.5%
Rubber products	35.0%
Food and kindred products	34.7%
Stone, clay and glass	34.0%
Printing & publishing	33.6%
Paper and allied products	30.6%
Furniture and fixtures	29.6%
Chemicals & allied products	27.2%
Leather and leather goods	26.0%



Write the Iowa Development Commission for more information



# Do you need access to farm markets?

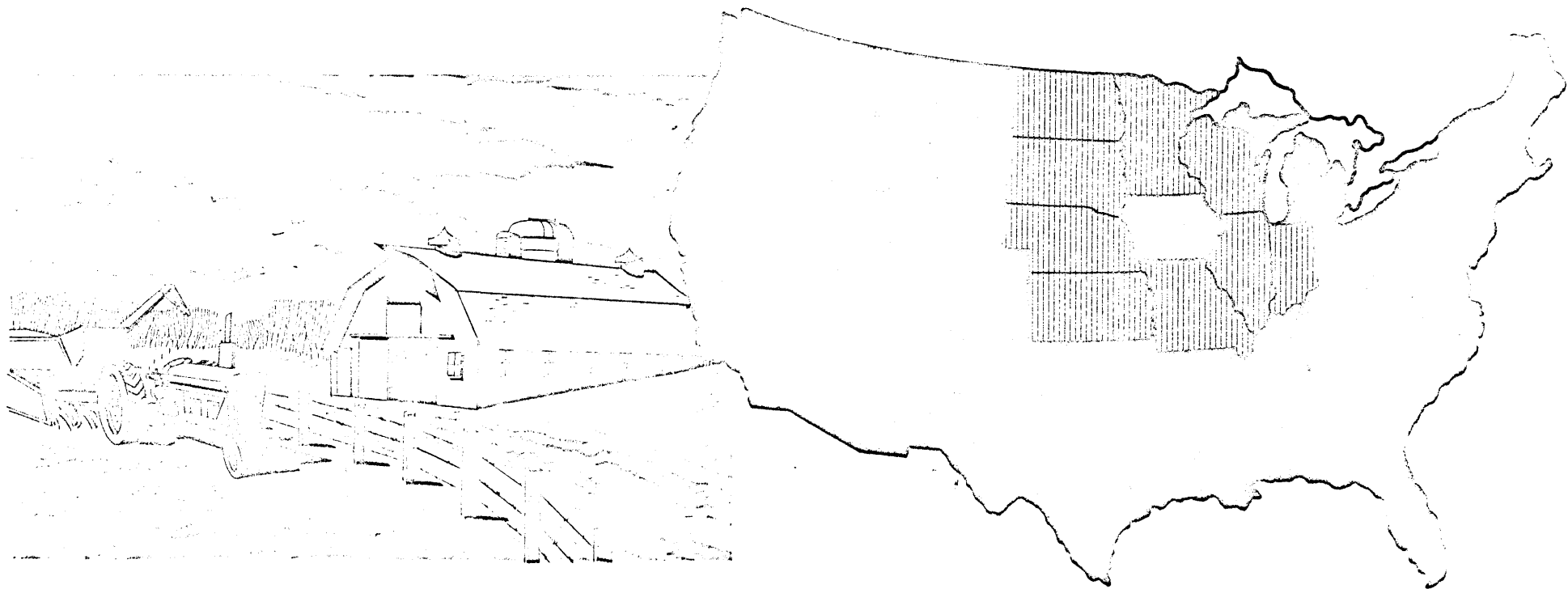
IOWA is in the center of the most concentrated U. S. farm market: a ten-state area which receives 38% of total U. S. farm income. This area contains 32% of the U. S. farms, but this figure does not tell the whole story. Of the total number of U. S. farms selling \$5,000 or more of farm products, 47% are in this rich ten-state area.

**THE FARMS** in this ten-state area are a rich market for consumer goods as well as for agricultural equipment and supplies. Thirty-seven per cent of the farm home

freezers in the U. S. are here, 43% of the tractors, and 37% of farm-owned autos. The farms in this area bought 39% of the livestock and poultry feed sold during 1959.

IOWA is not only in the heart of this most concentrated U. S. farm market; it is also the largest market of the ten-state area. With 15% of the area's farms, it has 19% of the farms selling \$5,000 or more in farm products, 27% of the farms selling \$40,000 or more. Iowa farmers purchased 28% of the livestock and poultry feed sold in this area.

Source: U. S. Department of Agriculture; 1959 Farm Census, Preliminary Data.



*Write the Iowa Development Commission for more information on farm markets.*

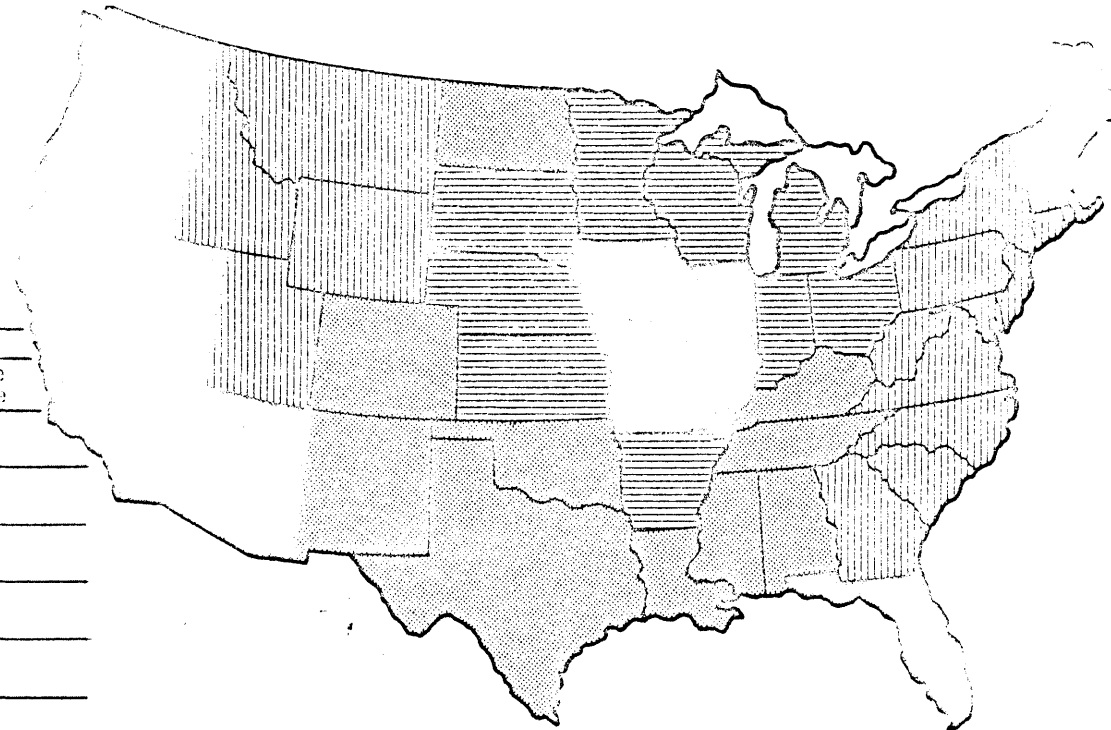


# Do you need access to consumer markets?

An Iowa plant will put your firm within arm's reach of vast consumer markets, whether you ship by truck or rail. Almost one-third of U. S. population, retail sales and effective buying power is located no more than one day's time by truck, two days by rail. Check the charts and maps for the Iowa distribution facts.

RAIL FREIGHT DELIVERY TIME FROM CENTRAL IOWA, CARLOAD, BASED ON TIME TO MAJOR MARKETS

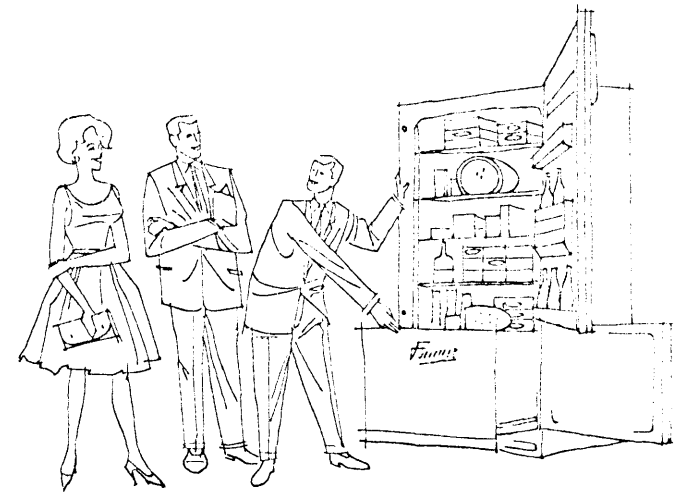
Morning's Delivery	Key	Per Cent of United States*		
		1960 Popn.	1959 Retail Sales	1959 Effective Buying Income
First or less		10%	11%	11%
Second or less		30%	31%	31%
Third or less		47%	46%	44%
Fourth or less		84%	82%	83%
Fifth or less		100%	100%	100%



\*Excluding Alaska & Hawaii

Sources: U. S. Census of Population, Sales Management, Copyright 1960, Sales Management Survey of Buying Power; further reproduction not licensed

Whether you need another plant or an additional distribution point, check out Iowa's profit potential before you make a decision.

