

APR. 1 1966

# IOWA

Growth is fact in Iowa. New plants and expansions in 1963 were 300 percent over 1962. A splendid business climate was bettered by an aggressive 1963 state legislature. The acclaimed community programs are being regionalized for even more effective effort. There are new faces and ideas on the state development level. If you haven't investigated Iowa lately, it's time to take a look. Take a good look.

A REFERENCE STUDY BY

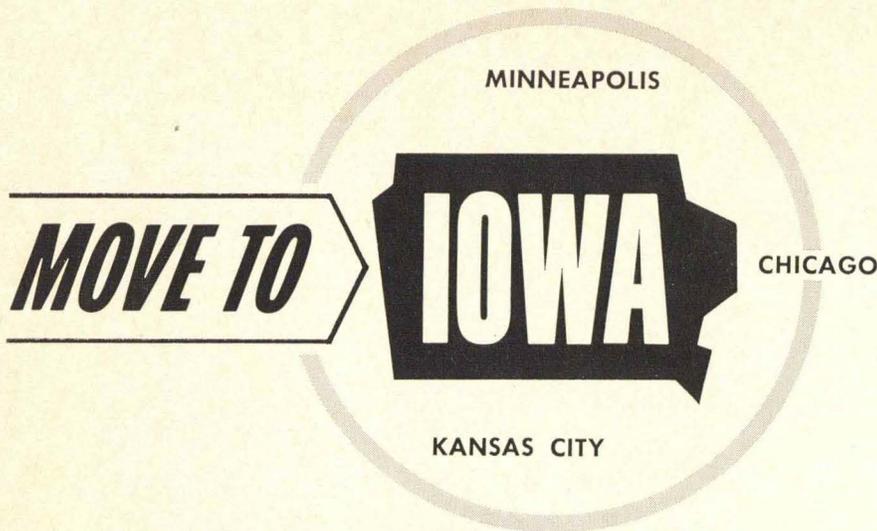


THE INTERNATIONAL GUIDE TO INDUSTRIAL PLANNING AND EXPANSION  
CONWAY RESEARCH, INC./2600 APPLE VALLEY RD./ATLANTA, GA. 30319, U.S.A.

IOWA STATE LAW LIBRARY  
State House  
DES MOINES, IOWA

# ***INDUSTRY IS ON THE***

**ALCOA** . . . . . HAS A PLANT IN IOWA  
**PROCTER & GAMBLE** . . . . . HAS A PLANT IN IOWA  
**MONSANTO** . . . . . HAS A PLANT IN IOWA  
**STANDARD BRANDS** . . . . . HAS A PLANT IN IOWA  
**H. J. HEINZ** . . . . . HAS A PLANT IN IOWA  
**DUPONT** . . . . . HAS A PLANT IN IOWA  
**LINK-BELT** . . . . . HAS A PLANT IN IOWA  
**ZENITH** . . . . . HAS A PLANT IN IOWA  
**PHILCO** . . . . . HAS A PLANT IN IOWA  
**LENNOX** . . . . . HAS A PLANT IN IOWA  
**FIRESTONE** . . . . . HAS A PLANT IN IOWA  
**ROCKWELL STANDARD** . . . . . HAS A PLANT IN IOWA



**ONE-FIFTH OF THE NATION'S TOP 500 INDUSTRIES  
OPERATE NEARLY 200 PLANTS IN IOWA  
(THOUSANDS OF OTHERS PROFIT WITH AN IOWA LOCATION)**

**HERE ARE 5 GOOD REASONS WHY . . .**

**LABOR**

Labor with a keen mechanical aptitude is Iowa's greatest asset. Its abundance attracts industry from throughout the nation. Iowans have the highest functional literacy rate in the nation. Hence, when hired they adapt quickly to the skills required.

**LOCATION**

In the heart of the nation you can ship in every direction to nearby massive consumer and industrial markets. One third of the total U. S. population is within one day's shipping time from an Iowa location.

**TAXES**

Iowa's tax laws have been carefully developed to insure that industry is fairly treated. No confiscatory taxes exist in Iowa to retard industrial development. Iowa's broad tax base insures fair treatment of individual and corporation alike.

**MARKETS**

Iowa is surrounded by the great midwest consumer market. Hard by Iowa's borders lie Chicago, Omaha, Kansas City, St. Louis, and Minneapolis. The Iowa market itself spends in excess of \$3,700,000,000 annually on retail sales.

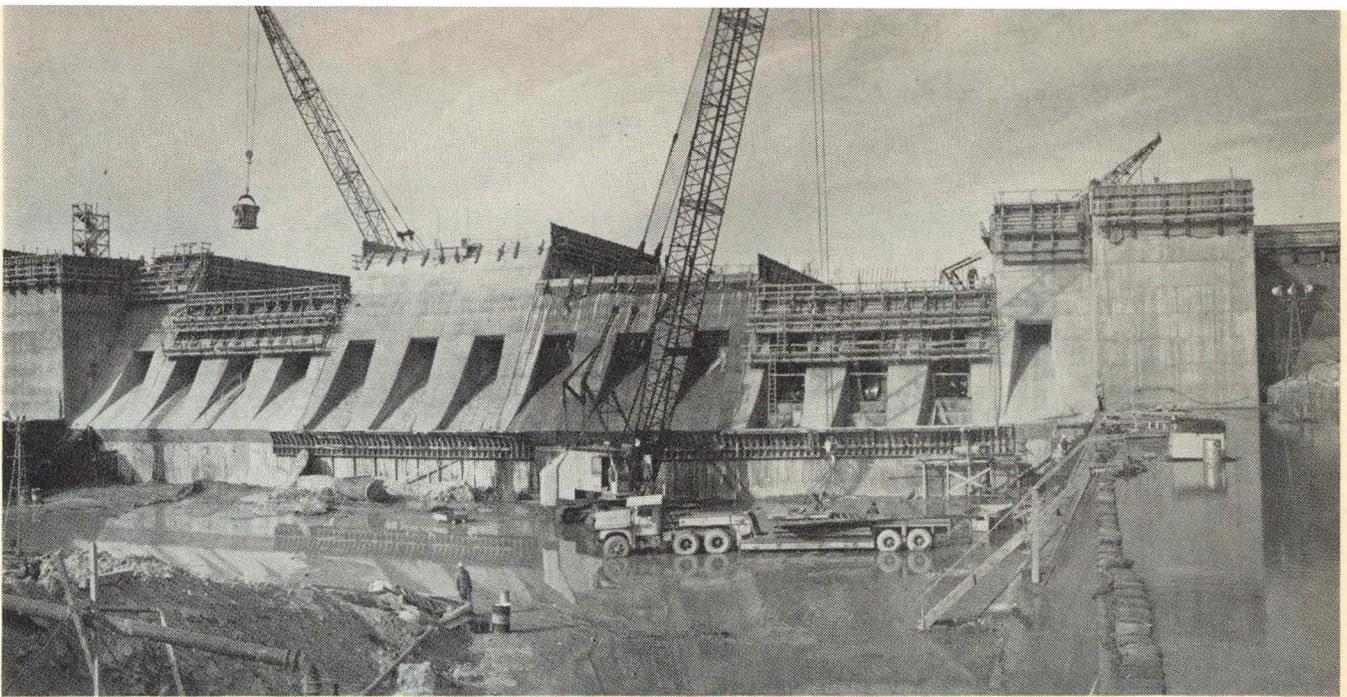
**TRANSPORTATION**

To reach the markets you seek Iowa offers a transportation network unequalled by any state. Navigable rivers border Iowa east and west. The interstate highway program is being rushed toward completion. No point in Iowa is more than 13 miles from rail trackage. And, air transportation provides rapid access to the world's markets. Iowa's new "Open Port" warehousing law makes warehousing in Iowa even more profitable.

If you're considering a relocation or construction of a branch facility, take a good look at Iowa. Learn why the giants of U. S. industry have profitably located in Iowa. For complete information write today.

*You, too, can PROFIT with an IOWA LOCATION*

<p><b>AN IOWA LOCATION FOR YOU</b></p>	<p><b>WRITE TODAY FOR COMPLETE INFORMATION SHOWING HOW IOWA'S ASSETS CAN HELP YOU</b></p>	<p><b>IOWA DEVELOPMENT COMMISSION</b> DEPARTMENT XA, 200 JEWETT BUILDING, DES MOINES, IOWA</p> <p>Name _____</p> <p>Company _____</p> <p>Address _____</p> <p>City _____ State _____</p>
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When Red Rock Dam on the Des Moines River is completed in 1968 it will offer on its 9,000 acres some of the finest recreation possible. And, of course, it will be a fine source of water. Located near Knoxville, it is expected to give a considerable boost to the state's tourism effort.

## Iowa Pays Big Dividends For Industry

It takes more than machines and buildings to make industry. It takes people — the kind of people you'll find in Iowa. They are, delighted businessmen have found, enthusiastic and well educated; intelligent and highly trainable; and, above all, eager to see that newcomer industrialists are pleased they have joined the Hawkeye parade up the industrial ladder.

Editorial and Research: HERALD LATHAM  
Regional Coordinator: ROD RAIA

Iowa enjoyed a 300 per cent increase in new industries, new branch plants, and expansions and relocations of existing plants during 1963 as compared with 1962, all of which resulted in 6,093 new industrial jobs.

That, in one easy-to-understand statement of facts and figures, is the picture of Iowa today. It is a picture you, as an expansion-minded industrialist, should study.

Your study will uncover a behind-the-scenes story which makes for engrossing reading. It is the real story about Iowa; it is one of people.

You will find people who want you and your plants (and their jobs), but, just as much, they want you to be pleased to be an adopted Hawkeye. They want you to make a profit and enjoy good community relations, and they'll do what they can to see that you enjoy both.

It is this attitude which last year underwrote the efforts that made the 300 per cent increase possible. It is the same attitude that made the 1963 gain over 1961 mount to 273 per cent and 219 per cent over 1960.

And this year, if preliminary figures for January-April can be considered a harbinger, the 1964 report will be more of the same. They show that there were 116 new plants, branches and expansions during the four-month period. New jobs were counted at 2,286.

If these figures can be used as a yardstick, the end of 1964 will see a report of 348 new plants, branches and expansions; 6,658 new industrial jobs; and \$109,662,000 invested.

There is no way, of course, to accurately predict what the remainder of the year will bring, but state officials are optimistic the 1963 record will be topped.

There are a number of reasons why the Hawkeye State should be enjoying the bounding economy it is.

First is its people. They enjoy a reputation for being industrious, well educated, skillful—the kind of people you like to depend upon, or want to live next door. Birney Mason, Jr., President of Union Carbide Corporation, put it this way in a March 4, 1964, letter to Governor Harold E. Hughes: "Iowa has many resources that influenced us in locating our plant in Centerville.

What has impressed us most of all, however, has been the unusual enthusiasm with which we have been received by the people of this area. The warm welcome has meant a great deal to us."

Add to this the "character reference" given to the people of Iowa by an official of an old line Hawkeye firm—E. R. Maher, manager of the H. J. Heinz Company plant at Muscatine. His reference was in a nation-wide advertisement in six leading publications:

Question: Are your relations with your community good?

Answer: Our community relations are among the best of all Heinz factories.

Question: Does the community strive to keep you happy?

Answer: Yes, constantly.

Question: Do you find the right type of labor available in Iowa?

Answer: There's only one answer to that question . . . yes!

Question: If possible, can you briefly sum up what you personally feel Iowa has to offer to industries who desire a Midwest location?

Answer: I have found Iowa people are industrious, thrifty, and intelligent. People enjoy residing and making their living in this area. In addition, Iowa is an outstanding agriculture producing state, and nearly all parts of the state have access to good transportation."

The second big point in Iowa's favor is its geographical location. It is in the path of the historical westward migration of both people and industry. Until recently it had rested for many years on the westward fringe of the industrial Midwest, but now that fringe is moving westward. That movement is enveloping Iowa.

A look at the state itself supports this reasoning. Eastern Iowa, separated only by the mighty Mississippi River from the huge industrial complex which built up around Chicago, is the most heavily industrialized section of the state. But the migration now has touched upon western Iowa and that section's industrial potential is being realized.

A glance down listings of new industrial enterprises in the state shows many of them are picking sites west of Des Moines. The pace will increase again when the dredging of the Missouri is complete.

Another point in favor of the Hawkeye State is that as the westward migration continues the market tends to follow. While the eastern third of the nation continues to hold the preponderance of its population and industry, the westward migration and normal growth are combining to create new markets worth moving into rather than shipping to. Iowa is the heart of one of those growing markets.

The state is touched on its borders by seven other states which, with Iowa's own population, had a 1962 U. S. census population of 29.6 million, 15.9 per cent of the nation's total. Within 300 miles of Des Moines, the centrally situated capital of the Hawkeye State, were 21.8 million of the eight states' citizens, which adds up to 11.7 per cent of the nation's total.

In 1962 the states and the percentage of their population within 300 miles of Des Moines were:

	State Population (000)	300-Mile Population (000) (%)
Iowa	2,777	2,777 (100)
Illinois	10,146	7,609 (75)
Kansas	2,219	1,331 (60)
Minnesota	3,475	2,324 (65)
Missouri	4,346	3,476 (80)
Nebraska	1,844	1,106 (60)
So. Dakota	721	288 (40)
Wisconsin	4,092	2,864 (70)
Total	29,620	21,775
% U. S.	15.9	11.7

In addition to these figures, there is another set of statistics to give pause for study. Within that 300-mile circle around Des Moines, including Des Moines itself, are 10 metropolitan areas with a combined population of 13.2 million, according to the 1962 census. The metropolitan areas and their population figures are (000 omitted):

Des Moines	266
Twin Cities	1,482
Milwaukee	1,194
Chicago	6,220
St. Louis	2,060
Kansas City	1,039
Omaha	467
Sioux Falls	86
Quad Cities	270
Topeka	141
Total	13,215

Complementing these facts is another—and perhaps even more important point: Iowa's "business climate" is considered good, perhaps a step or two above the average. This was noted as long ago as 1957, when Clayton P. Fisher, Jr., who had headed a business climate study

# IOWA

## GOING, GROWING

That rare combination of a vigorous farm economy and brisk industrial expansion. You'll find the right business and tax climate, a solid base of educational and scientific facilities, a wealth of skilled manpower. Iowa . . . the center of the strategic Midwest.

## POWER TO SPARE

Electricity . . . natural gas. A powerful pool of energy, serving the energetic. In Iowa's heartland . . . Iowa Power, expanding capacities to meet the needs of Iowa's bright industrial future.

**WRITE TO:** Guy G. Gilchrist, Secretary  
Iowa Power and Light Company  
Des Moines, Iowa 50303



*Home of the 24 Hour Hat*

for General Electric Company, said: "In pursuing your industrial development activities in Iowa, you are fortunate in having a number of business climate factors in your favor."

He quoted from a report which listed Iowa's then excellent business climate factors as: Business taxes were modest as compared to more heavily industrialized states; the educational picture was bright; the state's debt situation and operating costs were favorable; unemployment and workmen's compensation laws were favorable; Iowa's labor history was attractive; and the state's right-to-work law and prohibition of secondary boycotts were attractive.