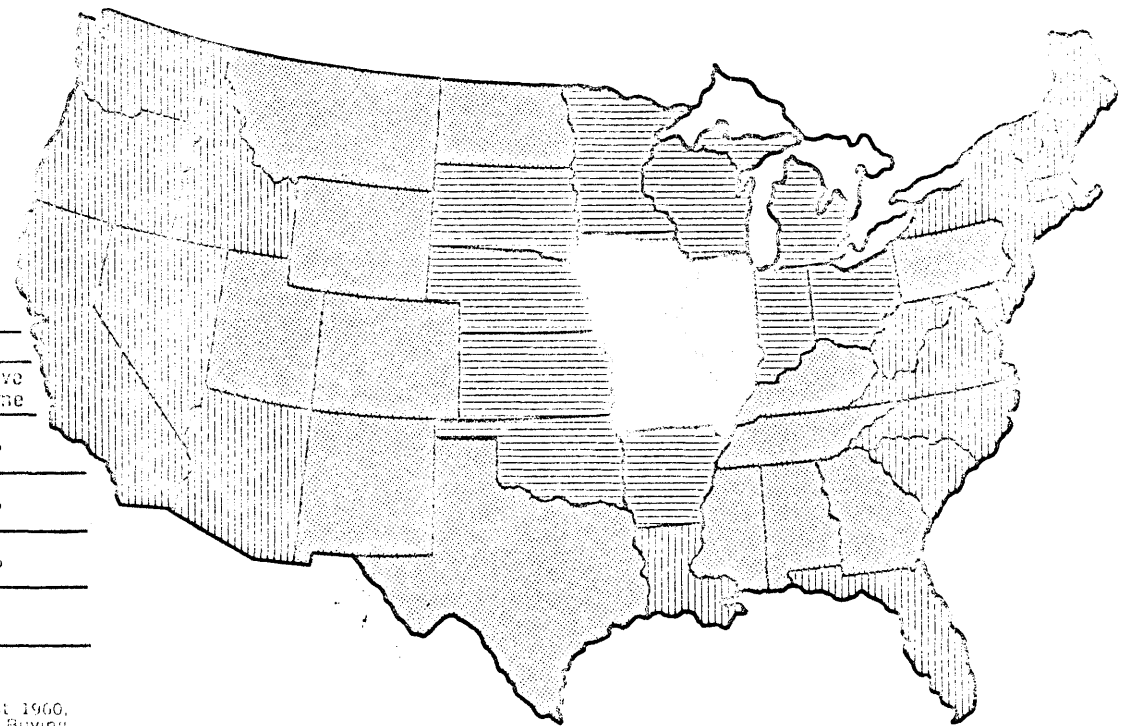


MOTOR FREIGHT DELIVERY TIME FROM CENTRAL IOWA,  
TRUCKLOAD, BASED ON TIME TO MAJOR MARKETS

Mailing's Delivery	Key	Per Cent of United States*		
		1960 Popn.	1959 Retail Sales	1959 Effective Buying Income
First or less		31.8%	32.9%	32.8%
Second or less		56.6%	55.3%	54.4%
Third or less		91.2%	92.0%	92.2%
Fourth or less		100%	100%	100%

\*Excluding Alaska & Hawaii

Sources: U. S. Census of Population, Sales Management, Copyright 1960, Sales Management Survey of Buying Power; further reproduction not licensed



Write the Iowa Development Commission for more information on consumer markets.



## Do you need access to component parts, industrial supplies and services?

You will find them readily available in Iowa. Just run your eye down those listed below and you'll see just one more reason why industry profits with Iowa plants.

### component parts, supplies & services

A few of the many components available from Iowa firms:

Aluminum extrusions, sheets, plates, dies and castings.

Steel castings, tubing, forgings and stampings.

Gray iron castings.

Brass and bronze die and sand castings.

Screw machine products.

Lead and zinc die castings.

Plastic moldings, extrusions and laminations.

The Iowa Development Commission can provide information on Iowa firms equipped to produce components to your specifications.

Industrial supplies are available from more than 70 industrial supply houses in Iowa.

### services available from Iowa firms:

Tool and die work

Contract machine work

Metal hardening

Metal heat treating

Plating and coating

Metal and wood patterns and models

Blueprinting, blueines and photo copying

Repair shops and services

Management consultation

Market research

Engineering consultation

Contact the Iowa Development Commission for more information concerning your needs.





# Do you need access to raw materials?

## YOU WILL FIND THE FOLLOWING IN IOWA:

**gypsum** Iowa ranks fourth in the U. S. in value of production, fourth in tonnage.

**limestone** Extensive deposits exist in Iowa.

**silica sand** Ninety-eight to 100% pure silica sand occurs in several areas of the state.

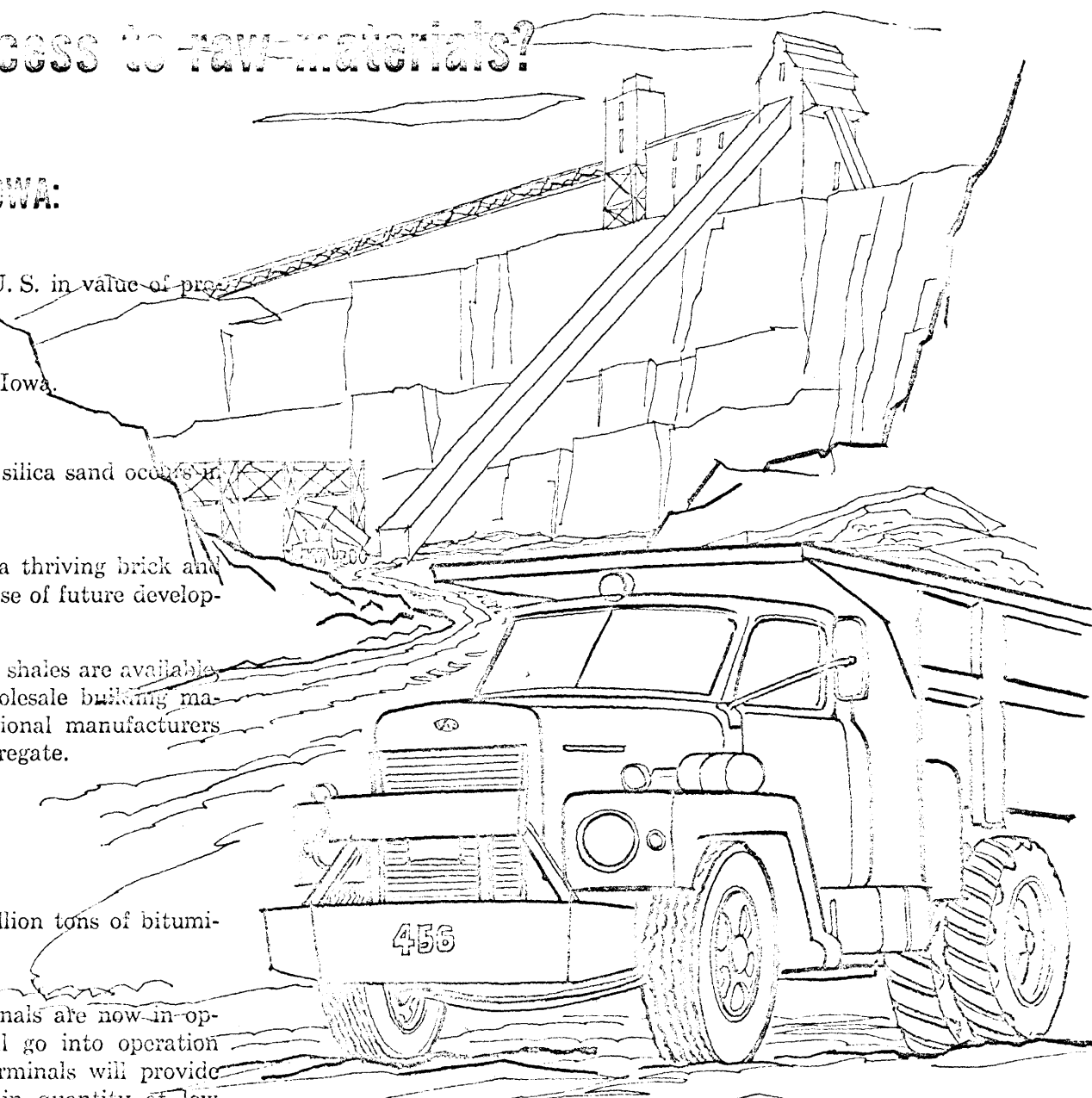
**clays** Deposits presently support a thriving brick and tile industry and hold promise of future developments in ceramics.

Haydite. Suitable clays and shales are available and a 70 million dollar wholesale building materials market awaits additional manufacturers of lightweight concrete aggregate.

**lead and zinc** Deposits in Iowa.

**coal** Iowa has a reserve of 28 billion tons of bituminous coal.

**LP gas** Two pipeline delivery terminals are now in operation and three more will go into operation during 1961. These five terminals will provide your Iowa plant with LP in quantity at low rates for use as a fuel or as a chemical feedstock.



*Write the Iowa Development Commission for more data concerning your raw material needs.*



# Do you need access to agricultural products?

Iowa consistently produces 10% of our nation's food supply. Your requirements for farm products can be met in Iowa where rich soil, ideal growing weather and the farmers' know-how combine to produce bumper crops year after year.

## grains marketed, 1958

Corn .....	297.3 million bushels
Soybeans .....	61.3 million bushels
Oats .....	46.6 million bushels
Wheat .....	2.5 million bushels
Sorghum Grain .....	737.0 thousand bushels
Flax Seed .....	269.0 thousand bushels
Barley .....	220.0 thousand bushels

## soybean oil, crude

Iowa produced 616.3 million pounds of crude soybean oil during 1958.

## animals marketed, 1959

Hogs .....	19.5 million head
Cattie & Calves .....	3.9 million head
Sheep & Lambs .....	1.7 million head
Chickens .....	21.0 million
Turkeys .....	7.9 million
Eggs .....	4.7 million

## timber

Iowa has 2.6 million acres of forest land, predominantly oak, hickory, elm, ash and cottonwood.

Sources: U. S. Department of Agriculture  
American Soybean Association

Contact the Iowa Development Commission for more information on your agricultural product needs.

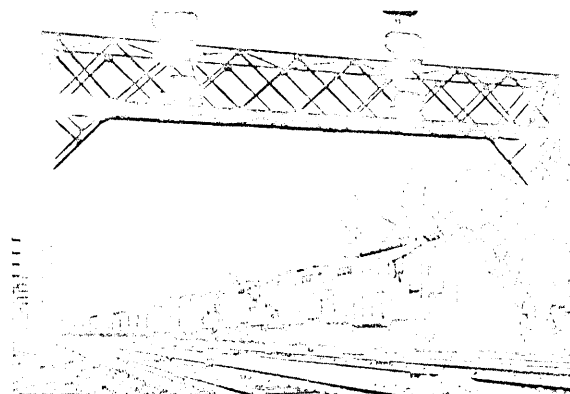


# Do you need rail transportation?

Your Iowa plant will be served by excellent rail connections to all areas of the nation. Ten Class I railroads operate 8,310 miles of road in Iowa, ranking it fourth in the nation in miles of Class I roads.