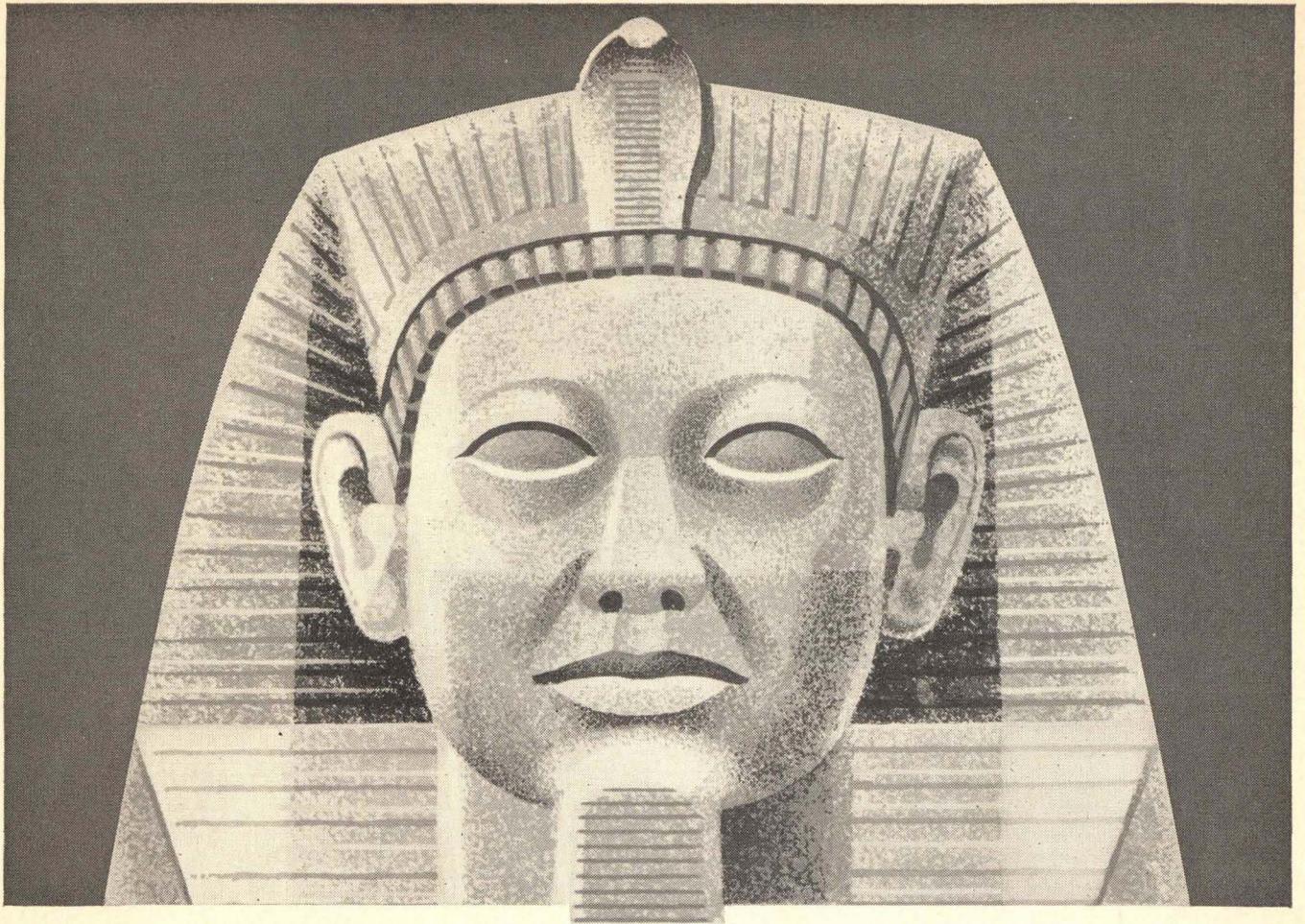
What was true in 1957 also is true in 1964—perhaps more so. Taxes remain modest (per capita 1961: \$307.59); the education picture continues bright (1960 expenditures: \$368 per pupil); unemployment and workmen's compensation laws remain favorable; the labor history continues calm; and the right-to-work and anti-secondary boycotts laws remain on the books.

## BENEFICIAL LEGISLATION

In addition to these things, the 1963 legislature approved three items which Carroll E. Worlan, Director of the State Development Commission, in March told a special session of the legislature will prove beneficial to the "economic development" of the state. (The special session reapportioned the House of Representatives on a population basis; the Senate remained geographical.)

Mr. Worlan identified the beneficial legislative actions as: A law permitting municipalities to issue industrial revenue bonds; the creation of "open port" warehousing; and the approval of a development credit corporation.

The bond law already has been put to use by Mount Pleasant, population 7,339. It voted in December to issue \$600,000 worth of bonds to finance a plant for Vega Industries, Inc., of New York State, a metals products firm. A "friendly" suit is testing the constitutionality of the law. A lower court has upheld it and now the case rests before the State Supreme Court.



## **SUCCESSFUL PLANT SITE CHAIRMAN!**

Cheops, Egyptian Pharaoh, was a bit of a stinker, but his organizational ability cannot be doubted. He decided to build a pyramid—the biggest. The site—Gizeh; materials—limestone locally quarried; labor force—100,000 men in three-month shifts. The market—himself.

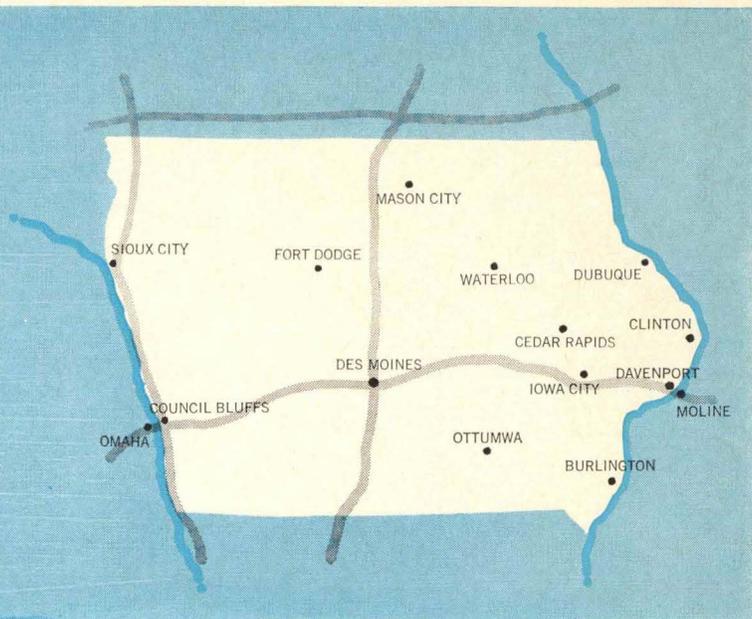
The pyramid business has fallen off badly, but old Cheops' method of procedure still holds good. Deciding what is to be accomplished and orienting other factors to the efficient fulfillment of this need is logical. In plant site selection it is paramount.

When your industrial needs have been established, the Chicago and North Western Railway can be of the greatest assistance. With precise requirements in mind, experienced staff members match your specifications to the facts concerning locations. If the facts are lacking, we'll find the answers. Result: site recommendations keyed to your company's needs rather than a welter of "just-might-possibly-do" real estate parcels. This process saves effort, time, expense.



Are you looking for a plant site? If so, submit your requirements to us. Inquiries held in Sphinx-like confidence. Address: Gene F. Cermak, assistant vice president, Industrial Development Department, Chicago and North Western Railway, 400 West Madison, Chicago, Illinois 60606.

Water, air, and fast highway travel—not to mention excellent rail service and “ordinary” highways—is possible in the Hawkeye State. Each of the communities indicated here has regularly scheduled commercial air travel. The state is flanked on the east by the Mississippi and on the west by the Missouri, the only state in the union with two of its borders formed by navigable streams. Interstate highways will lace the state, too, when they are completed in 1972. And just north of the state—averaging not more than 15 miles distant—is another Interstate highway.



“Open port” warehousing is comparable to “free ports” for foreign commerce. It means firms can bring in and process material and ship it out of state again without paying taxes on it, unless, of course, the goods are domestically consumed.

The development credit corporation now is in the process of being implemented. That means industrialists soon will have a major helping hand to finance business ventures in the state.

It was in such a climate as all this spells out that in the 16-month period ending with April the state had won 8,379 new industrial jobs in 302 new plants, branches, plants and expansions.

Indicative of how Iowa’s business climate appeals to Iowans is this fact: Of the industrial growth during the 16-month period, 191 were for expansions of existing industry. This figure does not include new industrial ventures started by Iowans, nor does it include national corporations which located plants in the state (of which there were 60).

A man can build a better mouse trap, but if he doesn’t get out and sell it, the world certainly won’t beat a path to his door. With that reasoning, Iowans have not hidden their excellent business climate nor their desire for industry under a bushel.

**DEVELOPMENT EFFORTS**

As of March of this year there were 248 community development groups eager to exhibit their advantages to almost any industrialist who is interested. Their work, coupled with the State Development Commission, has paid off, as the statistics in this report indicate.

E. L. Johnson, Director of the Development Division of the Commission, reported to a special session of the Iowa Legislature this year, “We encourage and assist in the establishment of local development corporations. This enables the community to acquire industrial sites, develop these sites and promote them.”

At last count there were 163 organized industrial development groups in the state and 85 non-corporate groups. The State Develop-

ment Commission gives each of them, plus the 248 community groups, close cooperation.

Exemplary of the teamwork approach in Iowa, and showing that both small and large communities are rewarded for their efforts, are these figures: New and expanding industries put 62 projects in communities of up to 5,000 population; communities of 5,000 to 10,000 population won 44; and cities over 25,000 won 80.

One of the Commission’s more comprehensive new programs is a standardized 45-page questionnaire designed under Mr. Johnson’s guidance and according to the outline established by the Industrial Development Research Council, a national professional organization with membership limited to industrial and commercial executives responsible for the facility planning of their own companies.

NEW INDUSTRIAL DEVELOPMENTS IN IOWA					
	1964 Jan.-April	1963	1962	1961	1960
Developments	116	186	62	68	85
New Jobs	2,286	6,093	3,625	3,359	3,447
Capital Outlay	\$36,553,000	\$70,813,000	\$28,145,000	\$55,568,170	\$65,702,000

Source: Iowa Development Commission.

The questionnaire is so detailed that the State Commission is encouraging industrial developers and chambers of commerce groups to assign committees to help gather the information it calls for.

Robert M. Cannon, assistant to Mr. Johnson, reports that "at the present time we are in the process of obtaining (questionnaires) from 24 communities, with approximately 40 per cent completed at the moment."

After having studied the questionnaire, N. M. Martin, Past-President of IRDC and Director of facilities planning and construction for International Business Machines, wrote Mr. Cannon: "I'm afraid I couldn't add any suggestions for improvement as I think you have followed the essence of our IRDC survey and put it in a good usable form for your local communities. This in my opinion is a very commendable interpretation of the spirit and intent of our survey form."

#### VARIED INDUSTRIES

The types of industry responding to the state's business climate and development stimulus are varied. During the 16-month period ending with April they fell into 18 categories. They included 69 food and kindred products; 46 chemical and allied products; 53 metals fabrication; 30 non-electrical machinery; 15 each in electrical machinery and lumber-furniture; 13 rubber and plastics products; 11 each of printing-publishing and stone, glass and clay products; and 10 primary metals. In addition, there was expansion in the scientific and professional category, apparel, petroleum, leather and leather products, transportation equipment, paper and allied products, ordnance and accessories, and miscellaneous.

Typical of the national "names" which have picked Iowa for enlarged activities are these:

Wilson & Company, a 500-employee operation at Cherokee.

Quaker Oats—a 20-employee, \$1 million plant at Sioux City and an eight-worker, \$100,000 plant at Alta.

Monsanto Chemical—four branch operations at Gladbrook, Moorland, Van Horne and Mechanicsville.

American Cyanamid Company—branch operations at Garner, Clarion, Alton, Grundy Center, Inde-

#### Plants With 500-Plus Workers

Here is a list of the plants which employ more than 500 workers each in Iowa. Those marked (X) employ more than 1,000.

Allis-Chalmers Aluminum Company of America (X) Amana Refrigeration Armstrong Rubber (X) Caradco, Inc. J. I. Case (X) J. I. Case Chamberlain Corp.	Cedar Rapids  Davenport Amana Des Moines Dubuque Bettendorf Burlington Waterloo	Construction equipment  Aluminum sheet, plate, foil Cooling, freezing machines Tires Wooden Windows, doors, cabinets Farm implements Industrial tractors, accessories Washing machine wringers, awnings, food servers
Clinton Corn Processing Company (X) Clinton Engines (X) Collins Radio (X)	Clinton Maquoketa Cedar Rapids	Food and food products Engines Navigation, communication equipment
Concrete Materials & Construction Curtis Companies, Inc. Jacob E. Decker & Sons (X) De Kalb Agriculture Association Des Moines Register and Tribune (X) Dryden Rubber Dubuque Packing Co. (X) DuPont (X) Eagle Signal Company Farley & Loetscher Manufacturing (X) Firestone Tire and Rubber (X) Fisher Governor (X) Ford Motor Company Hoerner Boxes, Inc. Geo. A. Hormel (X) The Hubinger Company Iowa Manufacturing (X)	Cedar Rapids Clinton  Mason City  Humboldt  Des Moines Keokuk Dubuque Clinton Davenport  Dubuque  Des Moines Marshalltown Des Moines Keokuk Fort Dodge Keokuk Cedar Rapids	Crushed rock Windows, door, woodwork, cabinets  Meat products  Hybrid seed corn  Publisher Urethane products Meat products Cellophane Timing, traffic controls  Woodwork  Tires Pressure regulators, control valves Farm implements Corrugated shipping containers Meat products Food products Asphalt plants, road machinery, rock crushers Meat products Farm implements Farm, industrial tractors, engines Hay, forage implements Farm tractors Metals Heating, air conditioning Power cranes, shovels, pile hammers
Iowa Packing (X) John Deere (X) John Deere (X) John Deere (X) John Deere (X) Keokuk Electro-Metals Lennox Industries Link-Belt Speeder	Des Moines Des Moines Dubuque Ottumwa Waterloo Keokuk Marshalltown Cedar Rapids	Meat products Farm implements Farm, industrial tractors, engines Hay, forage implements Farm tractors Metals Heating, air conditioning Power cranes, shovels, pile hammers
Mason & Hanger-Silas Mason Company (X) Oscar Mayer (X) The Maytag Company (X) Meredith Publishing (X) Metz Bakery John Morrell & Company (X) Oelwein Chemical (X) Oliver Corporation (X) Penick & Ford Quaker Oats Rath Packing (X)	Burlington Davenport Newton Des Moines Sioux City Ottumwa Oelwein Charles City Cedar Rapids Cedar Rapids Waterloo	Ammunition Meat products Washers, dryers, ironers Magazines, books Bakery products Processed meats Mineral, protein feeds Tractors Food products Food products Meat products, feeds, chemicals, pharmaceuticals Steel, grey iron castings
Riverside Foundry W. A. Sheaffer Pen Company (X) Square D Company Sylvania Electric Products The Vernon Company Union Carbide Vigortone Products	Bettendorf  Fort Madison Cedar Rapids Burlington Newton Centerville Cedar Rapids	Pens, mechanical pencils Circuit breakers, voltage testers Electronic tubes Advertising specialities Plastics Vitamins, feed concentrates; livestock medicines, sanitation products

pendence and Mona. Total investment: \$295,000; employees, 27.

Champion Paper—a 200-man plant at Clinton will cost about \$1 million.

Emerson Electric—a 25-man plant at Mount Pleasant.

W. R. Grace Co.—an eight-man, \$200,000 operation at Fonda.

Miehle-Goss-Dexter, Inc.—a 400-employee machinery production unit at Cedar Rapids.

Even with things going great guns for them, Iowans were not con-

tent that they were doing everything they could to encourage industrialists to move in their direction.

#### REGIONAL CONCEPT

They called upon a professional industrial development firm for a close, statistical look at their state and recommendations on how to improve their development efforts. The subsequent report by Arthur D. Little, Inc., recommended the state be looked upon as 12 inter-

related economic regions and development efforts be carried out accordingly.

The regions were set up along economic lines without great emphasis being placed upon geographic divisions, as is the natural tendency. The regions are identified by their largest city. They are Burlington, Cedar Rapids, Clinton, Council Bluffs, Davenport, Des Moines, Dubuque, Fort Dodge, Mason City, Ottumwa, Sioux City, and Waterloo.

Also recommended were development possibilities for the state. They include:

**Agricultural processing:** Meat packing, turkey processing, dairy products, egg breaking, soybean processing, formula feed processing and distribution.

**Mineral-based activities:** Lightweight aggregates and glass containers.

**Chemical and allied industries:** pulp and paper, fertilizer, industrial gases, plastic fabrication, and others.

**Metal industries:** die casting, screw machine products, farm machinery, appliances and components, distribution transformers, and electronic equipment.

Iowa has been known to industry for a long time as a place to search for college graduates. But the state hopes that with its industrialization pace it can now retain what it calls its most prized possession, the graduate.

The Hawkeye State turns out hundreds of them from its 49 colleges and universities. The number of institutions of higher learning makes it possible for you to travel only 50 miles from any spot in the state and find yourself on a college campus. There are more than 66,000 students on those campuses.

The state ranks third in the United States in the number of doctorates awarded annually per million of population. And it ranks 10th in the total number of Ph.D.'s granted each year. The Ames-Des Moines area, however, lays claim to turning out more doctors of philosophy each year per million of population than any other center.

Iowa State University says it turns out more engineering students each year than any other institution west of the Mississippi River.

*Announcing . . .*

## IOWA'S NEWEST

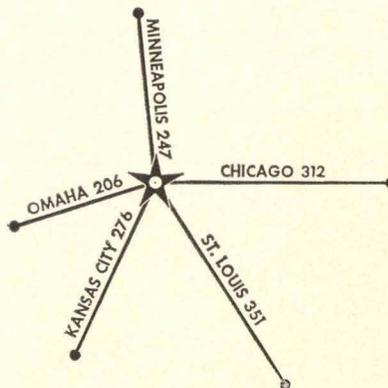
Industrial Park in

## MARSHALLTOWN

Under development 77 acres: full utilities, railroad on site, highway access — Owned by Marshalltown Industrial Park, Inc.

*Write for the facts . . .* On Labor, Taxes, Transportation, Utilities, etc. All catalogued in our "Economic Handbook."

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MIDWEST  
MARKET  
from  
MARSHALLTOWN



Contact

John Ireland, Mgr.

## MARSHALLTOWN INDUSTRIAL PARK, INC.

Box 515 • Marshalltown, Iowa

Iowa high schools shine, too: 97 per cent of their graduates scored in the top half of the American College Testing program in 1962. That was no easy achievement.

#### RESEARCH SUPPORTED

Thirteen of the state's colleges and universities carry on research programs for state and federal governments and for private industry. The amount of research they are doing runs up an annual bill in excess of \$25 million.

Realizing that research is the latch string to many industrial opportunities, the State Legislature in 1963 appropriated \$100,000 for research in the use of farm products and another \$300,000 to establish the Center for Industrial Research and Service (CIRAS) at Iowa State University at Ames. A full-time staff will study the state's industrial and natural resources, undertake research projects, and see to it that expert advice is available to business concerns on management and technological problems. Well over 100 requests for help were received by CIRAS in the first six months of its operations.

The powerhouses of research are, of course, Iowa State University (which recently added "for Science and Technology" to its name) and the University of Iowa.

Iowa State's outstanding facility is the Ames Laboratory of the Atomic Energy Commission, which includes the Industrial Research Institute and the Statistical Laboratory. At Iowa City, Dr. James Van Allen's work in outer space has received world-wide attention because of his discovery of the radiation bands, which bear his name, around the earth.

Iowa State is doing research at a cost of about \$15 million annually. It includes work in agriculture, veterinary medicine, the sciences, electronics, and many other fields.

The University of Iowa is concerned mostly with basic research, which means its principal objective is to enlarge the frontiers of knowledge. Applied research is held to a subjective role.

Other colleges with research activities include: Central College, chemistry, botany, psychology and

economics; Clark College, chemistry and biology; Cornell College, chemistry and human and animal behavior; Dordt College, chemistry; Esterville Junior College, chemical analysis; Marycrest College, chemistry; Loras College, chemistry; Mason City Junior College, chemistry; Parsons College, chemistry and orthodontic; St. Ambrose College, federal, municipal and private projects; and State College of Iowa, computer research for private firms.

#### FARMING STAYS STRONG

It would be easy to conclude that with its preoccupation with industrialization, Iowa has turned its back on agriculture. But such is not the case.

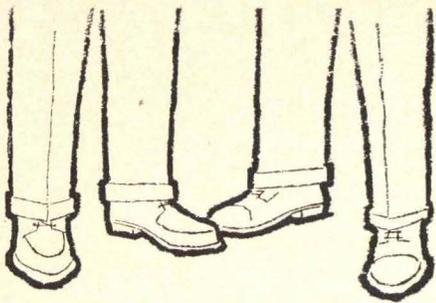
Farmers and businessmen almost burst with pride last fall when the state's fields produced their first \$1 billion-plus corn crop. It was piled up with an average of more than 80 bushels an acre. The 860-mil-

## Let the man from the Northern Plains sit down with you to discuss Iowa plant expansion and location plans.



He's a plant location specialist, prepared to discuss factors that influence location and product distribution. He has latest information on markets, labor, raw materials and economic data for Iowa and other Northern Plains states. He can offer ECONOMIC ANALYSIS and special COMMUNITY STUDIES for locations in Iowa, as well as Kansas, Minnesota, Nebraska, South Dakota and Wisconsin. ■ If you need additional assistance—such as market information, selecting distributors or negotiation with local groups—the Man from the Northern Plains can help you make the proper contacts promptly and confidentially. His unique Northern Plains Facilities Register can put you in touch with the nearest, most economical SOURCES OF SUPPLY. ■ For a booklet detailing information on Northern's comprehensive plant location services, write *Mr. Perry Roys, Area Development Department, Northern Natural Gas Company, Omaha, Nebraska*

**N** Northern  
Natural Gas  
Company  
Omaha, Nebraska

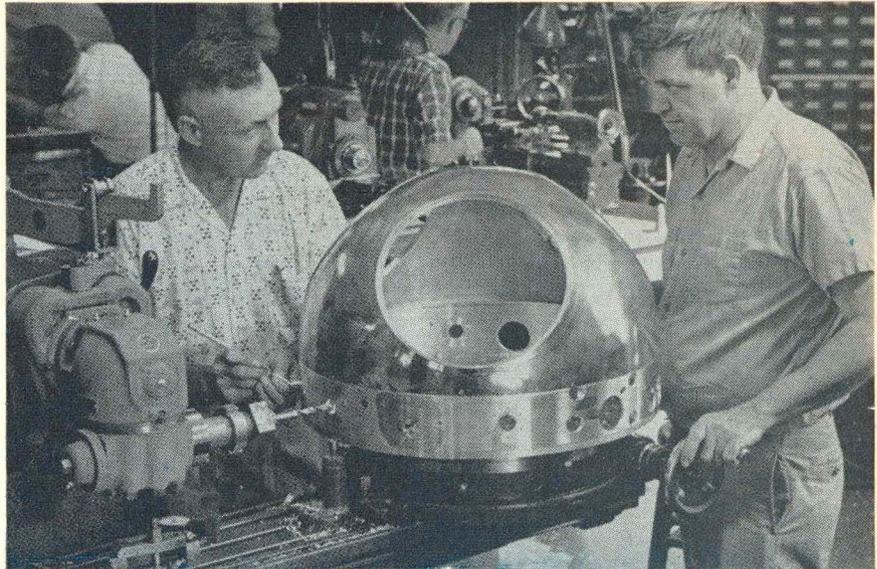


**Your People  
will Like  
Our People**



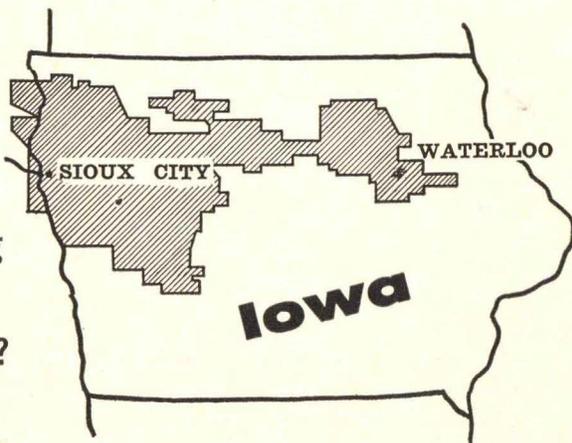
Complete Information by Calling:  
1-515-423-5724  
Mr. M. R. Lackore, Gen. Mgr.  
Chamber of Commerce Industrial Dept.  
825 Brick and Tile Building  
Mason City, Iowa  
Industrial Survey Available

IOWA



Iowa corn grows tall, but some of the state's products really head for the stars. For example, this is half of the shell of the Injun III radiation satellite which was built in the machine shop of the Physics Department of the State University of Iowa. The satellite was launched down the Pacific Range in December, 1962.

**Considering  
This  
Area?**



Confidential, personal service is offered Industrial Prospects interested in the above area served with electricity and natural gas by the Iowa Public Service Company. Over 240 communities, in north central Iowa, including Sioux City and Waterloo, offer plenty of room, energetic workers, unhurried commuting and pleasurable living. Write: Area Development Director, Iowa Public Service Company, Orpheum Electric Building, Sioux City, Iowa, 51102.



**Iowa Public Service  
Company**

lion-bushel crop was about 21 per cent of the nation's total.

Soybeans also turned in a record last year—109 million bushels, about 43 per cent above average. The per acre yield was 30 bushels, which topped the average by 3.4 bushels.

Agriculture has been the backbone of the Hawkeye State's economy since settlers took over the land from the Indians. Now it is putting sinew into the industrial muscles the state is flexing.

For example, businessmen took a look at the huge field and animal harvests and decided that processing them would be good business. As a result, much of the state's new industry is agriculture oriented.

For example, in 1947 Iowa slaughtered only 1.47 million cattle as compared with Illinois' 2.19 million. By 1962 the situation had reversed, with Iowa slaughtering 2.9 million and Illinois only 1.2 million. The situation with swine was the same, with the slaughter climbing from 8.9 million head in 1947 to 14.2 million in 1962.

Perhaps typical of the "agri-industry" the state is reaping can be found in Iowa Falls, which last

winter saw Consumers Cooperative Association of Kansas City open a Farmbest hog slaughtering plant there. With an employment of 125 men, it has a slaughter capacity of 2,500 to 3,000 daily. A cutting floor is expected to be added shortly.

While the processing of animals and field crops has boosted the state's economy considerably, another facet of agriculture has added hundreds of manufacturing jobs. Farmers need fertilizers for top production, and fertilizers are chemicals. So huge chemical and fertilizer plants now are dotting the state, but fertilizers consume only a portion of the chemical output.

Last year the chemical industry spent \$141 million for new manufacturing facilities in the Hawkeye State, according to Chemical Week magazine. The pace is continuing this year. It was about Union Carbide's new \$3 million plant at Centerville that UC President Birney Mason, Jr., wrote to Governor Hughes.

Other chemical ventures going up in the state include a multi-million herbicide plant at Muscatine by Monsanto, which is adjacent to a 250-tons-a-day anhydrous ammonia plant the company built last year; Hooker Chemical is planning a phosphate complex near Davenport and expects production this year; Fort Dodge will get a 400-tons-a-day ammonia plant of Consumers Cooperative Association of Kansas City, Missouri; and Publicker Industries of Philadelphia is expected to reveal soon plans for another new plant at Muscatine.

#### REGISTERED COMMUNITY AUDITS

These alert communities in Iowa have filed a Registered Community Audit. Copies are available from their chamber of commerce, or from the International Community Audit Registry, 2600 Apple Valley Road, Atlanta 19, Georgia.

Albia	Fort Dodge
Boone	Fort Madison
Burlington	Jefferson
Cherokee	Marshalltown
Clarinda	Mason City
Clinton	Muscatine
Davenport	Sioux City
Des Moines	What Cheer

#### GOOD TRANSPORTATION

The industrialist who looks at Iowa needn't worry about transportation for bringing in his raw materials or taking out his finished product. There's plenty of it in all categories—rail, highway, water and air.

The state has 10 Class I railroads with 8,310 miles of trackage. All 10 lines offer piggyback service, and there is no point in the state more than 13.6 miles from a rail line. It is fourth in the United States in the number of Class I roads. In addition to the mainline roads, there are eight short lines.

Class I roads are: Santa Fe, Burlington, Great Western, Milwaukee, Northern, Illinois Central, Union Northwestern, Rock Island, Great Pacific and Wabash.

The Iowa Motor Truck Association estimates there are 12,000 operators pushing rigs in the state. It counts 4,000 contract carriers and 8,000 common. The ICC has licensed 1,122 interstate carriers.

The State Commerce Commission estimates there are 7,000 irregular route and contract carriers, 150 scheduled carriers and 125 liquid carriers.

These trucks use 11,500 miles of paved roads (19th highest in the U. S. at last count). At various stages of construction or planning are a total of 709.4 miles of Interstate highways, according to a June 1 report of the Iowa State Highway Commission.

The state is building three Interstate systems. One, I-29, skirts the Missouri River northbound from Kansas City to Sioux City. Another, I-80, cuts across the state from Council Bluffs through Des Moines to Iowa City and Davenport. The third, I-35, cuts the state north-south from Kansas City through Des Moines to Minneapolis.

The Highway Department said that the Interstate program, to be completed in August, 1972, will cost a total of \$514 million. It is about at the half-way point now.

Some 256 miles have been completed and opened for traffic; there are 114 miles under construction; 169 miles under preparation, and another 169 under planning.

# MUSCATINE

Sites on  
Deep Channel  
MISSISSIPPI  
RIVER

POWER  
50,000 KW  
40% Surplus

MUSCATINE'S  
PROGRESS  
PARK

225 Acres  
34 Lots

3 Lots With  
New Buildings

Utilities  
include  
Railroad  
and  
Federal Highway

35 Acre Site  
Inside City  
All Utilities  
Plus Rail & Road

50 Diversified  
Industries  
in Area

MUSCATINE  
MUNICIPAL  
WATER & ELEC.  
PLANTS  
and  
MUSCATINE  
DEVELOPMENT  
CORPORATION

Contact H. W. Ogilvie,  
Muscatine Civic Center  
Box 161, Muscatine, Iowa

# FREE PUBLICATIONS

**"3½% MONEY FOR SALE"** Learn how 3½% money is available for purchase of land, plant, and equipment.

CHECK "A" BELOW

**"WATER RESOURCES AND WASTE TREATMENT"** How a city has dealt with resources and waste treatment.

CHECK "B" BELOW

**"BARGES WEST"** An up-to-date report tracing development of new ports on the Upper-Missouri.

CHECK "C" BELOW

**"1500 ACRES AT \$250.00 PER ACRE"** Port Neal industrial district features free waste disposal, natural gas, rail, air, water & Interstate highway transportation.

CHECK "D" BELOW

**"SIOUX CITY, IOWA"** 76 page economic report on the "All America" city.

CHECK "E" BELOW

**"OPEN PORT LAW"** How new legislation for removing inventory tax will effect distribution to a 4 state market.

CHECK "F" BELOW

**"AIRPORT SITES"** 1-1300 acres on Class 8 Airport with rail and Interstate highway.

CHECK "G" BELOW

*WRITE OR CALL TODAY TO  
IOWA'S NEWEST AND FASTEST  
GROWING INDUSTRIAL AREA.*

## SIOUX CITY INDUSTRIAL DEVELOPMENT COUNCIL

GEORGE WIMMER, MANAGER  
211 COMMERCE BUILDING  
SIOUX CITY, IOWA (PHONE: 5-9648)

Mr. Wimmer: Please send me the publications checked below.