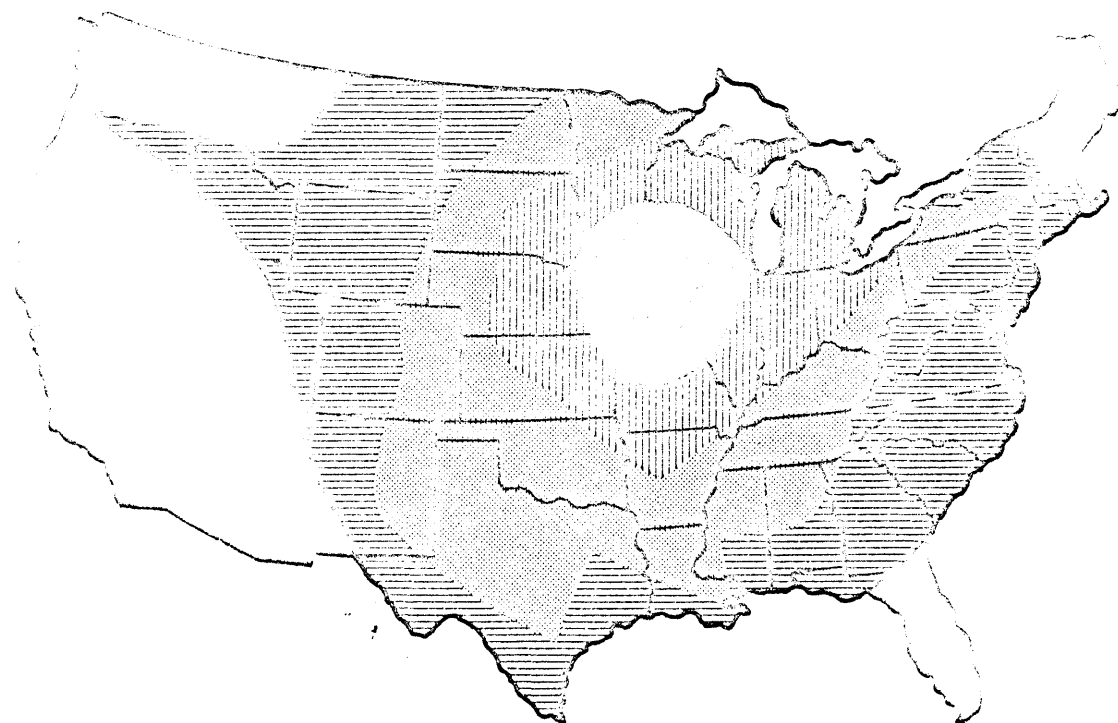
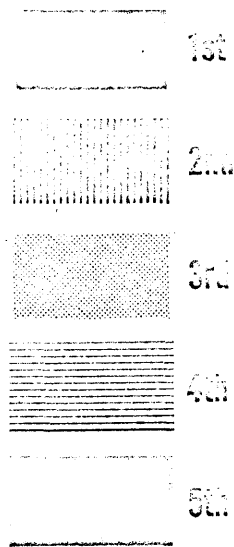
All ten Class I railroads offer piggyback service.

No point in the state is more than 13.6 miles from trackage.



railroad  
delivery times  
from central Iowa  
to major  
metropolitan  
areas

ranking:



*Write, wire or phone the Iowa Development Commission for additional data concerning your requirements.*



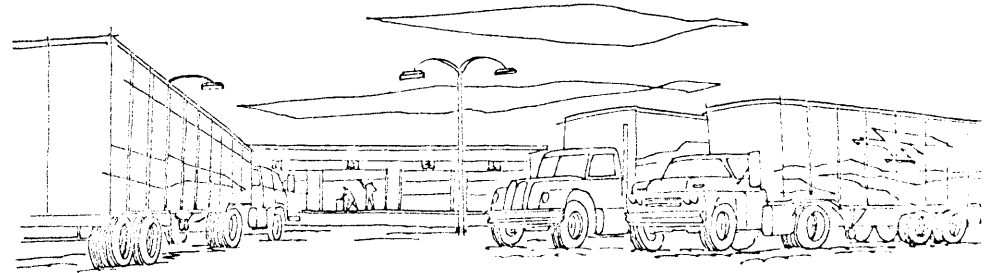
# Do you need motor transportation?

Iowa has 11,530.3 miles of paved highways.

Nineteen U. S. Highways.

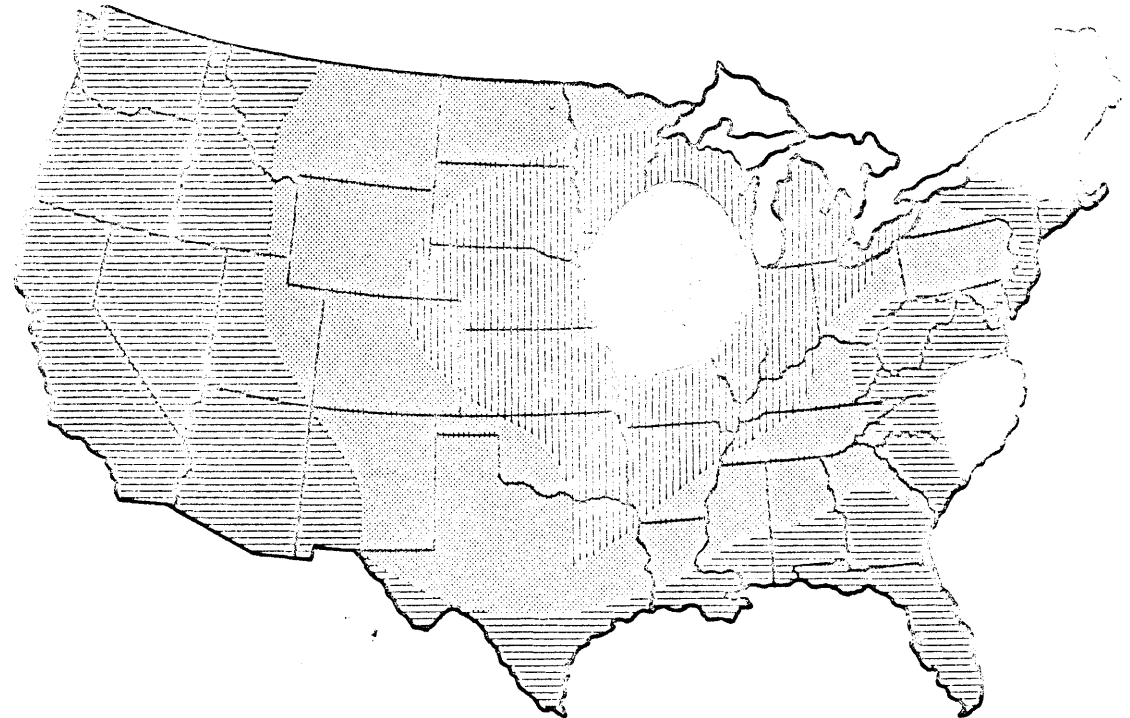
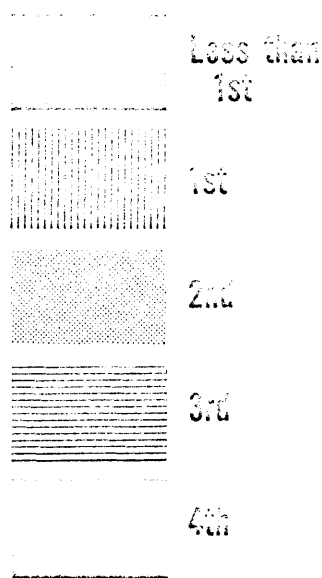
Three Interstate Highway System Routes will cross Iowa; 183 miles finished at end of 1960.

Forty-three Class I & II carriers; 114 authorized interstate and 163 authorized intrastate carriers.



truckload  
delivery times  
from central Iowa  
to major  
metropolitan  
areas

ranking:



Write, wire or phone the Iowa Development Commission  
for data concerning your specific needs.



# Do you need air transportation?

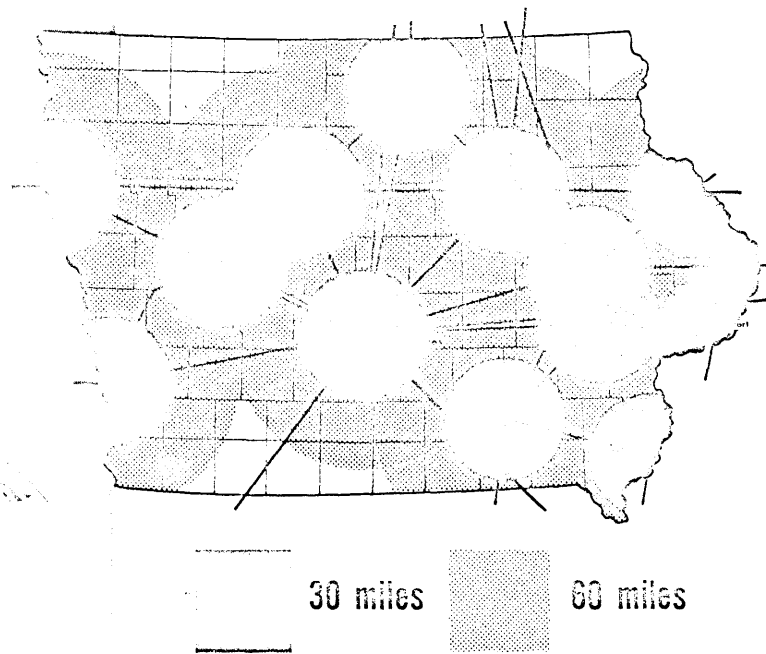
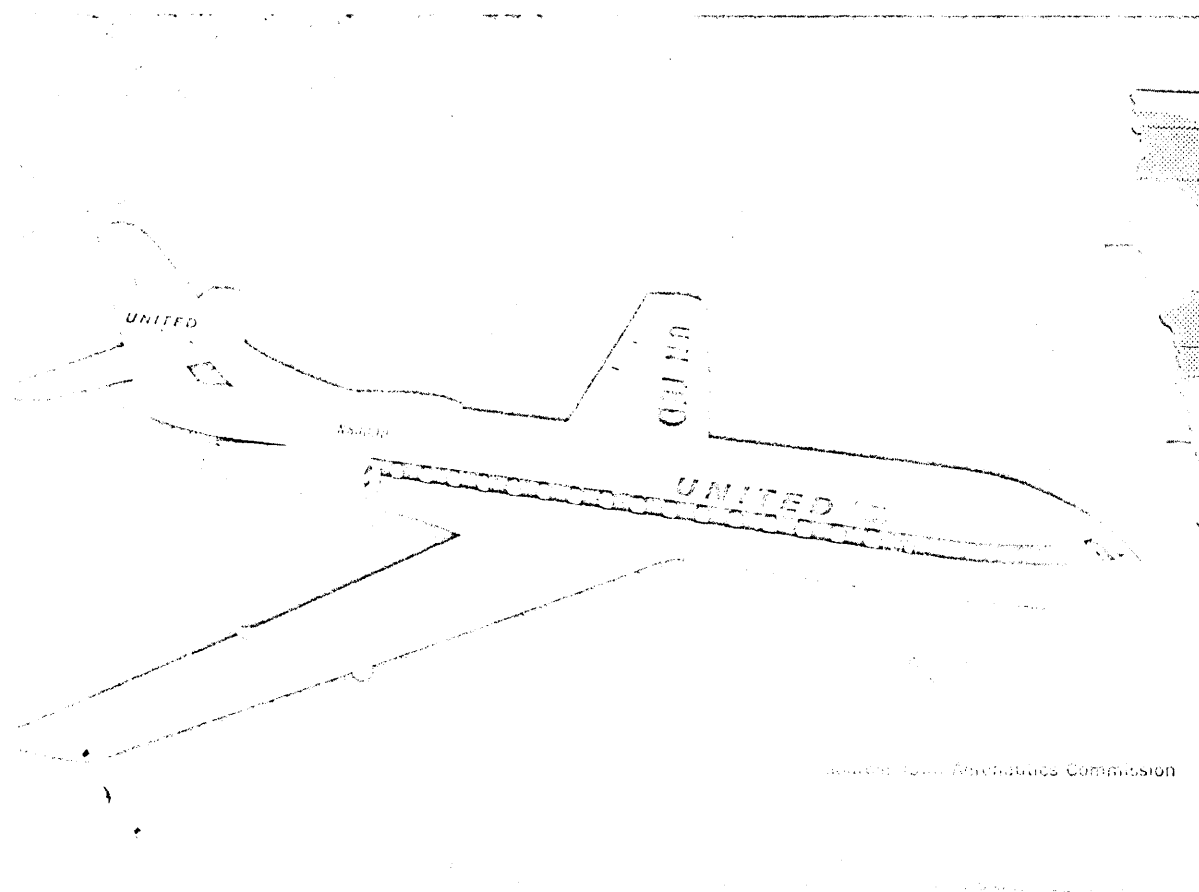
Six commercial airlines provide Iowans with 284 daily flights, including jet service. As the map shows, better than half of the state lies within 30 miles of one or more of the 14 municipal airports served by scheduled flights. Almost the entire state is no more than 60 minutes from scheduled service. Please note that on Iowa's uncongested highways, 30 miles is but 30 minutes' driving time.