A  B  C  D  E  F  G

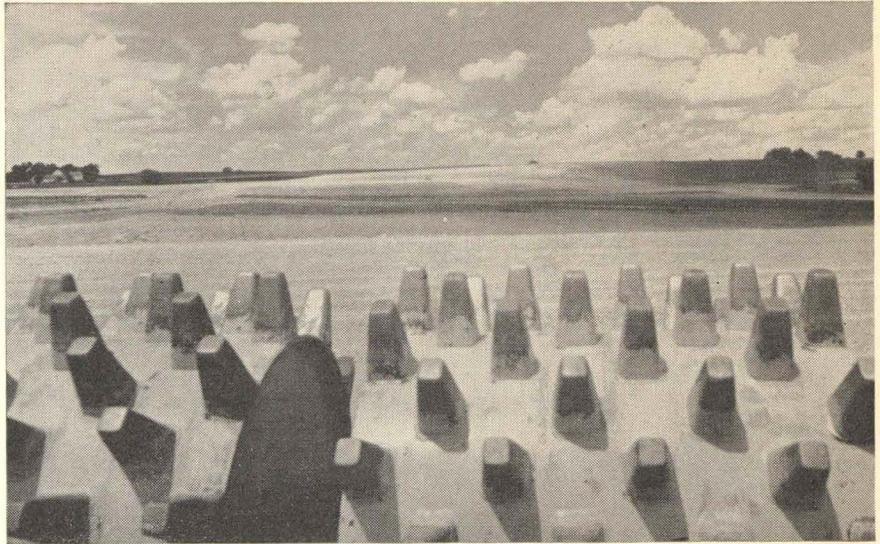
NAME \_\_\_\_\_

COMPANY \_\_\_\_\_

ADDRESS \_\_\_\_\_

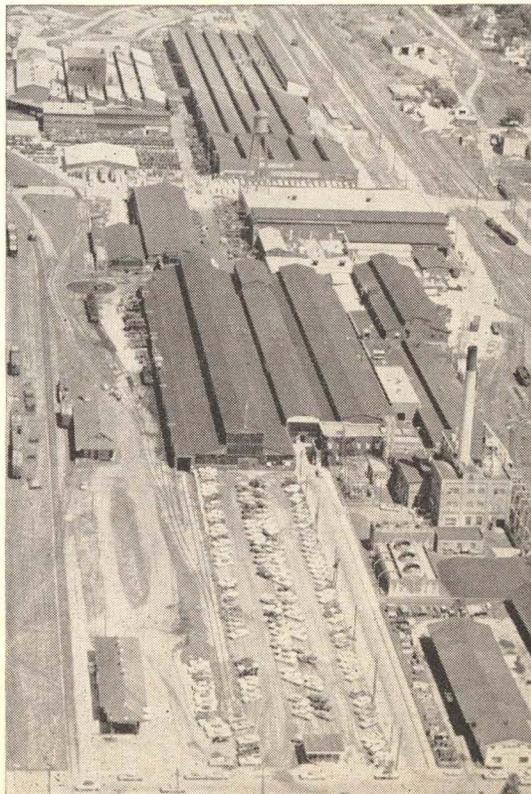
CITY \_\_\_\_\_ STATE \_\_\_\_\_

## IOWA



Red Oak, population 6,500, is determined not to find itself in the backwash of Iowa's industrial development. So the Red Oak Industrial Foundation purchased 80 acres and put heavy equipment to work grading it, as you can see over this sheep's foot. Under construction on the commercial portion of the park is a 60-bed nursing home.

One of the first gasoline tractors ever constructed was built by two Charles Citians in 1901. Charles Hart and Charles Parr formed the Hart-Parr Company, which consolidated in 1929 with other farm equipment firms to form the Oliver Corporation, whose plant here produces farm and industrial tractors.





Tri View Industrial District in Sioux City is the home of 16 new manufacturing and distribution facilities since 1960. In the northwest section of the state, the city offers fine rail, water (Missouri River), highway and air transportation.

## PROFITS BY DESIGN IOWA

SPECIAL  
REPORT

Designed to reveal the profit potential in Southern Iowa. Special reports on legislation, sites, buildings, markets, and industry will help you to assess Iowa as an industrial location.

Heavy industry, light industry, electronics, apparel manufacturing, assembly, warehousing — all have a place in Southern Iowa.

Contact:

David H. Swanson  
Director of Area Development  
Iowa Southern Utilities Co.  
Centerville, Iowa

Air travel in Iowa is good, too. More than half of the state is within 30 miles of one or more of 14 airports offering scheduled air service by Braniff, United and Ozark air lines. The state has 28 airports with hard surface runways, lights and UNICOM. Twenty-one others have lights and UNICOM but do not have paved runways.

### MISSOURI DEEPENING

Water transportation is available for Hawkeye industries, too. It is flanked on the east by the Mississippi River and on the west by the Missouri. Navigation on the Mississippi was at least partly responsible for the establishment and growth of 12 of Iowa's eastern industrial cities. The dozen cities have 33 barge terminals.

The Missouri, which until recently was navigably neglected, will have a six-foot channel completed this year. Congress has voted approval of a plan to deepen the channel to nine feet by 1969, which will open the river to navigation to Sioux City for the first time.

The nine-foot channel is expected



## Prize Packages IN MID-AMERICA!

These progressive communities provide some of the best plant locations in the country. They offer convenient accessibility; skilled, adaptable manpower; good transportation of all types; abundant natural resources; proximity to metropolitan markets. Before selecting a new plant site, check these "Prize Packages" with care.

### IN IOWA

Atalissa  
Badger  
Barnum  
Bettendorf  
Blue Grass  
Buffalo  
Camanche  
Cedar Rapids  
Clare  
Coralville

Davenport  
Duncombe  
Durante  
Fort Dodge  
Fremont  
Iowa City  
LeClaire  
Manson  
Marion  
Moorland

North Liberty  
Otho  
Ottumwa  
Princeton  
Riverdale  
Riverside  
University Heights  
Walcott  
West Liberty  
Wilton

### IN ILLINOIS

Andalusia  
Carbon Cliff  
Cleveland  
Coal Valley  
Colona  
Cordova

East Moline  
Green Rock  
Hampton  
Hillsdale  
Milan  
Moline

Oak Grove  
Orion  
Port Byron  
Rapids City  
Rock Island  
Silvis

For information, write: L. H. Day, Director, Area Development, Iowa-Illinois Gas and Electric Company, Davenport, Iowa.

**IOWA ILLINOIS**  
Gas and Electric Company

# NICARAGUANS LOOK AT IOWA

Chosen as an example of effective state-community cooperative efforts, Iowa was recently toured by four Nicaraguans investigating development programs in the U.S. Sponsored by the U.S. State Department's Agency for International Development, the tour was conducted by Conway Research, Inc. Nicaraguans

were Ricardo Parrales of INFONAC (development agency); Dr. Julio Baldizon, National Bank; Leonidas Abaunza, Industrial Association; and Adolfo Castellon, banker. Conway Research Vice President Ron Hill led the tour and Iowa Development Commission's John Rodeen was tour guide in Iowa.



To speed the Nicaraguans to three communities in one day, the Iowa Development Commission chartered two private planes, shown here in Centerville.



First stop was Perry, where the group toured the Iowa Pork Company's new cutting plant (left). Creston officials (above) exhibited their industrial park. In Centerville, the group was briefed and led on a tour of Union Carbide's new, \$3-million Visking plant.



Radio and newspaper reporters met the group at each community; here, Parrales is interviewed by a Perry radio newsman.



On the second day of the tour the Nicaraguans attended the Iowa Development Clinic.

to give added impetus to the industrialization of the western part of the state, just as the Mississippi did to the eastern part.

The Missouri and Mississippi offer, of course, plenty of water for process use. The state has 12 other rivers, and numerous streams, which stretch out for a total of 15,000 miles, to siphon from. And, the Development Commission reports, more than 200 trillion gallons of underground water.

## PROGRESSIVE UTILITIES

Utility services are as you'd expect in a state which has to offer what has been indicated to this point—excellent. There are eight electric companies and seven gas pipeline firms.

The power firms, which spent \$55 million for expansion last year and plan to spend \$54 million more for the same purpose this year, are Iowa Power & Light, Iowa Public Service, Iowa Southern Utilities, Iowa Electric and Light, Interstate Power, Iowa-Illinois Gas and Electric, Union Electric, and Rural Electric Cooperative.

Early in the 1960s the power firms estimated they would spend \$657 million for expansion by 1970 and \$1.7 billion by 1980. Their rate of spending is keeping a healthy 15 per cent of capacity on tap as reserve. In addition, the state's power firm are tied together by the "Iowa Grid," which pools their resources for peak demands. Expansion last year upped capacity by 8.6 per cent.

The seven gas firms are Northern Natural Gas, Service Pipeline, Michigan-Wisconsin Pipeline, Natural Gas Pipeline Company of America, Mid-America Pipeline (LPG carrier), Great Lakes Pipeline, and Northern Gas Products (LPG division of Northern Natural).

The firms' lines criss-cross the state so that gas is available in all the larger cities and hundreds of small communities. More are being tied to the lines regularly.

An example of expanding gas service in the state is the program carried on by Northern Natural Gas. By the end of 1964 it will have 15 more Iowa communities on its lines, raising the total to 284. Its distributor, Peoples Natural Gas, has expanded into 81 Iowa communities, as compared with 43 five years ago.

## ECONOMIC REGIONS

**Burlington**—has a diversified manufacturing base because of its early entry in the industrial field. It has 93 manufacturing enterprises employing about 9,000 workers. Two of the concerns, Mason and Hanger-Silas Mason Company, Inc., an ammunition manufacturer, and the J. I. Case Company, tractor maker, employ more than 1,000 each.

The city's officials proudly say its "forte in development continues to be the expansion of existing industry." Eleven firms have expanded or added to employment since last July and many others are reported planning expansions during 1964.

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**Cedar Rapids**—is a rapid-growth area with strength in manufacturing requiring skilled labor and professional personnel. It terms itself the "depression proof city" because of its steady, non-boom growth pattern.

It lists among its manufacturers such nationally known leaders as Quaker Oats, Collins Radio, Amana Refrigeration, Wilson and Company, Link-Belt Speeder, Allis-Chalmers, Penick & Ford, W. R. Grace Co., Weyerhaeuser, National Oats, Downing Box, Iowa Steel and Iron, Nissen Corporation, and Square D.

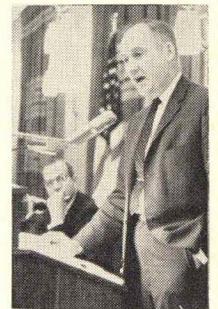
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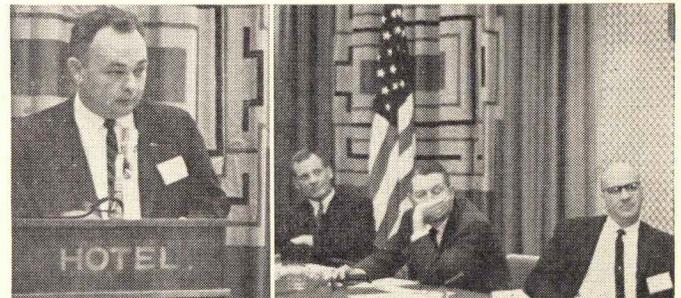
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A "Site Development" panel was moderated by Bob Cannon (left), Assistant Director of Development, Iowa Development Commission; panelists were (left to right) G. W. Evarts, Case and Company; J. S. Frost, Director, Industrial Development, Illinois Central; and Lee Fettig, Assistant Director, Area Development Department, Northern Natural Gas.



C. D. Peebler, Jr. (left), Vice President, Bozell and Jacobs Advertising, Omaha, discusses his speech on advertising with M. M. Schmidt (center), Chairman, Iowa Development Commission and Ray Eveland of Kelley.



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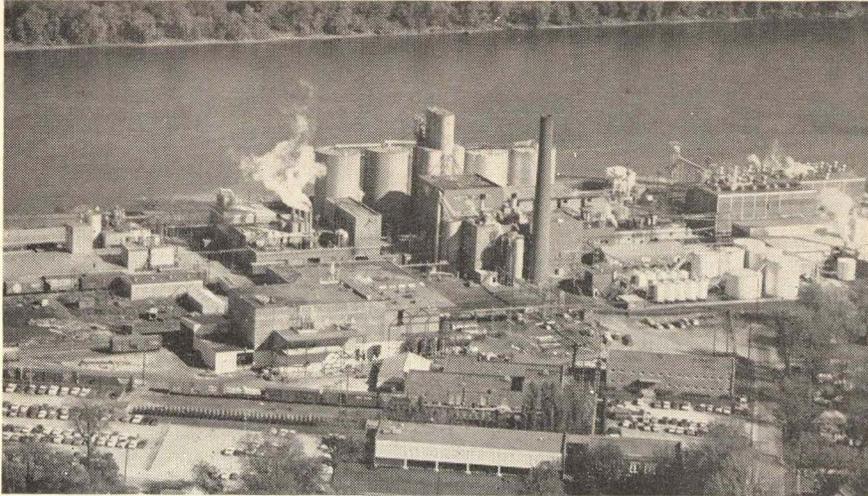
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Grain Processing Corporation is Muscatine's largest employer, with a payroll topping \$7 million annually. Its complex on the Mississippi turns out a wide range of food stuffs and livestock feeds and supplements, and it's indicative of agri-industry built on the state's tremendous farm production.

the plants are corn products, apparel, feeds, woodwork, internal combustion engines, structural steel, wire specialties, dairy products, steel tubing, cement products, iron castings, boxes and cartons, chemicals, printing, retread rubber, and the manufacture and repair of railroad cars.

Interstate Power in May announced that a planned addition to its Clinton Beaver Channel Power plant will be enlarged from \$20 million to \$24 million and generating capacity upped to 225,000 KW. The company said increased industrial demands in the firm's service area caused the increase. Completion is planned in 1966.

**Council Bluffs**—has almost unlimited rail facilities (city officials proudly claim it's the fifth largest rail center in the U. S.) and now that the Missouri is well on the way to becoming domesticated (a nine-foot channel by 1969), it is looking to its transportation advantages to boost its industrial standing.

The city, however, is not standing by waiting for things to happen—the Council Bluffs Industrial Foundation has purchased and developed a 112-acre industrial park on which five firms have located in the last 18 months; it has acquired and is planning development of a 51-acre site on the river, and it has major development plans for more than 2,000 acres of river, highway and rail oriented sites.

The city has 53 manufacturers and processors with 4,300 workers. Another 41,000 are employed in plants in the metropolitan area. Major firms include Blue Star Foods, Griffin Pipe Company, Frito-Lay, Giant Manufacturing Company, and Charles Schneider Furniture Company. Six new firms were added to the city's count during 1963 and 1964.

**Davenport**—is a hub on the Mississippi and is one of the Quad-Cities, which include Moline, Rock Island and Bettendorf. It has a well-established primary metal and metal fabricating industry.