Scheduled commercial *through flights* from Iowa to Chicago,

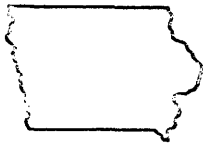
Omaha, St. Louis, Kansas City, Minneapolis, Pittsburgh, Cleveland, New York, Boston, Hartford, Dallas, Houston, New Orleans, Oklahoma City, Denver, Salt Lake City, Los Angeles, San Francisco, Seattle and other metropolitan areas enable your executives to reach key customers and suppliers quickly.

Company and private planes are accommodated at 84 municipal and 125 privately-owned Iowa fields. Eighty-one of these fields are lighted and 55 have radio equipment.

Scheduled flight patterns and areas of Iowa within 30 and 60 miles of scheduled air service.



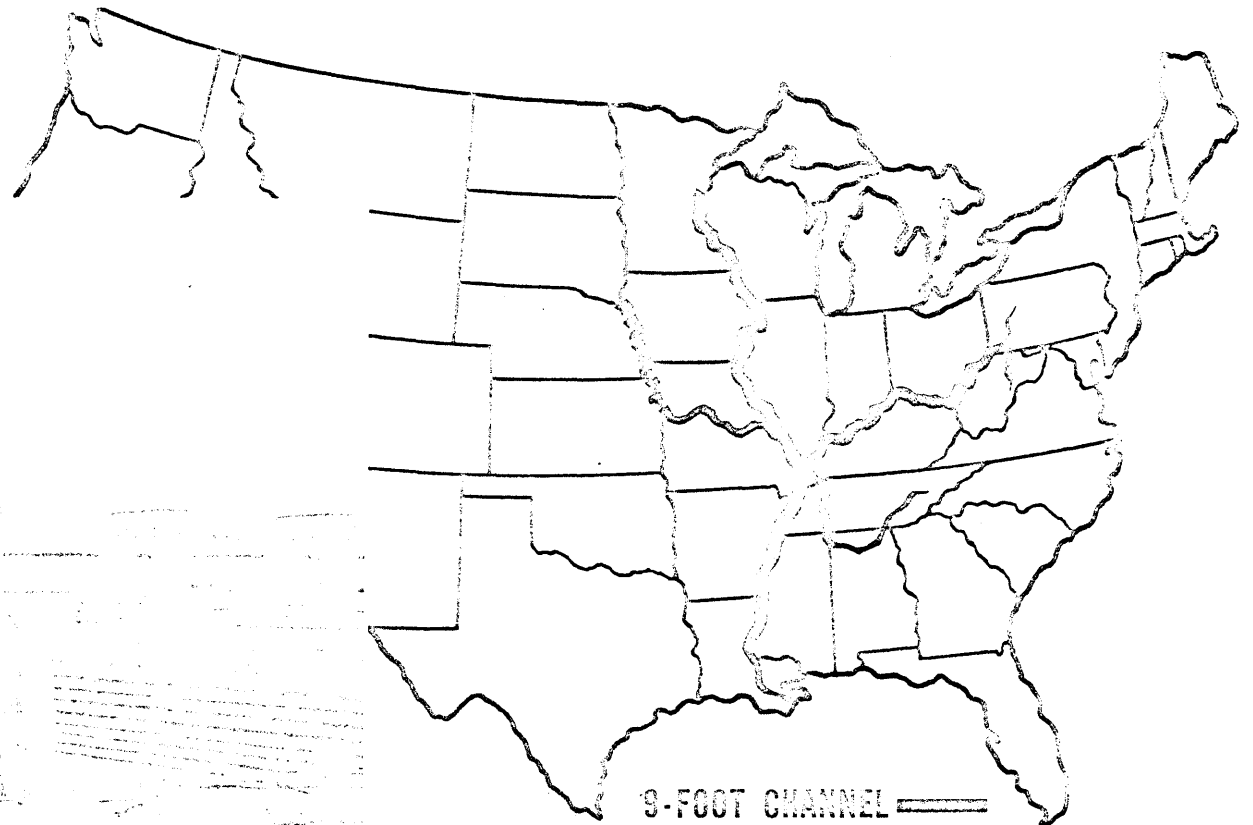
Contact the Iowa Development Commission for additional data.



# Do you need water transportation?

Bordered by two navigable rivers, Iowa is an ideal location for many types of plants requiring barge transportation.

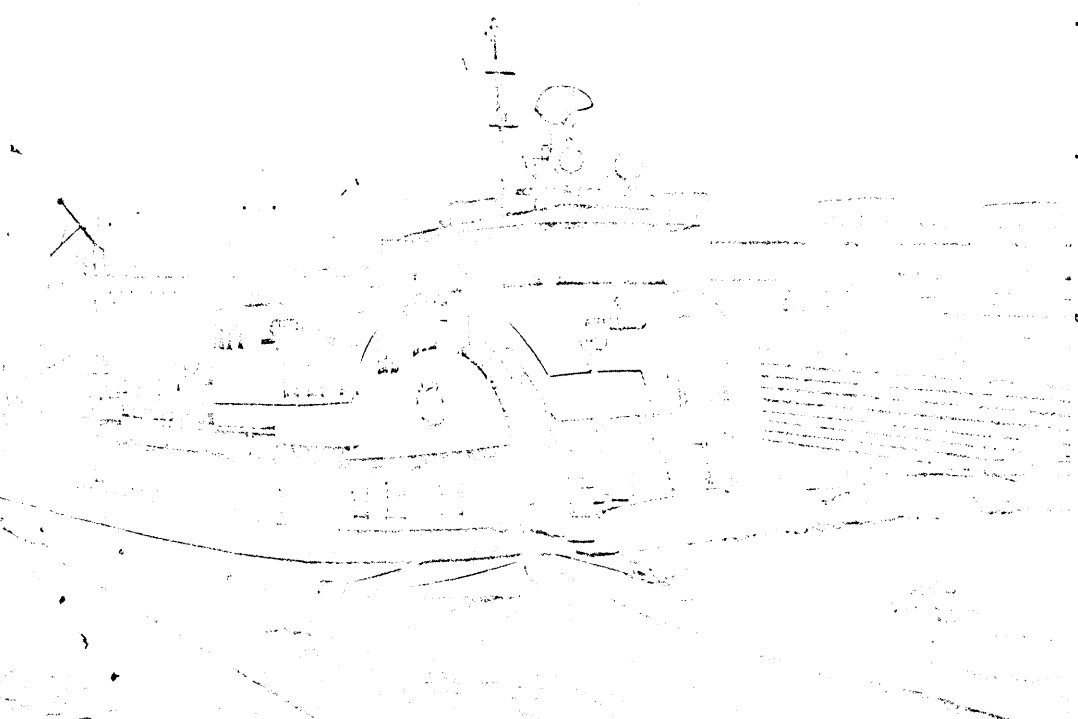
Twelve Iowa communities with 33 water terminals are along the 9-foot channel of the Mississippi. Two Iowa communities with water terminals are on the 4½-foot channel of the Missouri. By 1965, the Missouri River will have a 9-foot channel from Sioux City to its junction with the Mississippi.



9-FOOT CHANNEL —————  
4½-FOOT CHANNEL - - - - -  
(9-foot by 1965)

Source: U. S. Army Corps of Engineers

Contact the Iowa Development Commission for specific data relating to your requirements.



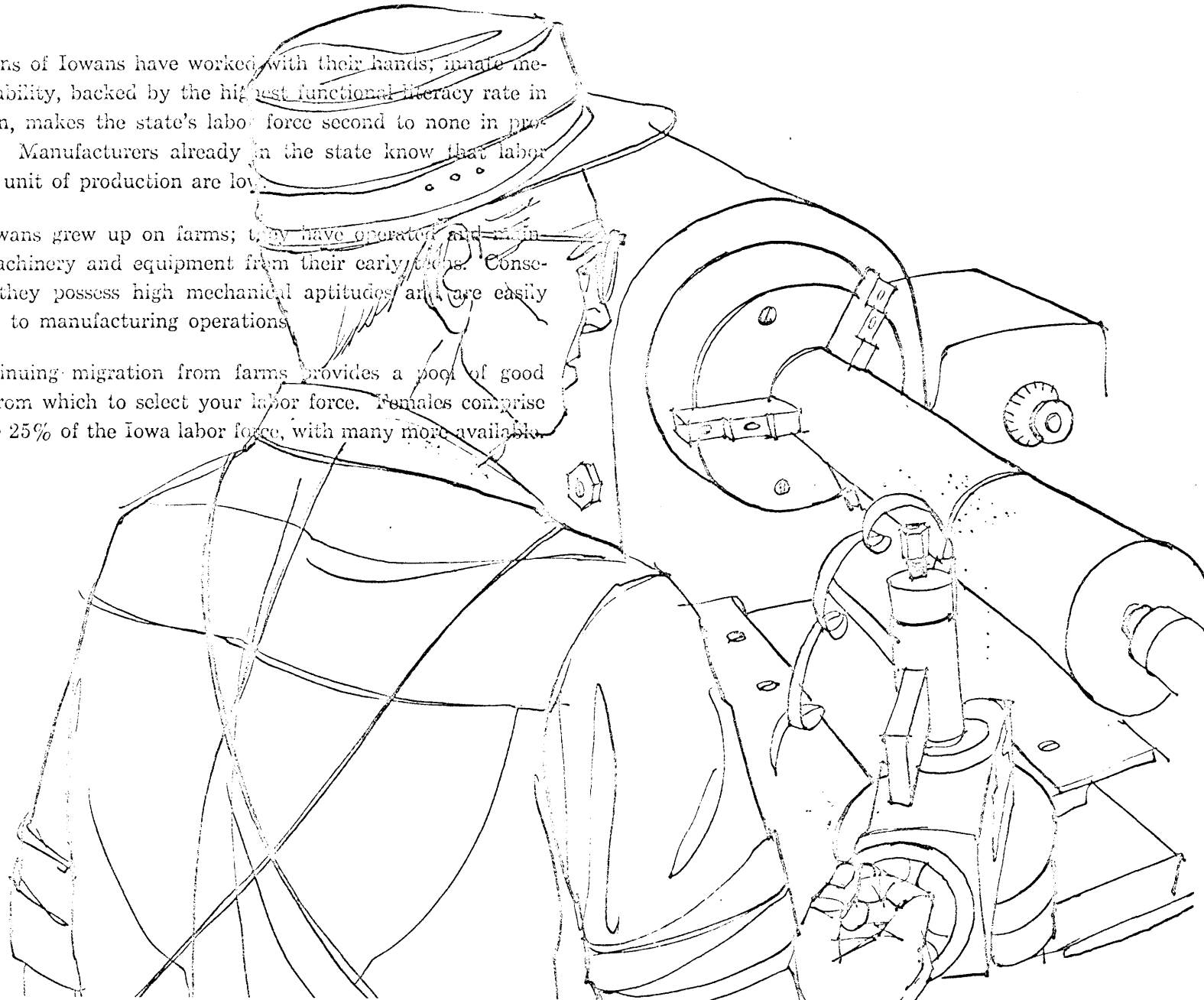


## Of course you want a dependable, productive labor force!

Generations of Iowans have worked with their hands; innate mechanical ability, backed by the highest functional literacy rate in the nation, makes the state's labor force second to none in productivity. Manufacturers already in the state know that labor costs per unit of production are low.

Many Iowans grew up on farms; they have operated and maintained machinery and equipment from their early teens. Consequently, they possess high mechanical aptitudes and are easily adaptable to manufacturing operations.

The continuing migration from farms provides a pool of good workers from which to select your labor force. Females comprise only some 25% of the Iowa labor force, with many more available.

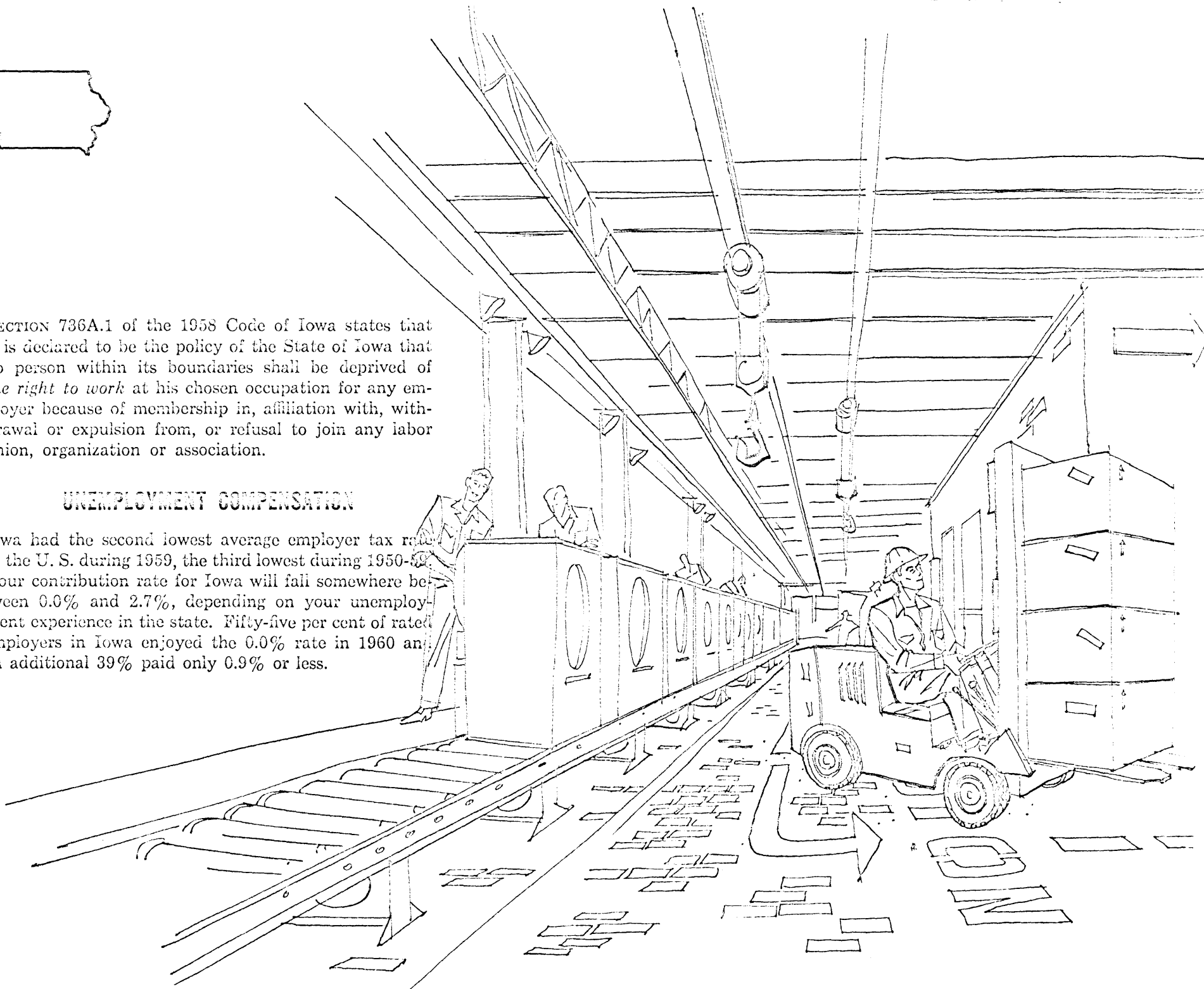




SECTION 736A.1 of the 1958 Code of Iowa states that it is declared to be the policy of the State of Iowa that no person within its boundaries shall be deprived of *the right to work* at his chosen occupation for any employer because of membership in, affiliation with, withdrawal or expulsion from, or refusal to join any labor union, organization or association.

### UNEMPLOYMENT COMPENSATION

Iowa had the second lowest average employer tax rate in the U. S. during 1959, the third lowest during 1950-59. Your contribution rate for Iowa will fall somewhere between 0.0% and 2.7%, depending on your unemployment experience in the state. Fifty-five per cent of rated employers in Iowa enjoyed the 0.0% rate in 1960 and an additional 39% paid only 0.9% or less.





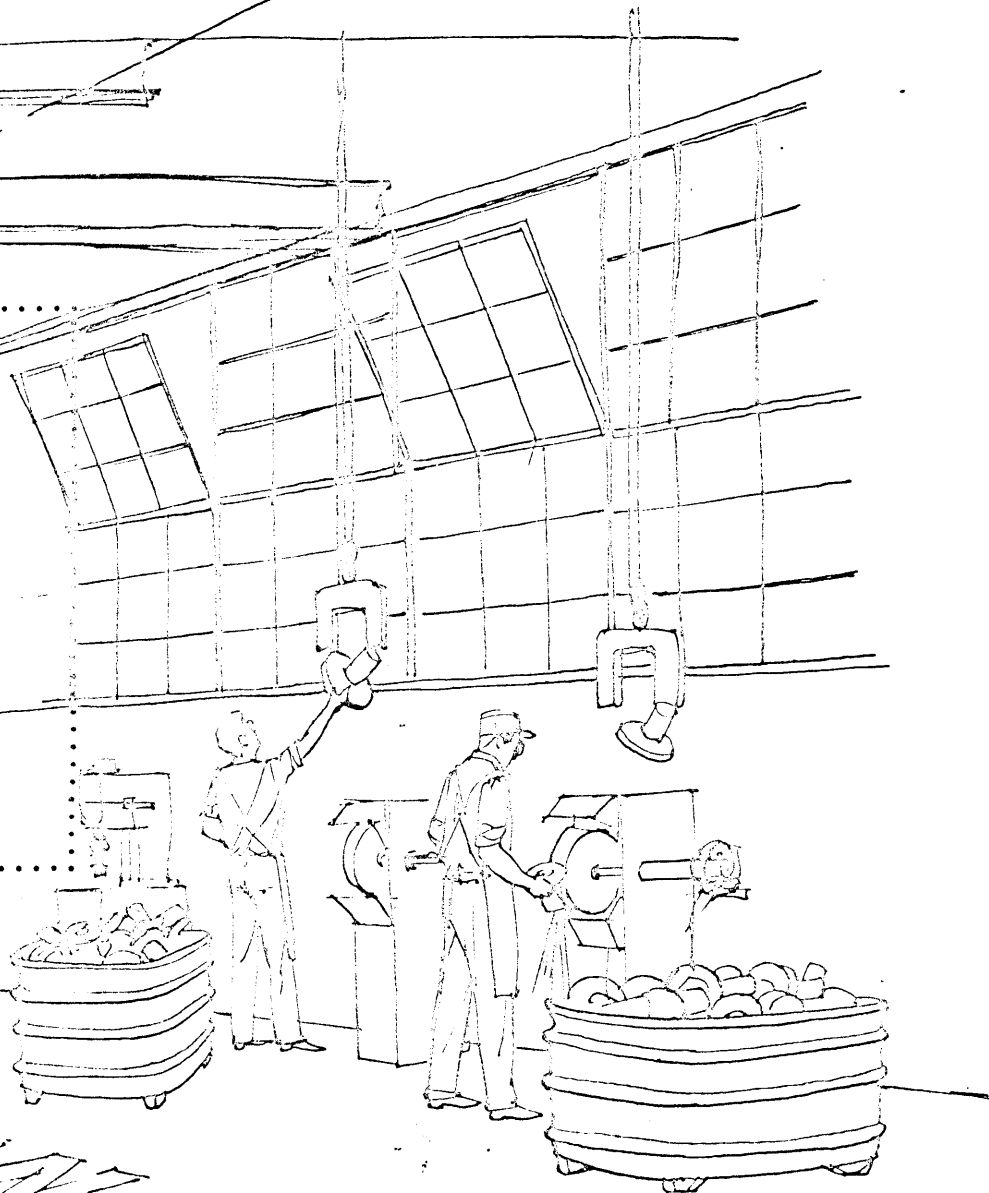
## Here's a tip!