Two plant dedications within six weeks of each other hallmark the area. On May 15, Nitrin, Inc., a joint venture of International Minerals & Chemical Corporation and Northern Natural Gas Company,

## Storm Lake of WATER RECREATION

3200 ACRES

- **A WAITING LABOR MARKET**  
Recreation attracts skilled employees
- **EXCELLENT RAIL SERVICE**  
I.C. and Milwaukee Railroads
- **EXCELLENT TRUCK SERVICE** — Major Lines  
Piggy-Back Terminal
- **FEDERAL HIGHWAY**
- **INDUSTRIAL PARK** plus many acres Zoned Industrial
- **WATER SEWER — NATURAL GAS — ELECTRICITY**
- **AIRPORT** — Lighted — Surfaced — 3200 Ft. Runway
- **BUENA VISTA COLLEGE** — 1,000 Students
- **AN INDUSTRIAL CENTER:**

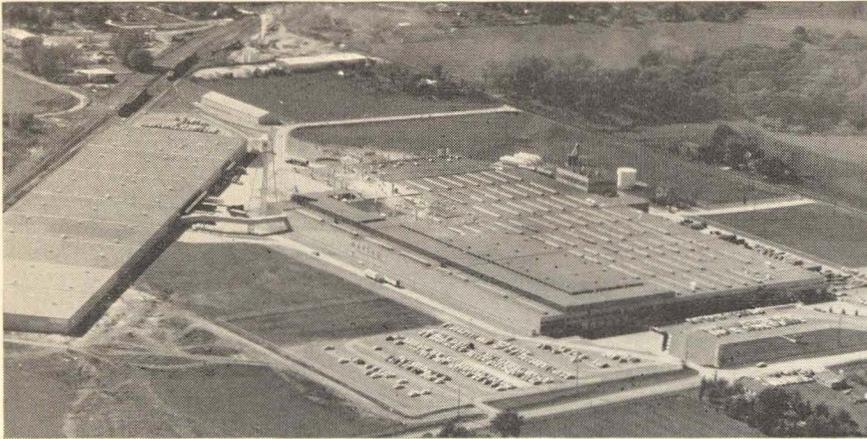
Hygrade Prod.	DeKalb
HLH Parade	Cargill, Inc.
Vilas and Co.	Merrill Mfg.

A VACATION FOR YOUR  
EMPLOYEES EVERY WEEKEND

All inquiries confidential



CHAMBER OF COMMERCE — STORM LAKE, IOWA



On December 10, 1963, Maytag turned out its 15 millionth home appliance. This is an ultra-modern plant of the organization near Newton. It is adjacent to a 40-acre industrial park of the Newton Industrial Development Corporation. The plant covers 1,091,027 square feet and is on a 106-acre plot.

dedicated its new multi-million nitrogen fertilizer complex at Cordova Industrial Park. Hooker Chemical Company is scheduled to dedicate in July its new plant southwest of Davenport for the manufacture of phosphate feed supplements. The two events spotlight the area, Quad-Citians claim, as the "hub of the Mississippi Valley chemical industry." Hooker has plans for future expansion.

There are 380 manufacturing enterprises in the Quad-Cities area which employed at last count 50,324 workers. Farm implement manufacturers claim the lion's share of them, 19,984. Chief industries include John Deere, International Harvester, J. I. Case, Alcoa, and the Rock Island Arsenal.

Expansion of existing industry in the last year accounted for expenditures of well over \$21 million—including \$3 million at Alcoa's rolling mill, \$10 million at Dewey Portland Cement, and an \$8 million administration building for John Deere.

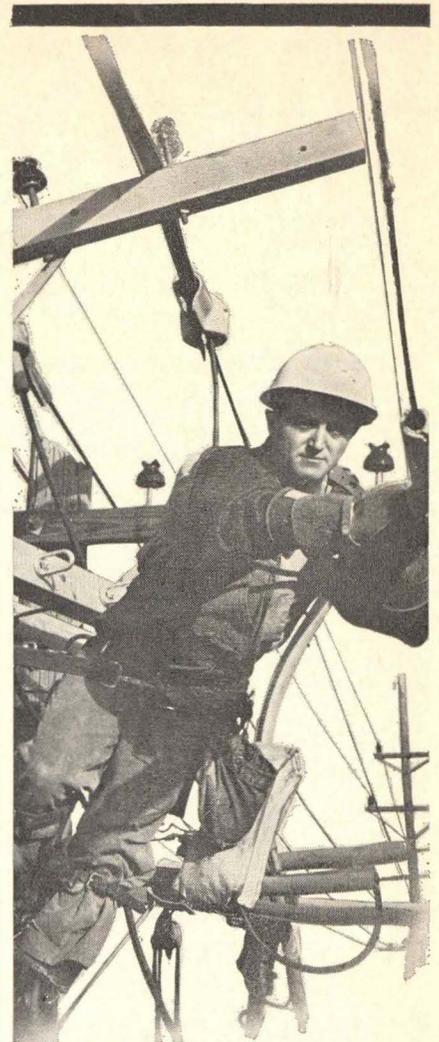
**Des Moines**—really can't be separated, and shouldn't be, from Ames. The area has diverse eco-

nomical activities and is found attractive because of its urban and governmental services to manufacturers. Des Moines is the home of Look Magazine.

The area is being boosted as a site for research-oriented industry, which can look to Iowa State University at Ames for scholarly support. A special report by the Research Department of Northern Natural Gas shows it has a continuing supply of adequately trained professional and technical personnel, facilities for advanced training, favorable climate for research activities, excellent transportation, and living conditions, including better than average educational, recreational and cultural opportunities.

Manufacturing in Des Moines includes Firestone Rubber, Ford Motor Company, Armstrong Rubber and John Deere. Ames, of course, is oriented to the university. It is the home of the Ames Laboratory, one of the Atomic Energy Commission's seven laboratories. The lab, with an annual budget of \$4.5 million and capital investment of \$13 million, has 620 employees.

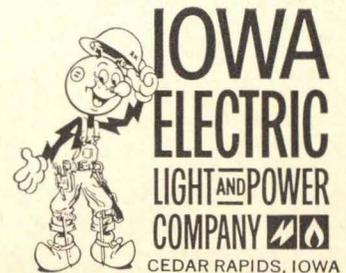
**Dubuque**—is a city whose citi-



## IOWA ELECTRIC MEN PACING INDUSTRIAL ! PROGRESS !

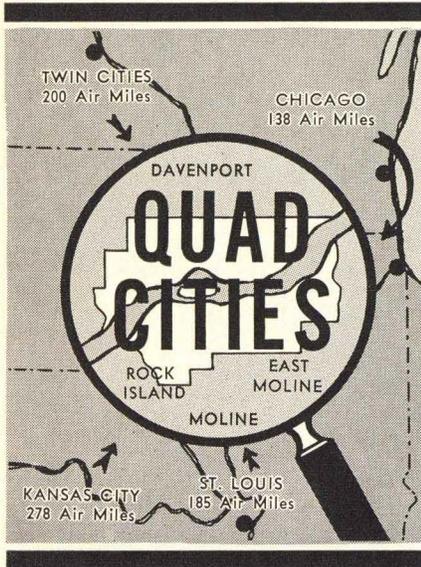
**HIGHLY SKILLED** line crew men carry out construction plans for ever-increasing electric power for industrial Iowa ■ Over \$100 Millions spent since 1951 for expanding generating and transmission facilities. ■ For 1964, gross expenditures are planned for over \$10 Millions! The job is never finished... Iowa's industrial growth demands **DOUBLED** power every 10 years! The Company is always planning ahead... the line crews building ahead... to give Iowa Plenty of Power... for new, improved plant sites everywhere.

For Further Confidential Details,  
Contact V. H. LEAR, Vice President



# FOCUS ON

IOWA



## THE IDEAL LOCATION FOR EXPANSION

### • TRANSPORTATION

Four major railroads, two major airlines, interstate highway complex both East-West and North-South, and economical river transportation offer ideal facilities.

### • LABOR FORCE

Skilled adaptable manpower, largely with farm background, available for all types of industries.

### • POWER

Electricity and natural gas in large supply for every processing need.

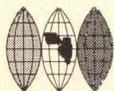
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## Key Staff Members of Iowa Development Commission

The Iowa Development Commission is a state agency responsible for the economic development of the state. Its key staff members are listed below.

**CARROLL E. WORLAN**, Director

Mr. Worlan joined the Commission in February, 1963, as successor to Ed. B. Story. He is the former manager of Industrial Development of the Iowa Power and Light Company in Des Moines. Previously he had been a development official with the Meredith Publishing Company, publisher of Better Homes and Gardens; an executive of the Iowa Utilities Association; a member of the staff of Iowa State University, from which he won a BS degree in agricultural engineering.

**RICHARD R. KONICEK**, Director-Research Division

Mr. Konicek succeeded Bernard F. Nowack, retired, as chief of the research division. From 1959 to 1963 he was an official of community research for the area development department of Northern Natural Gas. He is a member of the American Marketing Association and a member of one of its national committees. He was graduated from Doane College, Crete, Nebraska, and received his master's degree in marketing from the University of Nebraska.

**RONALD GEAR**, Director-Planning Division

Mr. Gear joined the Commission in 1960 after extensive experience in municipal planning. He is responsible in his present position for joint federal-state-local community planning programs. He is a graduate of Iowa State University with a BS in landscape architecture.

**MARTIN H. MILLER**, Director-Public Relations

Mr. Miller is a former chief of bureau and regional director for International News Service. He gained considerable public relations experience with a university and an insurance firm. He was graduated from Creighton University.

**E. L. "JOHN" JOHNSON**, Director-Development Division

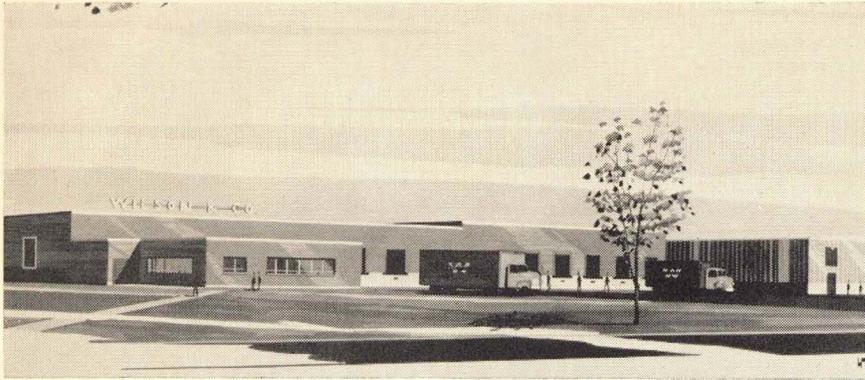
Mr. Johnson joined the Iowa Development Commission as an industrial field representative in 1959 and later was made chief of the small community development program. He later resigned to join the Iowa Association of Cooperatives as an executive, but in 1962 he rejoined the Commission in his present position. He is a graduate of Drake University of Des Moines, where he majored in economics. He holds a master's degree. He formerly was a leader in sales promotion for several large firms.

**ROBERT M. CANNON**, Assistant Director-Development Division

Mr. Cannon joined IDC in 1957 as an industrial field representative and later was promoted to his present position. He previously had worked in sales promotion with large firms in Iowa and New York State. He is a graduate of Notre Dame University, from which he holds a BS in economics, and he did graduate work at New York University in business administration.

**JOHN RODEEN**, Field Representative-Development Division

Mr. Rodeen joined IDC in April, 1963, after having served as public relations director for Goodwill Industries of Sioux City. He holds a BA degree in sociology and business administration from Westmar College, LaMars, Iowa.



When Wilson & Company broke ground on this multi-million-dollar meat plant in Cherokee in April, Wilson President Roscoe G. Haynie complimented the spirit which Cherokee citizens had displayed in winning the new plant. Cherokee's Industrial Corporation has 150 acres of industrial land either under ownership or option.

zens "Boost Dubuque," a slogan that grew from a labor-management meeting at the Dubuque Packing Company. The idea proved too good to stay within the confines of the firm, and so the whole town adopted it.

Bolstered by navigation on the Mississippi, the city is near metals fabrication centers in Wisconsin and Illinois and has adequate pulpwood supplies for industrial use.

The city has 105 firms with 11,000 workers engaged in manufacturing, processing, fabricating and warehousing. Principal industries include Allied Chemical, William C. Brown Company, book manufacturer; Caradco, Inc., wood works; John Deere; Dubuque Container Company; and the Dubuque Packing Company. John Deere in January announced it planned an expansion, but gave no details.

**Fort Dodge**—has advantages for the processing and shipment of agricultural products and a "highly trainable industrial labor pool."

Construction activity in early June had been counted as totaling \$27,955,000 under way or planned for immediate action. Among this total is \$14 million for a 600-tons-a-day anhydrous ammonia fertilizer plant with a force of between 100 and 150 persons (Consumer's Cooperative Association); a Johnston Corporation cement construction block plant, \$300,000; modernization and automation of beef slaughter house purchased by Iowa Beef Packers, \$1.5 million; city sewage

and water systems expansions, \$2.5 million; an \$85,000 over-subscription on a \$650,000 campaign for a new YMCA; three new motels, \$1.5 million; and several other projects.

Principal industries include George A. Hormel, pork products; U. S. Gypsum; Fort Dodge Laboratories; Globe Union, electronic components; Lehigh Sewer Pipe; and Iowa Beef Packers. The city has approximately 4,400 manufacturing workers.

**Mason City**—has excellent transportation facilities and offers advantages in the processing and shipment of agricultural products. It has a highly trainable labor force.

With a manufacturing labor force of about 4,500, the city's principal industries are Jacob E. Decker & Son, meat packers; Northwestern States Portland Cement; Lehigh Portland Cement Company; Mason City Brick and Tile Company; American Crystal Sugar Company; and State Brand Creameries, Inc.

Northwestern announced in May a multi-million dollar expansion project that will take 2½ years to complete. When finished, it will include one of the largest dry-process cement kilns in the United States—590 feet long. A 400-foot kiln was installed in 1961.

Another May announcement was by Blue Ribbon Beef Pack, Inc., which said it would construct a \$900,000 plant in the city.

A survey by the newspaper Globe-Gazette showed Mason City business

## RED OAK

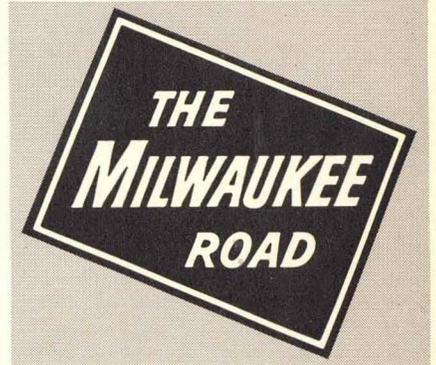
"LEADER OF SOUTHWEST IOWA  
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MAINLINE RAILROAD  
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**RED OAK INDUSTRIAL FOUNDATION**  
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## IOWA

and industry spent \$8.5 million for construction and equipment in the 12 months ending last October.

**Ottumwa**—is a city with an area development commission which has an eye for a bargain. It purchased for \$1 (correct: one dollar) a 97-acre industrial site from the city government. The site formerly was the city's airport. It is five minutes from a modern, new municipal airport, will have paved streets and all utilities in the immediate future.

Ottumwa recently was cited by Edwin P. Neilan, President of the U. S. Chamber of Commerce, as a city which can finance its own improvements without federal subsidies. He was referring to a \$12 million program which has included straightening the Des Moines River and flood control works, new streets, and a new municipally-owned water plant completed in 1963.

There were 26 new businesses established in the city in 1963, when retail sales climbed \$356,000 over the corresponding quarter of the previous year, and employment was up 10 per cent.

John Deere, which has doubled the size of its Ottumwa plant since 1953, is adding another 38,000 square feet during 1964. The downtown area of the city will be dressed up, too, if plans are realized. Local architects and Pittsburgh Plate Glass developed a blueprint for improving the looks of the eight-block area.

**Sioux City**—is the northern-most terminus of the newly navigable Missouri River and as such will reap as yet unreckoned benefits. Benefits, however, are not awaiting the completion of the nine-foot channel scheduled for completion in 1969—they already are flowing in.