Don't be fooled by State Average Hourly Earnings. No manufacturer ever paid an "average." Wage rates vary from community to community and by type of worker.

Don't overlook the fact that hourly wages tell only part of the story, either. The important thing is what it will cost you for labor per unit of production — not the hourly wage paid.

Ask us for wage data for your particular industry in Iowa communities which can meet your specific needs.

Sources: National Education Association  
Iowa Employment Security Commission



Contact the Iowa Development Commission for further information on labor availability, wage rates, etc.



# Do you need electric power? Natural gas? LP gas? Water?

**POWER** You will find Iowa's utility companies able to meet your power needs. At present they have a reserve ratio of 15%, not including the energy which they can draw from out-of-state utilities through the Iowa Grid. Two new generating plants will be built during 1961, increasing Iowa's reserve ratio above 15%.

Iowa Utilities plan to spend \$657 million during the Sixties, \$1.7 billion by 1980, to insure that your Iowa plant will have adequate power.

Total generating capacity at the end of 1960 was 1,824,937 kw.

**WATER** Iowa has 15,000 miles of rivers and streams and over 200 trillion gallons of ground water. The Mississippi and Missouri Rivers border Iowa on East and West. Your water requirements for processing, washing, cooling or steam can be met in Iowa.

**NATURAL GAS** Your natural gas requirements can be met with ease in Iowa. A recent industrial newcomer to Iowa required 5 million cubic feet firm and 5 million cubic feet interruptible DAILY — Iowa met the test.

At the end of 1960, 211 Iowa communities had natural gas and an additional 128 had been certified by the FPC to receive such service.

During 1960, 185.7 billion cubic feet of gas were sold in the state.

**LP GAS** Two pipeline delivery terminals are now in operation and three more will go into operation during 1961. These five terminals will provide your Iowa plant with LP in quantity at low rates for use as a fuel or as a chemical feedstock.

Sources: Northern Natural Gas Company; Michigan Wisconsin Pipe Line Company; Natural Gas Pipeline Company of America; Investor-Owned Iowa Utilities; Des Moines Register "Year End Review;" Mid-America Pipeline Company; Iowa Geological Survey.

*Contact the Iowa Development Commission concerning your needs.*



# Of course you want to locate in a state having a favorable business climate and a fair and equitable tax structure!

The State of Iowa has a multi-million dollar surplus. At the end of the 1959 fiscal year, Iowa had the 9th lowest per capita debt in the U. S. At the same time, state and local Iowa governmental bodies had the 3rd lowest per capita debt of all states in the U. S.

**HERE'S A TIP!** Caution must be used in comparing state taxes. Some state governments furnish services which local governmental bodies in other states may furnish. In some states, certain services may not be furnished at all.

In order to make a truly valid tax comparison of two or more states, you must know the total tax, state and local, which you must pay at each site under consideration. A comparison of state taxes alone is meaningless!

Tax concessions to new industry? No! Under tax concession plans someone else pays your share for 5 or 10 years. Then you not only pay your share but yours plus someone else's forever after. Iowa does not penalize existing industry in order to attract new industry. Iowans believe that everyone should pay a fair share of maintaining the state and local governments.

Between 1942-1957, the latest years for which comparative data is available, Iowa's state and local governmental indebtedness per \$1,000 of personal income decreased by 25% compared to but a 3% decrease for the entire nation.

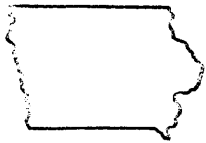
Iowans believe in a pay-as-you-go policy for governmental spending.

Here's proof of Iowa's profitable business climate! The following firms represent but a portion of those which have established or expanded production facilities in the State since January 1, 1958.

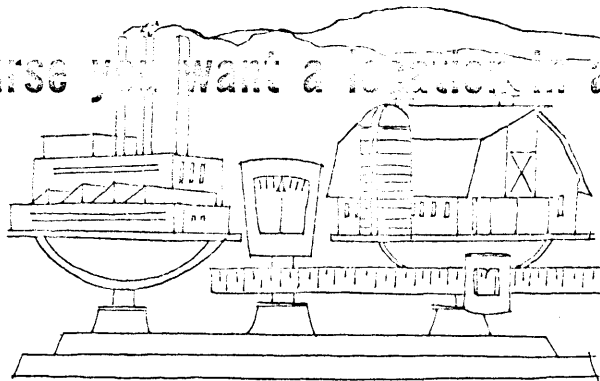
- |                                |                          |
|--------------------------------|--------------------------|
| Alcoa                          | Griffin Wheel            |
| Allied Chemical                | Inland Homes             |
| American Agricultural Chemical | International Resistance |
| Armour                         | John Deere               |
| Avco                           | Lord Baltimore Press     |
| California Chemical            | Maytag                   |
| Cargill                        | Oliver                   |
| Carnation                      | Oscar Mayer              |
| J. I. Case                     | Parker Brothers          |
| Cherry-Burrell                 | Pepperidge Farms         |
| Collins Radio                  | Purolator                |
| DuPont                         | Rath                     |
| Firestone                      | Rockwell Standard        |
| Flintkote                      | Scoville Manufacturing   |
| General Electric               | U. S. Gypsum             |
| General Mills                  | Walker Manufacturing     |

Contact the Iowa Development Commission for additional data.

Source: U. S. Department of Commerce

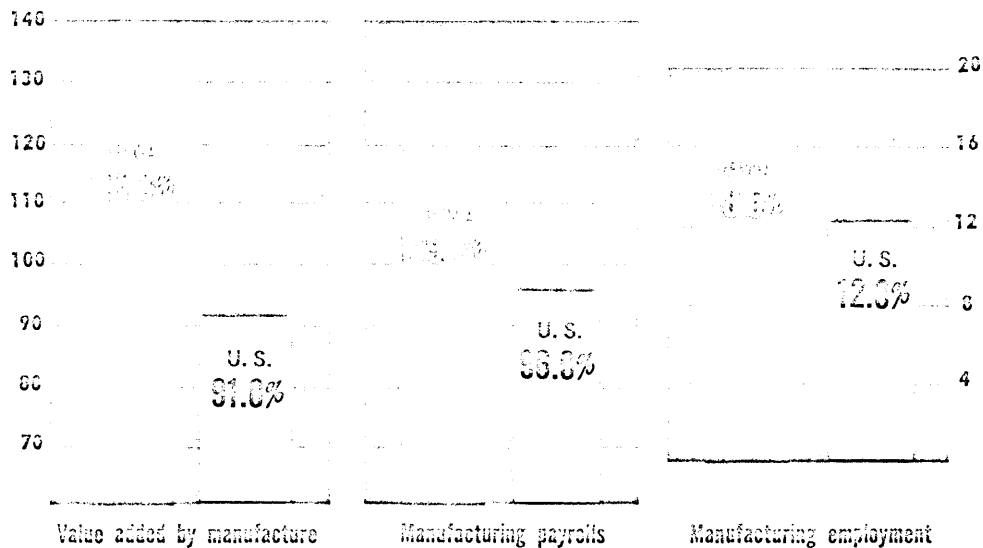


Of course you want a location in an area having a healthy, stable economy!



Iowa has no "boom or bust" industries. Employment is diversified both within manufacturing, and between manufacturing, trades and services, and agricultural activity. As a result, U. S. recessional cycles are dampened to a great degree in Iowa.

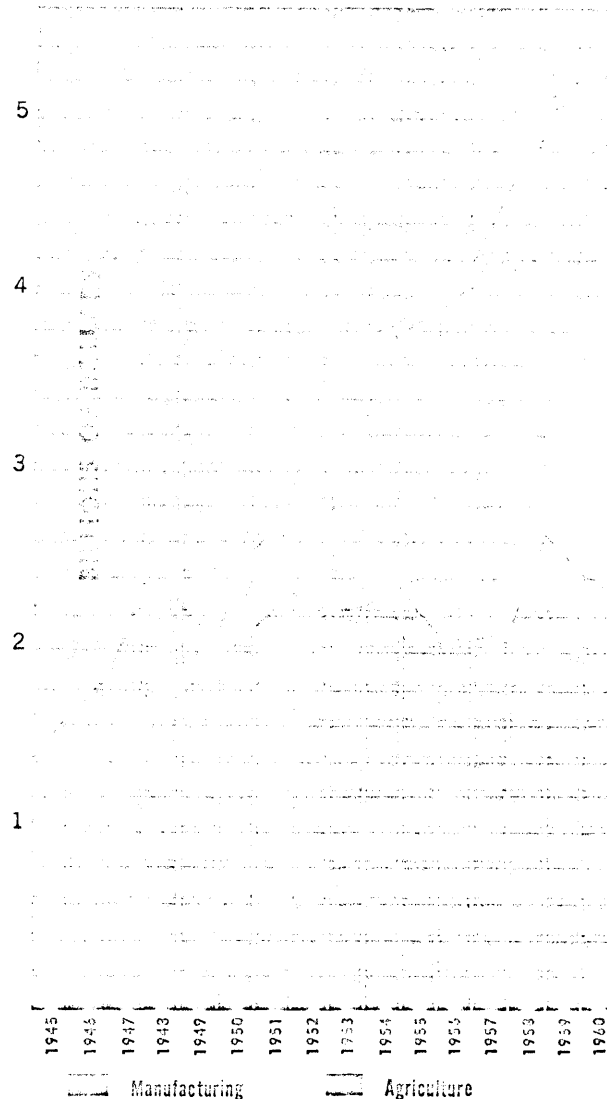
Manufacturing activity in Iowa since 1947 has increased at a faster rate than it has for the nation as a whole.



### MANUFACTURING GROWTH, 1947-1958

Source: 1947 & 1958 U. S. Census of Manufactures.

Contact the Iowa Development Commission for further information.



Since 1950, the value of Iowa's manufacturing output has exceeded the value of its farm production, and manufacturing output is now more than double the value of farm production. This is true even though Iowa continues to rank second in the nation in value of farm production.



# Watch those Indians!

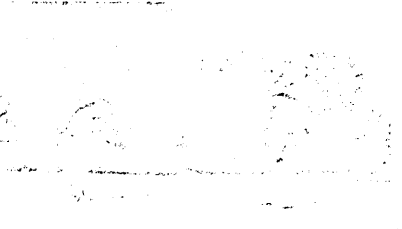
Actually, the frontier passed through Iowa ninety years ago. You can still see an Indian Powwow or two every summer, but in the "New Iowa" you will also enjoy:



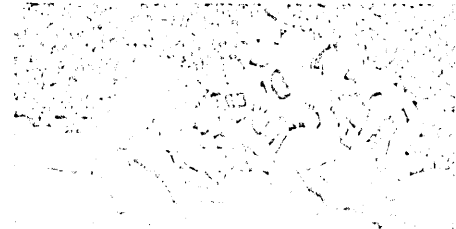
boating and fishing Iowa's 15,000 miles of streams . .



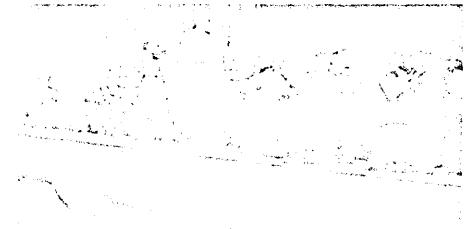
harvesting Iowa's well-managed wildlife crops . . .



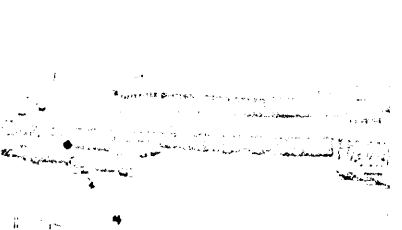
enjoying Iowa's countless other recreational activities . . .



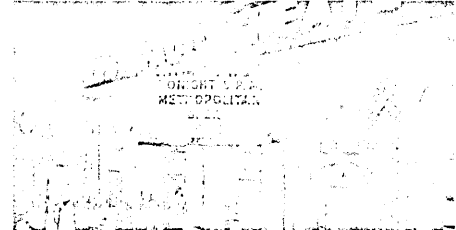
watching Iowa clobber some stiff competition . . .



the best in home-town and metropolitan orchestras . . .



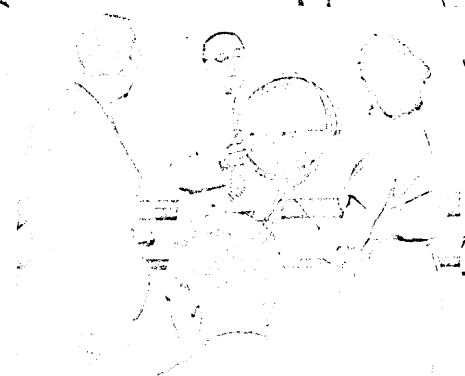
sampling the goods of the world in beautiful stores . . .



some of the finest entertainment the nation produces . . .



creating your own entertainment with your friends . . .



enriching your life in Iowa's outstanding colleges . . .



art and culture in every form, for every interest . . .



## Is it true that IOWANS enjoy the "finer things in life"?

Yes, in Iowa your plant executives and employees will find plenty to make life more enjoyable. Plenty of room for recreational activities, sports, homes, parks and gardens. No commuting from home to work either, since office or plant is seldom more than 15-20 minutes from home.

Adult education, art centers, little theatre groups, municipal symphony orchestras and many other cultural activities provide Iowans the opportunity to enjoy life to the fullest.

### WHAT SORT OF A PLACE IS IOWA FOR BRINGING UP A FAMILY?

The best! Her public school system has the 7th lowest pupil-teacher ratio in the nation; her citizens consistently rank highest in the nation in literacy. Iowa has 22 private colleges and universities, two state universities and a state college, and 23 junior colleges.

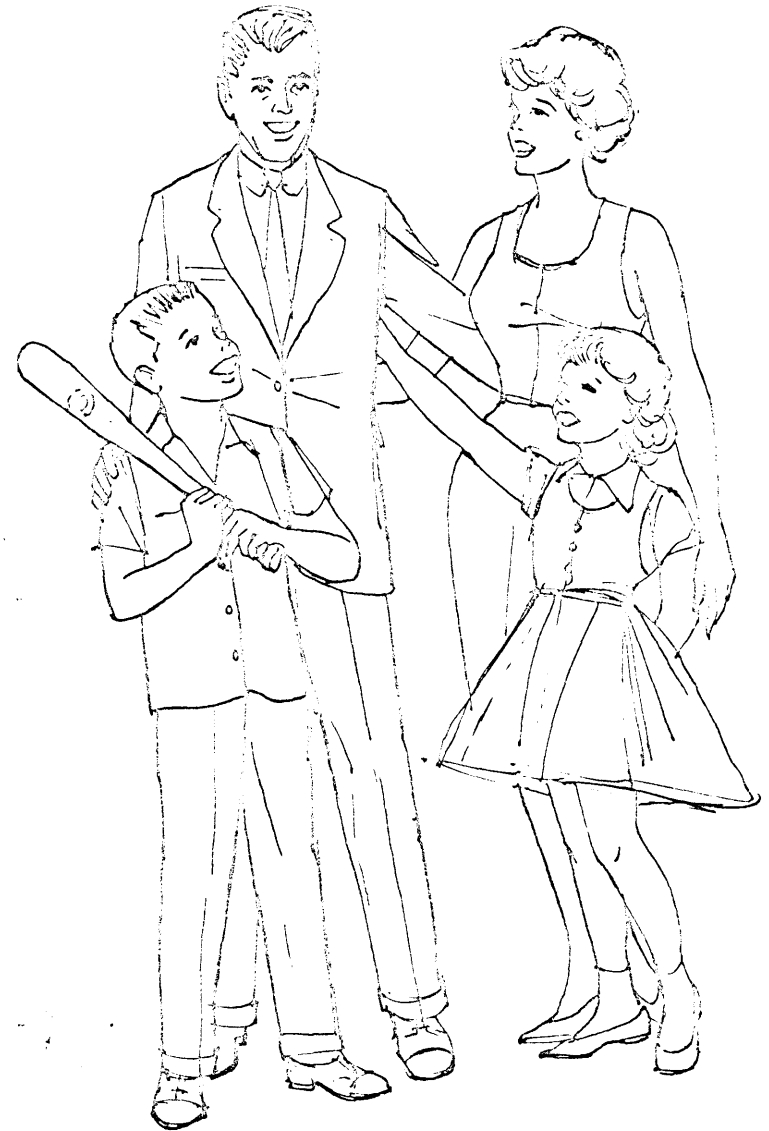
Clean, pleasant communities, private homes with spacious yards, parks, swimming pools and much more allow children to develop sound minds and bodies in Iowa.

### DO YOU WANT TO LOCATE IN A COMMUNITY WHOSE CITIZENS DESIRE INDUSTRY AND WILL COOPERATE WITH IT?

You will find over 240 Iowa communities organized to work for community betterment and industrial development. These people desire industry and will work with you to the fullest. They know their communities and can provide quick answers to all your inquiries.

You will find over 130 Iowa communities with funding organizations, ready to cooperate. Financing of building and/or equipment can be arranged by these groups to meet your firm's needs.

You will find industrial sites owned or under option by these communities to insure that you will pay a fair price and no more. Sites are protected by zoning and are available with rail, highway, water, gas, power and sewer.