Since the first of the year nine industrial developments have taken place, some or all of which are related directly to the river. In January, Pacific Adhesives Company, which located in Sioux City only a year ago, announced it will enter an expansion program that will double its operation. In March, W. W. Grainer, Inc., organized with an investment of \$250,000, will process and market hides from local slaughter plants.

Nutra-Flo Chemical Company opened a new barge terminal in April, and Iowa Service Company dedicated a \$24 million power plant in May. A day later Quaker Oats dedicated a \$2 million feed mill; in mid-month Big Soo Terminal dedicated a \$2 million barge terminal, and two days later Floyd Valley Packing Company broke ground on a \$1.5 million plant. The fund was raised locally for the projected 200-man operation. And four days after this, Murphy Products Company dedicated a \$250,000 plant.

Approximately 20 per cent of the city's labor force is skilled or semi-skilled. The potential labor force in the primary market is counted at between 45,000 and 47,000.

**Waterloo**—has a history of successful local entrepreneurship and diversification by major meat products and farm machinery manufacturers. That history includes the present.

City officials counted 23 industrial expansions during 1963, which underscores the Waterloo Industrial Development Association's realization "that most of our industrial growth is likely to come from firms which are already established in this community . . ." An example of its work occurred when WIDA undertook to help a local bakery which had operated in the city for more than 60 years. A purchaser was found for the firm—saving more than 100 industrial jobs. The firm has undergone expansion since the transaction.

Activities during 1963 on Waterloo's industrial front included location of the new plant of the Howland Manufacturing Corporation on WIDA's 120-acre industrial park, and the placement of a new plant for Engineered Equipment Company on a 40-acre adjacent site. The John Deere Research and Engineering Center was expanded and the Waterloo Unloader Division of the Greater Iowa Corporation nearly doubled its floor space to permit a 200 per cent expansion in production. In addition, the Woodring and Wise Machine Shop moved into a new home and the Construction Machinery Company plant was expanded.

WIDA reports that during the last 2½ years its net worth has increased from \$85,000 to \$315,000.

## IOWA INDUSTRIAL PARKS

**Burlington** — Burlington Industrial District, Burlington Cham. of Comm.

**Cedar Rapids** — Milwaukee Road Industrial Property, Milwaukee RR., E. J. Stoll, Dir., R. E. & Ind. Dev., Rm. 286, Union Station, Chicago 6.

**Cedar Rapids** — Milwaukee Road Industrial Property, Milwaukee RR., E. J. Stoll, Dir., R. E. & Ind. Dev., Rm. 286, Union Station, Chicago 6. 50 acres.

**Clarinda** — Clarindustry, Clarinda Bldg. Corp., George W. Ritson, Dir., 100 E. Washington St. 216 acres.

**Clinton** — Manufacturing Meadows, Clinton, Dev. Co., Harold L. Kirk, Mng. Dir., 237½ Fifth Ave., S. 189 acres.

**Council Bluffs** — Airport Industrial District, Chi., Burl. & Quincy RR., William Spitzberger, Dev. Agent, Ind. & Agric., 1004 Farnam St., Omaha, Neb. 500 acres.

**Council Bluffs** — Council Bluffs Industrial Foundation, Inc., Harold Swesey, Jr., Gen. Mgr., 30 Pearl. 112 acres.

**Council Bluffs** — Burlington Industrial District, CB & Q RR Co., O. O. Waggener, Dir., Dept. of Ind. & Agric., 547 W. Jackson Blvd., Chicago. 200 acres.

**Davenport** — Davenport Industrial Park, Davenport Ind. Dev. Co., David K. Tabor, Ass't. Sec., 404 Main St. 131 acres.

**Davenport (Mt. Joy)** — Milwaukee Road Industrial Property, Milwaukee RR., E. J. Stoll, Dir., R. E. & Ind. Dev., Rm. 286. 175 acres.

**Des Moines** — Burlington Industrial District, CB & Q RR Co., O. O. Waggener, Dir., Dept. of Ind. & Agric., 547 W. Jackson Blvd., Chicago. 190 acres.

**Des Moines** — C & NW Industrial District, C & NW Ry., G. F. Cermak, Ass't. Vice Pres., 400 W. Madison St., Chicago. 150 acres.

**Des Moines** — Des Moines Industrial Park, Des Moines Industrial Bureau, Wm. McCarty, Exec. Dir., 510 Equitable Bldg. 80 acres.

**Des Moines** — Iowa Fund, Inc. Industrial Park Subdivision, Eugene W. Kramer, Mgr., 506 Insurance Exchange Bldg. 100.184 acres.

**Des Moines (Urbandale)** — Milwaukee Road Industrial Property, Milwaukee RR., E. J. Stoll, Dir., R. E. & Ind. Dev. Rm. 286, Union Station, Chicago 6. 120 acres.

**Des Moines** — New Industries, Inc., J. C. Bussey, Sec.-Treas., 1115 Reg. & Tribune Bldg., 715 Locust St. 105 acres.

**Dubuque** — Dubuque Industrial Park, Dubuque Industrial Bureau, Robert E. Dorothy, Mgr., 601 Fischer Bldg. 500 acres.

**Ft. Madison** — Ft. Madison Industrial Area, Business & Ind. Comm., Robert Humphrey, Ind. Dir., 835½ Ave. G. 1,700 acres.

**Mason City** — Mason City Airport Industrial Park, Airport Commission, Michael G. Griffin, Manager, Box 655.

**Mason City** — Mason City Industrial Park, Mason City Dev. Assoc., M. R. Lackore, Gen. Mgr., 823 Brick & Tile Bldg. 40 acres.

**Mason City** — Milwaukee Road Industrial Property, Milwaukee RR., E. J. Stoll, Dir., R. E. & Ind. Dev., Rm. 286, Union Station, Chicago 6. 101 acres.

**Muscatine** — Muscatine Industrial Sites No. 1, Muscatine Dev. Corp., Harold W. Ogilvie, Exec. Dir., 109 W. Mississippi Drive. 225 acres.

**Oskaloosa** — Oskaloosa Industrial Park, Oskaloosa Ind. Park Corp., Clifford Dodson, Exec. Sec., 124 N. Market St. 27 acres.

**Ottumwa** — OADC Industrial Park, Ottumwa Area Dev. Corp., H. S. Byrum, Exec. Dir., Hotel Ottumwa Bldg. 97 acres.

**Ottumwa** — Ottumwa Municipal Airport, Ottumwa Area Dev. Corp., H. S. Byrum, Exec. Dir., Hotel Ottumwa Bldg. 1,000 acres.

**Ottumwa** — Wabash Railroad, Harold Kniebusch, Mgr., Ind. Dev., Railway Exchange Bldg., St. Louis. 30 acres.

**Ottumwa** — Wabash Industrial District, Wabash RR. Co., H. C. Kniebusch, Mgr., Ind. Dev., Railway Exchange Bldg., St. Louis 1. 35 acres.

**Red Oak** — Industrial Park, Red Oak Industrial Foundation, E. G. Johnson, Mgr., 222-A Coolbaugh. 80 acres.

**Sioux City** — HyPort Industrial District, Ind. Dev. Council of Sioux City, G. R. Wimmer, Mgr., 211 Commerce Bldg. 2,000 acres.

**Sioux City** — Port Neal Industrial District, Ind. Dev. Council of Sioux City, G. R. Wimmer, Mgr., 211 Commerce Bldg. 5,000 acres.

**Sioux City** — Tri View Industrial District, Ind. Dev. Council of Sioux City, G. R. Wimmer, Mgr., 211 Commerce Bldg. 74 acres.

**Spencer** — Spencer Industrial Park, Spencer Industries Foundation, Orvill Kinworthy, 328 Ground Ave. 30 acres.

**Urbandale** — Iowa Power Industrial Park, Iowa Power & Light Co., G. G. Gilchrist, Sec., 823 Walnut St., Des Moines.

**Webster City** — Industrial Go-Ahead, Incorporated, Lawrence R. Neibergall, President, 636½ First Street. 36 acres.

## MATERIAL LISTED HERE CAN BE HELPFUL

Here is a listing of material you might like to obtain for in-depth investigation of industrial potential in Iowa.

### IOWA

**Iowa—Steady Industrial Growth Without Fanfare or Flourish.** ID, July, 1962.

**Iowa. Industrial study of the state.** ID, April, 1961.

**Legal Aspects of Doing Business in Iowa.** Institute of Public Affairs and College of Law, State University of Iowa, Iowa City.

**Chemicals Sprout Where the Tall Corn Grows.** Chemical Week, April 11, 1964.

**Regional Development and Economic Opportunity in Iowa.** A report to Iowa Development Commission. Arthur D. Little, Inc., 1962.

**Iowa's Corporate Tax Structure.** Explanations and Examples. Iowa Development Commission, January, 1964.

**Iowa Industry.** Market Research and statistics; charts and tables. Iowa Development Commission, 1962.

**Iowa Business Review and Outlook.** Des Moines Sunday Register. January 5, 1964.

**Iowa Business & Industry.** Business Magazine, Inc., Des Moines. January, 1964.

**New Legislation for Economic Development.** Iowa Development Commission. 1964.

**Apparel Manufacturing in Iowa.** Iowa Southern Utilities Company.

### AREA

**A Proposal for the Location of the New NASA Electronics Research Center.** Charts, maps, pictures. Industrial Bureau, Greater Des Moines Chamber of Commerce, Des Moines, Iowa, 1963.

**Keokuk-Fort Madison Area.** Industrial study. ID, April, 1961.

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**EVERYTHING**  
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- Good Sites
- 5000 Fine People
- Most modern City Square in the Midwest
- And More!

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For Industrial Package



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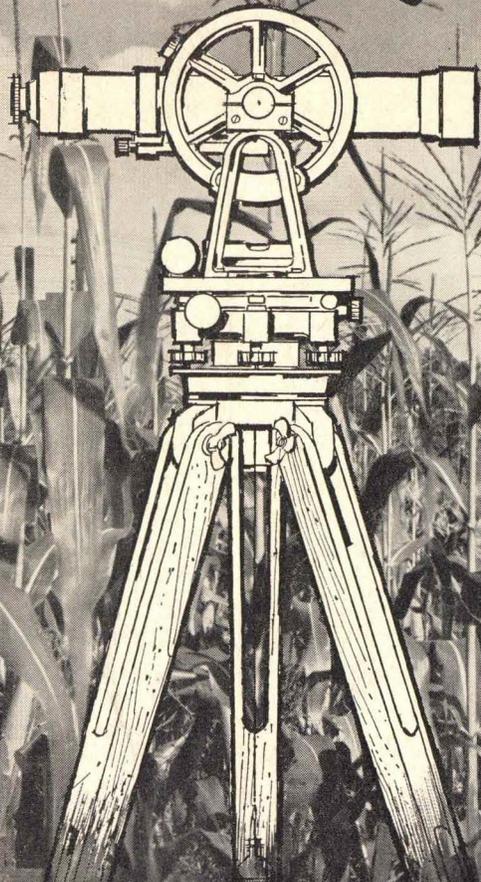
WHAT  
OTHERS  
PROMISE

WE  
CAN  
PRODUCE  
(And Will)

**OSKALOOSA  
IOWA**

Write... C. L. Dodson  
Executive Secretary  
124 North Market  
for confidential  
information

*Need room to grow?*



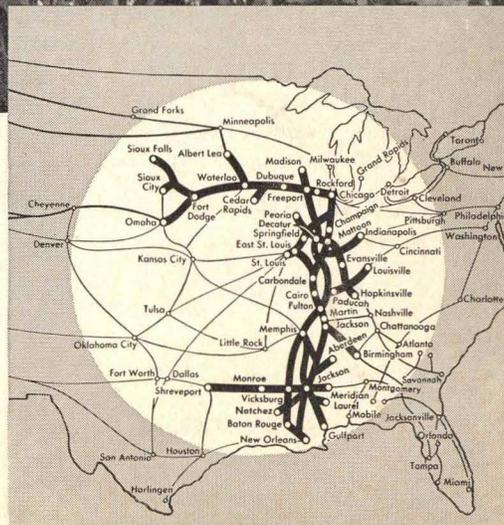
*Plot your plant in*

# IOWA

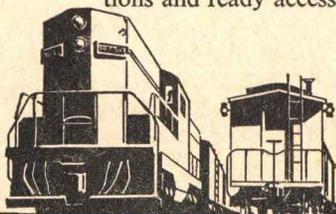
Traditionally agricultural, Iowa, in recent years has gained increasing favor as an excellent location for new industrial developments.

Good reason, too... for companies with an eye to expansion, Iowa offers land in plenty at reasonable asking prices. Central geographic location, abundant fresh water supplied by the Mississippi and Missouri rivers and their tributaries and proximity to raw materials from all points of the compass make Iowa a prime choice for many industries.

Another advantage: Illinois Central runs across the state and provides fast rail transport, excellent connections and ready access to domestic and foreign markets.

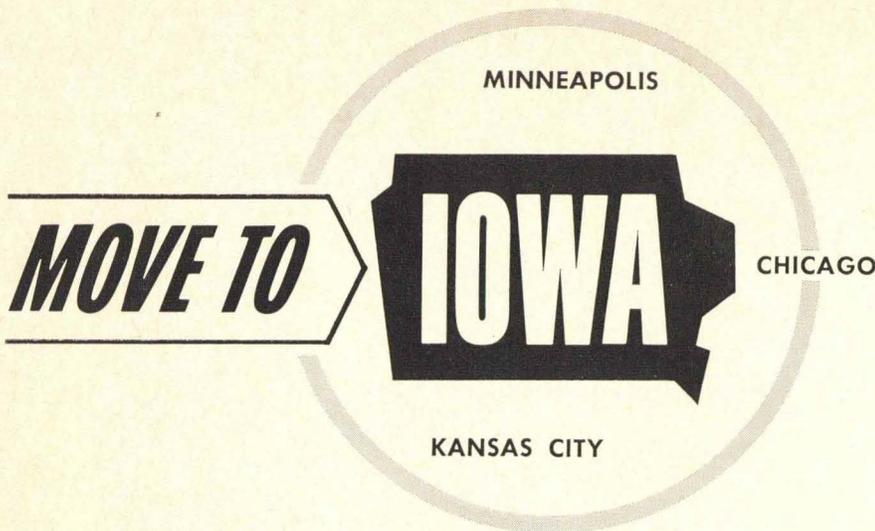


*For full information on choice Iowa sites contact J. S. Frost, Illinois Central Railroad, 135 East 11th Place, Chicago. Your inquiries will be held in the strictest confidence.*



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**ONE-FIFTH OF THE NATION'S TOP 500 INDUSTRIES  
OPERATE NEARLY 200 PLANTS IN IOWA  
(THOUSANDS OF OTHERS PROFIT WITH AN IOWA LOCATION)**

**HERE ARE 5 GOOD REASONS WHY . . .**

**LABOR**

Labor with a keen mechanical aptitude is Iowa's greatest asset. Its abundance attracts industry from throughout the nation. Iowans have the highest functional literacy rate in the nation. Hence, when hired they adapt quickly to the skills required.

**LOCATION**

In the heart of the nation you can ship in every direction to nearby massive consumer and industrial markets. One third of the total U. S. population is within one day's shipping time from an Iowa location.

**TAXES**

Iowa's tax laws have been carefully developed to insure that industry is fairly treated. No confiscatory taxes exist in Iowa to retard industrial development. Iowa's broad tax base insures fair treatment of individual and corporation alike.

**MARKETS**

Iowa is surrounded by the great midwest consumer market. Hard by Iowa's borders lie Chicago, Omaha, Kansas City, St. Louis, and Minneapolis. The Iowa market itself spends in excess of \$3,700,000,000 annually on retail sales.