## Do you need assistance in your search for a plant site?

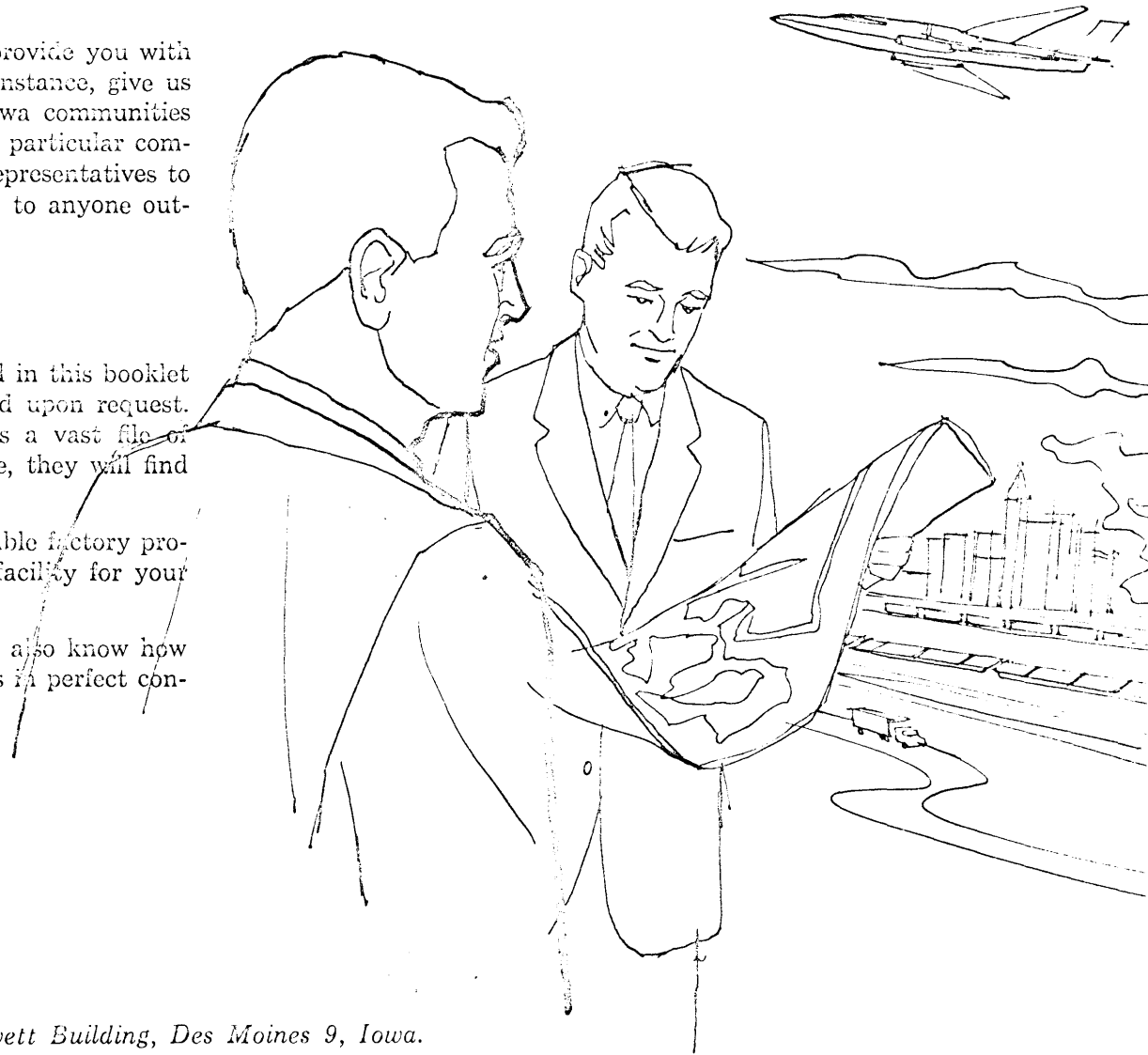
The Iowa Development Commission stands ready to provide you with confidential, experienced aid at no cost to you. For instance, give us your requirements and we will present to you the Iowa communities meeting your needs. Then, when you have chosen the particular communities of interest to you, we will arrange for your representatives to visit them. At no time will your identity be disclosed to anyone outside of our staff.

### OTHER SERVICES AVAILABLE:

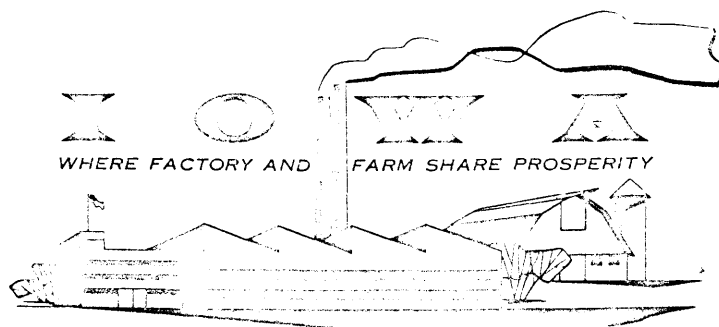
Additional information on the location factors included in this booklet as well as any others desired by you will be furnished upon request. Our Market Research & Statistics Division maintains a vast file of information on Iowa. If your answer isn't in their file, they will find it for you.

If you require an existing building, our listing of available factory production space in Iowa will help you locate the right facility for your firm, and quickly, too!

We know you need to keep your plans to yourself; we also know how to keep your plans to ourselves. You can work with us in perfect confidence.



Contact the Iowa Development Commission, 200 Jewett Building, Des Moines 9, Iowa.



IOWA DEVELOPMENT COMMISSION



VALUE OF DOMESTIC EXPORTS OF MANUFACTURED PRODUCTS,  
IOWA AND U.S. TOTAL, 1963

(millions of dollars)

	Iowa	U.S.A.
Food & Kindred Products	21.6	700.6
Printing & Publishing	(S)	94.5
Chemicals & Allied Products	4.0	1354.4
Rubber & Plastics N.E.C.	(T)	164.8
Primary Metal Industries	(T)	700.0
Fabricated Metal Products	3.6	389.7
Machinery except electrical	90.0	R 2647.5
Electrical Machinery	27.2	990.8
Transportation Equipment	0.7	R 2097.5
Instruments & Related Products	(T)	416.3
Misc. Mfg. & Ord. & Access.	4.5	174.0
Other <sup>1</sup>	7.2	1273.6
Total	158.2	R 11003.7

(S) Less than \$1.0 Million

(T) \$1.0 to \$4.9 Million

R Revised

1 Tobacco Mfrs.

Textile Mill Products

Apparel & Related Products

Lumber and Wood Products

Furniture and fixtures

Paper and Allied products

Petroleum and coal products

Leather & Leather Products

Stone, clay and glass products

Source: U.S. Department of Commerce, Survey of the Origin of Exports of Manufactured Products, 1963. (Washington, D.C., June 2, 1965).

Prepared by: Research Division  
Iowa Development Commission



MANUFACTURING ESTABLISHMENTS REPORTING THE EXPORT OF PRODUCTS IN 1960,  
THE NUMBER OF THESE ESTABLISHMENTS, THEIR EMPLOYMENT AND REPORTED EXPORTS, COMPARED WITH  
TOTAL MANUFACTURING EXPORTS, BY REGION AND STATE

Geographic Region and State	Establishments reporting exports			Total Manufacturing Exports and Estimated Regional and State Totals (millions of \$s)
	Number of Establishments	All Employees, Annual Average	Value of Exports Reported (millions of \$s)	
UNITED STATES, TOTAL	7,496	5,699,981	\$ 9,792.4	\$ 15,454.3
New England	721	482,036	551.8	1,013.7
Maine	26	16,271	14.5	37.5
New Hampshire	39	18,166	30.3	54.7
Vermont	24	11,161	15.5	28.1
Massachusetts	319	204,495	224.4	435.2
Rhode Island	63	28,066	22.2	65.9
Connecticut	250	203,877	244.7	385.9
Middle Atlantic	1,894	1,443,830	2,271.2	3,506.1
New York	685	573,331	888.1	1,417.4
New Jersey	505	296,404	587.2	897.0
Pennsylvania	704	574,095	795.7	1,189.5
East North Central	2,500	2,084,340	3,119.5	4,503.8
Ohio	785	628,666	921.5	1,299.4
Indiana	312	310,259	310.2	483.6
Illinois	666	464,430	971.1	1,407.8
Michigan	487	482,960	646.5	898.7
Wisconsin	250	198,025	270.0	411.4
West North Central	438	294,334	378.6	764.0
Minnesota	107	75,354	92.5	176.4
Iowa	101	84,987	121.4	243.0
Missouri	154	85,101	91.5	193.0
North Dakota	1	D	D	2.4
South Dakota	3	D	D	7.4
Nebraska	24	14,093	14.5	41.9
Kansas	48	30,729	56.7	96.6
South Atlantic	546	412,822	845.8	1,655.0
Delaware	25	12,267	14.4	28.4
Maryland	102	92,012	138.4	216.9
District of Columbia	2	D	D	7.7
Virginia	89	74,485	213.3	338.3
West Virginia	71	58,489	125.3	156.1
North Carolina	93	103,162	128.0	391.8
South Carolina	27	27,353	30.4	121.8
Georgia	82	54,502	107.0	230.8
Florida	55	29,028	85.1	158.8
East South Central	309	208,795	324.9	587.3
Kentucky	89	57,660	102.2	178.4
Tennessee	107	76,413	132.0	220.1
Alabama	78	60,946	54.4	109.2
Mississippi	35	13,776	36.1	77.0
West South Central	397	222,032	938.2	1,243.3
Arkansas	31	13,225	29.2	50.7
Louisiana	73	41,371	192.0	254.1
Oklahoma	51	19,966	65.5	98.9
Texas	242	147,470	651.3	836.6
Mountain	67	46,386	97.6	177.3
Montana	1	D	D	3.9
Idaho	10	2,065	8.4	15.6
Wyoming	1	D	D	0.7
Colorado	21	19,130	28.2	48.4
New Mexico	4	378	11.3	26.5
Arizona	12	12,635	12.8	29.3
Utah	13	9,724	32.0	45.8
Nevada	5	1,639	4.6	5.4
Pacific	624	500,228	1,264.3	1,994.2
Washington	86	95,276	393.7	582.8
Oregon	43	19,428	50.8	87.1
California	490	385,524	809.7	1,302.6
Alaska	1	D	D	4.0
Hawaii	4	D	D	15.5

Note: Figures may not add because of rounding. The \$9.8 billion in exports reported in this survey were made by establishments with 100 employees or more and exporting \$25,000 or more in 1960. Based on a Census company survey covering 1958, these establishments account for substantially all shipments known to the manufacturer to be destined for export. The \$5.6 billion in exports not reported in the survey would be accounted for chiefly by products shipped through wholesalers, independent export houses, etc., and by small manufacturers.

The exports shown in this table are in f.o.b. plant values. The total value at port is estimated at \$16,898 million, and exceeds the 1960 Census Bureau's totals for manufactured foodstuffs, semimanufactures and finished manufactures by some \$800 million. Figures given here include exports to Puerto Rico, bunker sales of fuel to foreign vessels, and certain other adjustments developed by the Bureau of Labor Statistics in their study of direct and indirect employment attributable to exports.

The National total figures were prepared by the Bureau of Labor Statistics, based largely on Census export data and Census "bridge" tables on export and industry classification systems.

Regional and State distributions of exports, not reported directly by manufacturers, were estimated by the Office of Business Economics and the Bureau of International Programs, U. S. Department of Commerce, in order to account for local origin of all manufacturing exports. The figures reported by manufacturers are from a survey conducted by the Census Bureau of plants with more than 100 employees included in the Annual Survey of Manufactures.

D Withheld to avoid disclosing figures for individual companies.

Source: U. S. Department of Commerce