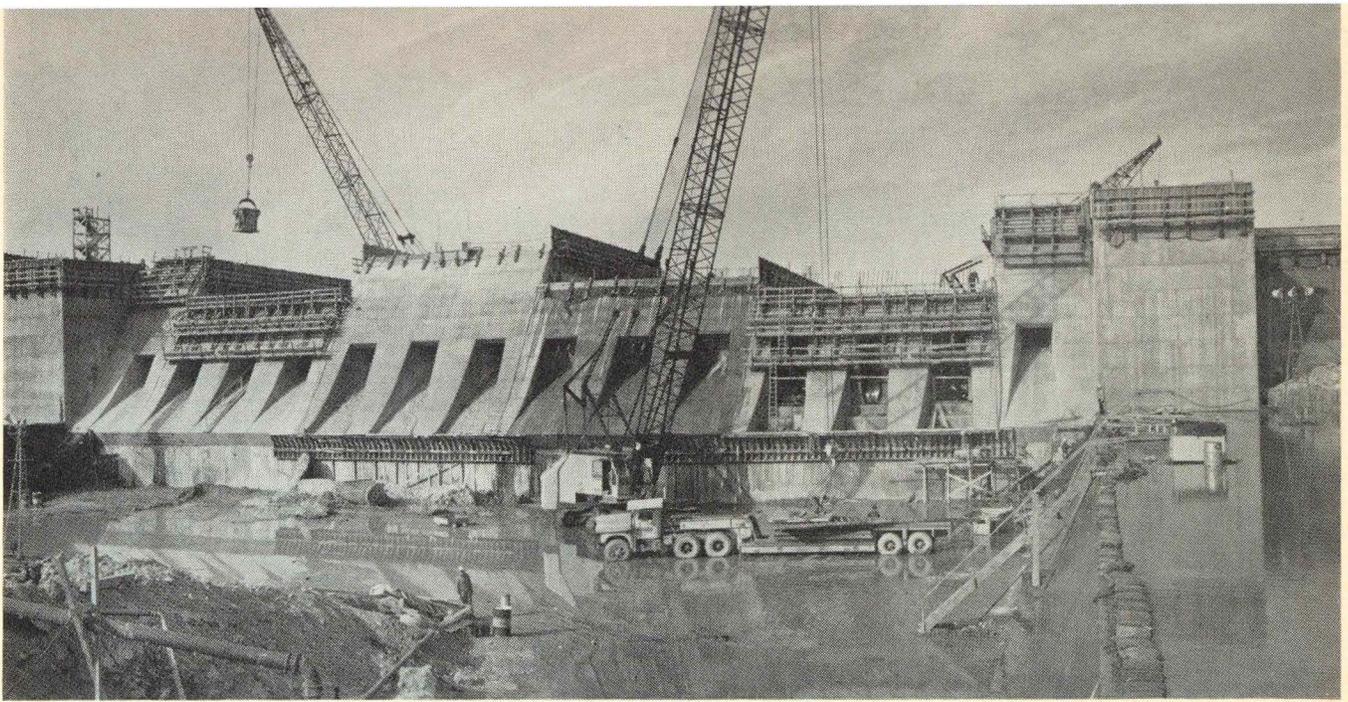
**TRANSPORTATION**

To reach the markets you seek Iowa offers a transportation network unequalled by any state. Navigable rivers border Iowa east and west. The interstate highway program is being rushed toward completion. No point in Iowa is more than 13 miles from rail trackage. And, air transportation provides rapid access to the world's markets. Iowa's new "Open Port" warehousing law makes warehousing in Iowa even more profitable.

If you're considering a relocation or construction of a branch facility, take a good look at Iowa. Learn why the giants of U. S. industry have profitably located in Iowa. For complete information write today.

*You, too, can PROFIT with an IOWA LOCATION*

<p>AN IOWA LOCATION FOR YOU</p>	<p><b>WRITE TODAY FOR COMPLETE INFORMATION SHOWING HOW IOWA'S ASSETS CAN HELP YOU</b></p>	<p><b>IOWA DEVELOPMENT COMMISSION</b> DEPARTMENT XA, 200 JEWETT BUILDING, DES MOINES, IOWA</p> <p>Name _____</p> <p>Company _____</p> <p>Address _____</p> <p>City _____ State _____</p>
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When Red Rock Dam on the Des Moines River is completed in 1968 it will offer on its 9,000 acres some of the finest recreation possible. And, of course, it will be a fine source of water. Located near Knoxville, it is expected to give a considerable boost to the state's tourism effort.

# Iowa Pays Big Dividends For Industry

It takes more than machines and buildings to make industry. It takes people — the kind of people you'll find in Iowa. They are, delighted businessmen have found, enthusiastic and well educated; intelligent and highly trainable; and, above all, eager to see that newcomer industrialists are pleased they have joined the Hawkeye parade up the industrial ladder.

Editorial and Research: HERALD LATHAM  
Regional Coordinator: ROD RAIA

Iowa enjoyed a 300 per cent increase in new industries, new branch plants, and expansions and relocations of existing plants during 1963 as compared with 1962, all of which resulted in 6,093 new industrial jobs.

That, in one easy-to-understand statement of facts and figures, is the picture of Iowa today. It is a picture you, as an expansion-minded industrialist, should study.

Your study will uncover a behind-the-scenes story which makes for engrossing reading. It is the real story about Iowa; it is one of people.

You will find people who want you and your plants (and their jobs), but, just as much, they want you to be pleased to be an adopted Hawkeye. They want you to make a profit and enjoy good community relations, and they'll do what they can to see that you enjoy both.

It is this attitude which last year underwrote the efforts that made the 300 per cent increase possible. It is the same attitude that made the 1963 gain over 1961 mount to 273 per cent and 219 per cent over 1960.

And this year, if preliminary figures for January-April can be considered a harbinger, the 1964 report will be more of the same. They show that there were 116 new plants, branches and expansions during the four-month period. New jobs were counted at 2,286.

If these figures can be used as a yardstick, the end of 1964 will see a report of 348 new plants, branches and expansions; 6,658 new industrial jobs; and \$109,662,000 invested.

There is no way, of course, to accurately predict what the remainder of the year will bring, but state officials are optimistic the 1963 record will be topped.

There are a number of reasons why the Hawkeye State should be enjoying the bounding economy it is.

First is its people. They enjoy a reputation for being industrious, well educated, skillful—the kind of people you like to depend upon, or want to live next door. Birney Mason, Jr., President of Union Carbide Corporation, put it this way in a March 4, 1964, letter to Governor Harold E. Hughes: "Iowa has many resources that influenced us in locating our plant in Centerville.

What has impressed us most of all, however, has been the unusual enthusiasm with which we have been received by the people of this area. The warm welcome has meant a great deal to us."

Add to this the "character reference" given to the people of Iowa by an official of an old line Hawkeye firm—E. R. Maher, manager of the H. J. Heinz Company plant at Muscatine. His reference was in a nation-wide advertisement in six leading publications:

Question: Are your relations with your community good?

Answer: Our community relations are among the best of all Heinz factories.

Question: Does the community strive to keep you happy?

Answer: Yes, constantly.

Question: Do you find the right type of labor available in Iowa?

Answer: There's only one answer to that question . . . yes!

Question: If possible, can you briefly sum up what you personally feel Iowa has to offer to industries who desire a Midwest location?

Answer: I have found Iowa people are industrious, thrifty, and intelligent. People enjoy residing and making their living in this area. In addition, Iowa is an outstanding agriculture producing state, and nearly all parts of the state have access to good transportation."

The second big point in Iowa's favor is its geographical location. It is in the path of the historical westward migration of both people and industry. Until recently it had rested for many years on the westward fringe of the industrial Midwest, but now that fringe is moving westward. That movement is enveloping Iowa.

A look at the state itself supports this reasoning. Eastern Iowa, separated only by the mighty Mississippi River from the huge industrial complex which built up around Chicago, is the most heavily industrialized section of the state. But the migration now has touched upon western Iowa and that section's industrial potential is being realized.

A glance down listings of new industrial enterprises in the state shows many of them are picking sites west of Des Moines. The pace will increase again when the dredging of the Missouri is complete.

Another point in favor of the Hawkeye State is that as the westward migration continues the market tends to follow. While the eastern third of the nation continues to hold the preponderance of its population and industry, the westward migration and normal growth are combining to create new markets worth moving into rather than shipping to. Iowa is the heart of one of those growing markets.

The state is touched on its borders by seven other states which, with Iowa's own population, had a 1962 U. S. census population of 29.6 million, 15.9 per cent of the nation's total. Within 300 miles of Des Moines, the centrally situated capital of the Hawkeye State, were 21.8 million of the eight states' citizens, which adds up to 11.7 per cent of the nation's total.

In 1962 the states and the percentage of their population within 300 miles of Des Moines were:

	State Population (000)	300-Mile Population (000) (%)
Iowa	2,777	2,777 (100)
Illinois	10,146	7,609 (75)
Kansas	2,219	1,331 (60)
Minnesota	3,475	2,324 (65)
Missouri	4,346	3,476 (80)
Nebraska	1,844	1,106 (60)
So. Dakota	721	288 (40)
Wisconsin	4,092	2,864 (70)
Total	29,620	21,775
% U. S.	15.9	11.7

In addition to these figures, there is another set of statistics to give pause for study. Within that 300-mile circle around Des Moines, including Des Moines itself, are 10 metropolitan areas with a combined population of 13.2 million, according to the 1962 census. The metropolitan areas and their population figures are (000 omitted):

Des Moines	266
Twin Cities	1,482
Milwaukee	1,194
Chicago	6,220
St. Louis	2,060
Kansas City	1,039
Omaha	467
Sioux Falls	86
Quad Cities	270
Topeka	141

Total 13,215

Complementing these facts is another—and perhaps even more important point: Iowa's "business climate" is considered good, perhaps a step or two above the average. This was noted as long ago as 1957, when Clayton P. Fisher, Jr., who had headed a business climate study

# IOWA

## GOING, GROWING

That rare combination of a vigorous farm economy and brisk industrial expansion. You'll find the right business and tax climate, a solid base of educational and scientific facilities, a wealth of skilled manpower. Iowa... the center of the strategic Midwest.

## POWER TO SPARE

Electricity... natural gas. A powerful pool of energy, serving the energetic. In Iowa's heartland... Iowa Power, expanding capacities to meet the needs of Iowa's bright industrial future.

**WRITE TO:** Guy G. Gilchrist, Secretary  
Iowa Power and Light Company  
Des Moines, Iowa 50303



*Home of the 24 Hour Hat*

for General Electric Company, said: "In pursuing your industrial development activities in Iowa, you are fortunate in having a number of business climate factors in your favor."

He quoted from a report which listed Iowa's then excellent business climate factors as: Business taxes were modest as compared to more heavily industrialized states; the educational picture was bright; the state's debt situation and operating costs were favorable; unemployment and workmen's compensation laws were favorable; Iowa's labor history was attractive; and the state's right-to-work law and prohibition of secondary boycotts were attractive.

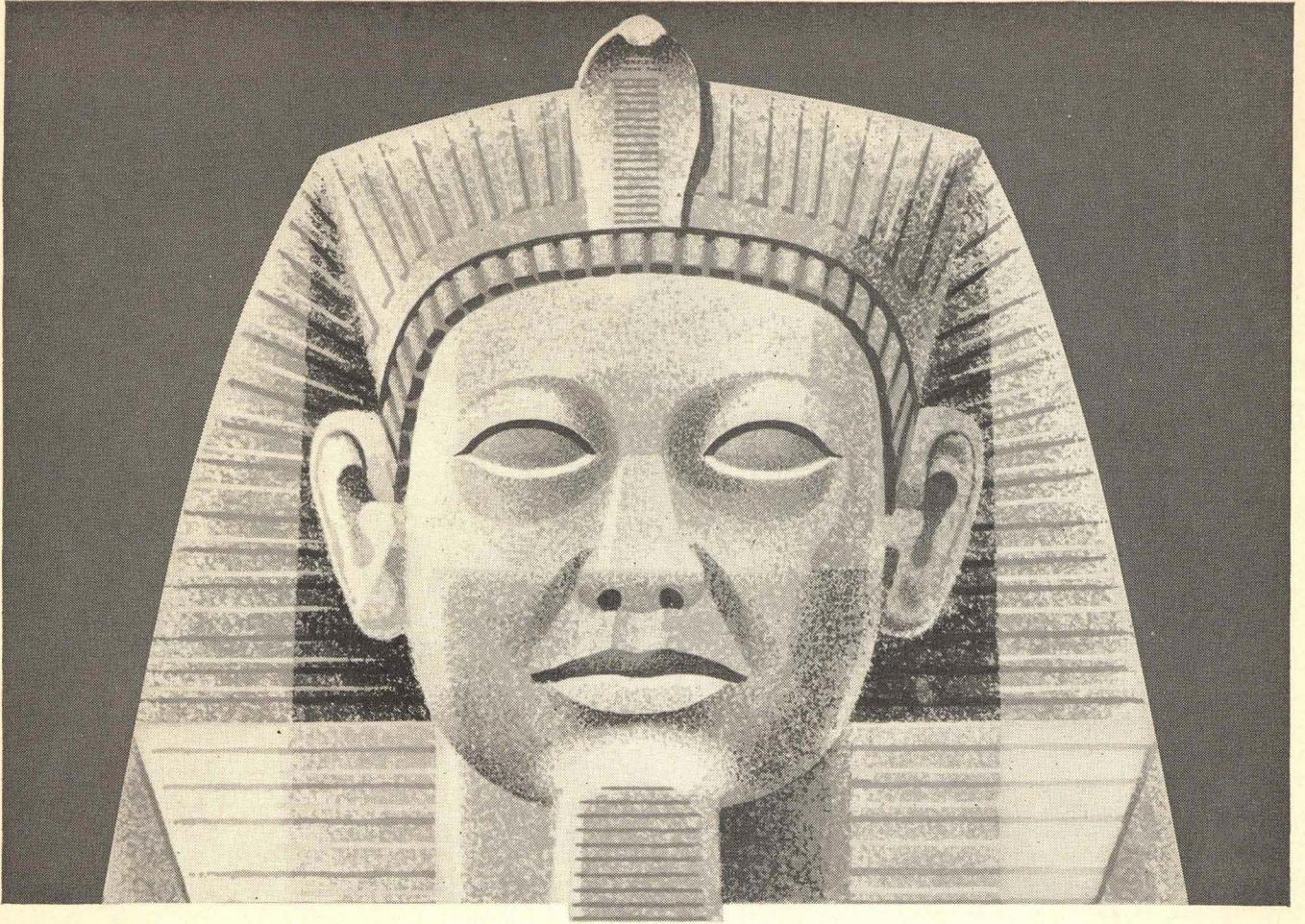
What was true in 1957 also is true in 1964—perhaps more so. Taxes remain modest (per capita 1961: \$307.59); the education picture continues bright (1960 expenditures: \$368 per pupil); unemployment and workmen's compensation laws remain favorable; the labor history continues calm; and the right-to-work and anti-secondary boycotts laws remain on the books.

## BENEFICIAL LEGISLATION

In addition to these things, the 1963 legislature approved three items which Carroll E. Worlan, Director of the State Development Commission, in March told a special session of the legislature will prove beneficial to the "economic development" of the state. (The special session reapportioned the House of Representatives on a population basis; the Senate remained geographical.)

Mr. Worlan identified the beneficial legislative actions as: A law permitting municipalities to issue industrial revenue bonds; the creation of "open port" warehousing; and the approval of a development credit corporation.

The bond law already has been put to use by Mount Pleasant, population 7,339. It voted in December to issue \$600,000 worth of bonds to finance a plant for Vega Industries, Inc., of New York State, a metals products firm. A "friendly" suit is testing the constitutionality of the law. A lower court has upheld it and now the case rests before the State Supreme Court.



## **SUCCESSFUL PLANT SITE CHAIRMAN!**

Cheops, Egyptian Pharaoh, was a bit of a stinker, but his organizational ability cannot be doubted. He decided to build a pyramid—the biggest. The site—Gizeh; materials—limestone locally quarried; labor force—100,000 men in three-month shifts. The market—himself.

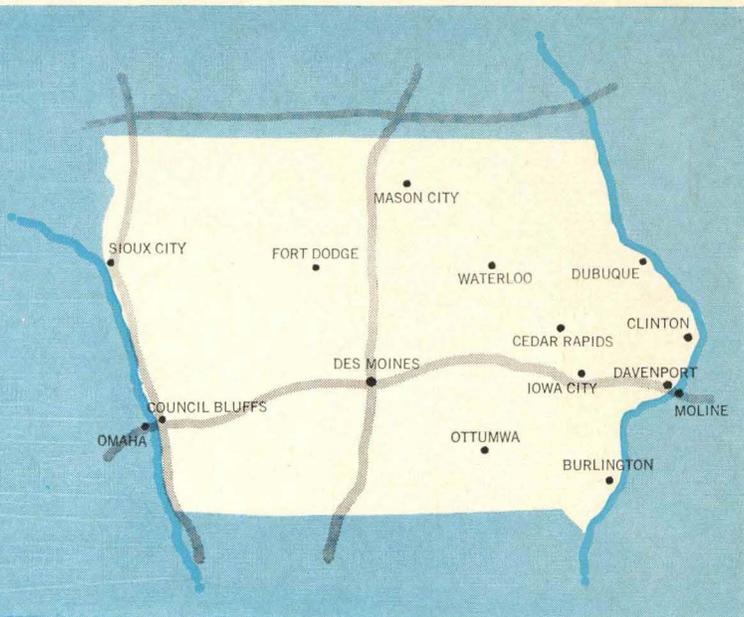
The pyramid business has fallen off badly, but old Cheops' method of procedure still holds good. Deciding what is to be accomplished and orienting other factors to the efficient fulfillment of this need is logical. In plant site selection it is paramount.

When your industrial needs have been established, the Chicago and North Western Railway can be of the greatest assistance. With precise requirements in mind, experienced staff members match your specifications to the facts concerning locations. If the facts are lacking, we'll find the answers. Result: site recommendations keyed to your company's needs rather than a welter of "just-might-possibly-do" real estate parcels. This process saves effort, time, expense.



Are you looking for a plant site? If so, submit your requirements to us. Inquiries held in Sphinx-like confidence. Address: Gene F. Cermak, assistant vice president, Industrial Development Department, Chicago and North Western Railway, 400 West Madison, Chicago, Illinois 60606.

Water, air, and fast highway travel—not to mention excellent rail service and “ordinary” highways—is possible in the Hawkeye State. Each of the communities indicated here has regularly scheduled commercial air travel. The state is flanked on the east by the Mississippi and on the west by the Missouri, the only state in the union with two of its borders formed by navigable streams. Interstate highways will lace the state, too, when they are completed in 1972. And just north of the state—averaging not more than 15 miles distant—is another Interstate highway.



“Open port” warehousing is comparable to “free ports” for foreign commerce. It means firms can bring in and process material and ship it out of state again without paying taxes on it, unless, of course, the goods are domestically consumed.

The development credit corporation now is in the process of being implemented. That means industrialists soon will have a major helping hand to finance business ventures in the state.

It was in such a climate as all this spells out that in the 16-month period ending with April the state had won 8,379 new industrial jobs in 302 new plants, branches, plants and expansions.

Indicative of how Iowa’s business climate appeals to Iowans is this fact: Of the industrial growth during the 16-month period, 191 were for expansions of existing industry. This figure does not include new industrial ventures started by Iowans, nor does it include national corporations which located plants in the state (of which there were 60).

A man can build a better mouse trap, but if he doesn’t get out and sell it, the world certainly won’t beat a path to his door. With that reasoning, Iowans have not hidden their excellent business climate nor their desire for industry under a bushel.

**DEVELOPMENT EFFORTS**

As of March of this year there were 248 community development groups eager to exhibit their advantages to almost any industrialist who is interested. Their work, coupled with the State Development Commission, has paid off, as the statistics in this report indicate.

E. L. Johnson, Director of the Development Division of the Commission, reported to a special session of the Iowa Legislature this year, “We encourage and assist in the establishment of local development corporations. This enables the community to acquire industrial sites, develop these sites and promote them.”

At last count there were 163 organized industrial development groups in the state and 85 non-corporate groups. The State Develop-

ment Commission gives each of them, plus the 248 community groups, close cooperation.

Exemplary of the teamwork approach in Iowa, and showing that both small and large communities are rewarded for their efforts, are these figures: New and expanding industries put 62 projects in communities of up to 5,000 population; communities of 5,000 to 10,000 population won 44; and cities over 25,000 won 80.

One of the Commission’s more comprehensive new programs is a standardized 45-page questionnaire designed under Mr. Johnson’s guidance and according to the outline established by the Industrial Development Research Council, a national professional organization with membership limited to industrial and commercial executives responsible for the facility planning of their own companies.

NEW INDUSTRIAL DEVELOPMENTS IN IOWA					
	1964 Jan.-April	1963	1962	1961	1960
Developments	116	186	62	68	85
New Jobs	2,286	6,093	3,625	3,359	3,447
Capital Outlay	\$36,553,000	\$70,813,000	\$28,145,000	\$55,568,170	\$65,702,000

Source: Iowa Development Commission.

The questionnaire is so detailed that the State Commission is encouraging industrial developers and chambers of commerce groups to assign committees to help gather the information it calls for.

Robert M. Cannon, assistant to Mr. Johnson, reports that "at the present time we are in the process of obtaining (questionnaires) from 24 communities, with approximately 40 per cent completed at the moment."

After having studied the questionnaire, N. M. Martin, Past-President of IRDC and Director of facilities planning and construction for International Business Machines, wrote Mr. Cannon: "I'm afraid I couldn't add any suggestions for improvement as I think you have followed the essence of our IRDC survey and put it in a good usable form for your local communities. This in my opinion is a very commendable interpretation of the spirit and intent of our survey form."

#### VARIED INDUSTRIES

The types of industry responding to the state's business climate and development stimulus are varied. During the 16-month period ending with April they fell into 18 categories. They included 69 food and kindred products; 46 chemical and allied products; 53 metals fabrication; 30 non-electrical machinery; 15 each in electrical machinery and lumber-furniture; 13 rubber and plastics products; 11 each of printing-publishing and stone, glass and clay products; and 10 primary metals. In addition, there was expansion in the scientific and professional category, apparel, petroleum, leather and leather products, transportation equipment, paper and allied products, ordnance and accessories, and miscellaneous.

Typical of the national "names" which have picked Iowa for enlarged activities are these:

Wilson & Company, a 500-employee operation at Cherokee.

Quaker Oats—a 20-employee, \$1 million plant at Sioux City and an eight-worker, \$100,000 plant at Alta.

Monsanto Chemical—four branch operations at Gladbrook, Moorland, Van Horne and Mechanicsville.

American Cyanamid Company—branch operations at Garner, Clarion, Alton, Grundy Center, Inde-

#### Plants With 500-Plus Workers

Here is a list of the plants which employ more than 500 workers each in Iowa. Those marked (X) employ more than 1,000.

Allis-Chalmers Aluminum Company of America (X)	Cedar Rapids	Construction equipment
Amana Refrigeration	Davenport	Aluminum sheet, plate, foil
Armstrong Rubber (X)	Amana	Cooling, freezing machines
Caradco, Inc.	Des Moines	Tires
J. I. Case (X)	Dubuque	Wooden Windows, doors, cabinets
J. I. Case Chamberlain Corp.	Bettendorf	Farm implements
	Burlington	Industrial tractors, accessories
	Waterloo	Washing machine wringers, awnings, food servers
Clinton Corn Processing Company (X)	Clinton	Food and food products
Clinton Engines (X)	Maquoketa	Engines
Collins Radio (X)	Cedar Rapids	Navigation, communication equipment
Concrete Materials & Construction	Cedar Rapids	Crushed rock
Curtis Companies, Inc.	Clinton	Windows, door, woodwork, cabinets
Jacob E. Decker & Sons (X)	Mason City	Meat products
De Kalb Agriculture Association	Humboldt	Hybrid seed corn
Des Moines Register and Tribune (X)	Des Moines	Publisher
Dryden Rubber	Keokuk	Urethane products
Dubuque Packing Co. (X)	Dubuque	Meat products
DuPont (X)	Clinton	Cellophane
Eagle Signal Company	Davenport	Timing, traffic controls
Farley & Loetscher Manufacturing (X)	Dubuque	Woodwork
Firestone Tire and Rubber (X)	Des Moines	Tires
Fisher Governor (X)	Marshalltown	Pressure regulators, control valves
Ford Motor Company	Des Moines	Farm implements
Hoerner Boxes, Inc.	Keokuk	Corrugated shipping containers
Geo. A. Hormel (X)	Fort Dodge	Meat products
The Hubinger Company	Keokuk	Food products
Iowa Manufacturing (X)	Cedar Rapids	Asphalt plants, road machinery, rock crushers
Iowa Packing (X)	Des Moines	Meat products
John Deere (X)	Des Moines	Farm implements
John Deere (X)	Dubuque	Farm, industrial tractors, engines
John Deere (X)	Ottumwa	Hay, forage implements
John Deere (X)	Waterloo	Farm tractors
Keokuk Electro-Metals	Keokuk	Metals
Lennox Industries	Marshalltown	Heating, air conditioning
Link-Belt Speeder	Cedar Rapids	Power cranes, shovels, pile hammers
Mason & Hanger-Silas Mason Company (X)	Burlington	Ammunition
Oscar Mayer (X)	Davenport	Meat products
The Maytag Company (X)	Newton	Washers, dryers, ironers
Meredith Publishing (X)	Des Moines	Magazines, books
Metz Bakery	Sioux City	Bakery products
John Morrell & Company (X)	Ottumwa	Processed meats
Oelwein Chemical (X)	Oelwein	Mineral, protein feeds
Oliver Corporation (X)	Charles City	Tractors
Penick & Ford	Cedar Rapids	Food products
Quaker Oats	Cedar Rapids	Food products
Rath Packing (X)	Waterloo	Meat products, feeds, chemicals, pharmaceuticals
Riverside Foundry	Bettendorf	Steel, grey iron castings
W. A. Sheaffer Pen Company (X)	Fort Madison	Pens, mechanical pencils
Square D Company	Cedar Rapids	Circuit breakers, voltage testers
Sylvania Electric Products	Burlington	Electronic tubes
The Vernon Company	Newton	Advertising specialties
Union Carbide	Centerville	Plastics
Vigortone Products	Cedar Rapids	Vitamin, feed concentrates, livestock medicines, sanitation products

pendence and Mona. Total investment: \$295,000; employees, 27.

Champion Paper—a 200-man plant at Clinton will cost about \$1 million.

Emerson Electric—a 25-man plant at Mount Pleasant.

W. R. Grace Co.—an eight-man, \$200,000 operation at Fonda.

Miehle-Goss-Dexter, Inc.—a 400-employee machinery production unit at Cedar Rapids.

Even with things going great guns for them, Iowans were not con-

tent that they were doing everything they could to encourage industrialists to move in their direction.

REGIONAL CONCEPT

They called upon a professional industrial development firm for a close, statistical look at their state and recommendations on how to improve their development efforts. The subsequent report by Arthur D. Little, Inc., recommended the state be looked upon as 12 inter-

related economic regions and development efforts be carried out accordingly.

The regions were set up along economic lines without great emphasis being placed upon geographic divisions, as is the natural tendency. The regions are identified by their largest city. They are Burlington, Cedar Rapids, Clinton, Council Bluffs, Davenport, Des Moines, Dubuque, Fort Dodge, Mason City, Ottumwa, Sioux City, and Waterloo.

Also recommended were development possibilities for the state. They include:

Agricultural processing: Meat packing, turkey processing, dairy products, egg breaking, soybean processing, formula feed processing and distribution.

Mineral-based activities: Lightweight aggregates and glass containers.

Chemical and allied industries: pulp and paper, fertilizer, industrial gases, plastic fabrication, and others.

Metal industries: die casting, screw machine products, farm machinery, appliances and components, distribution transformers, and electronic equipment.

Iowa has been known to industry for a long time as a place to search for college graduates. But the state hopes that with its industrialization pace it can now retain what it calls its most prized possession, the graduate.

The Hawkeye State turns out hundreds of them from its 49 colleges and universities. The number of institutions of higher learning makes it possible for you to travel only 50 miles from any spot in the state and find yourself on a college campus. There are more than 66,000 students on those campuses.

The state ranks third in the United States in the number of doctorates awarded annually per million of population. And it ranks 10th in the total number of Ph.D.'s granted each year. The Ames-Des Moines area, however, lays claim to turning out more doctors of philosophy each year per million of population than any other center.

Iowa State University says it turns out more engineering students each year than any other institution west of the Mississippi River.

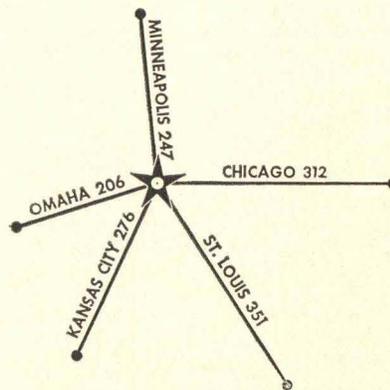
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Iowa high schools shine, too: 97 per cent of their graduates scored in the top half of the American College Testing program in 1962. That was no easy achievement.

#### RESEARCH SUPPORTED

Thirteen of the state's colleges and universities carry on research programs for state and federal governments and for private industry. The amount of research they are doing runs up an annual bill in excess of \$25 million.

Realizing that research is the latch string to many industrial opportunities, the State Legislature in 1963 appropriated \$100,000 for research in the use of farm products and another \$300,000 to establish the Center for Industrial Research and Service (CIRAS) at Iowa State University at Ames. A full-time staff will study the state's industrial and natural resources, undertake research projects, and see to it that expert advice is available to business concerns on management and technological problems. Well over 100 requests for help were received by CIRAS in the first six months of its operations.

The powerhouses of research are, of course, Iowa State University (which recently added "for Science and Technology" to its name) and the University of Iowa.

Iowa State's outstanding facility is the Ames Laboratory of the Atomic Energy Commission, which includes the Industrial Research Institute and the Statistical Laboratory. At Iowa City, Dr. James Van Allen's work in outer space has received world-wide attention because of his discovery of the radiation bands, which bear his name, around the earth.

Iowa State is doing research at a cost of about \$15 million annually. It includes work in agriculture, veterinary medicine, the sciences, electronics, and many other fields.

The University of Iowa is concerned mostly with basic research, which means its principal objective is to enlarge the frontiers of knowledge. Applied research is held to a subjective role.

Other colleges with research activities include: Central College, chemistry, botany, psychology and

economics; Clark College, chemistry and biology; Cornell College, chemistry and human and animal behavior; Dordt College, chemistry; Esterville Junior College, chemical analysis; Marycrest College, chemistry; Loras College, chemistry; Mason City Junior College, chemistry; Parsons College, chemistry and orthodontic; St. Ambrose College, federal, municipal and private projects; and State College of Iowa, computer research for private firms.

#### FARMING STAYS STRONG

It would be easy to conclude that with its preoccupation with industrialization, Iowa has turned its back on agriculture. But such is not the case.

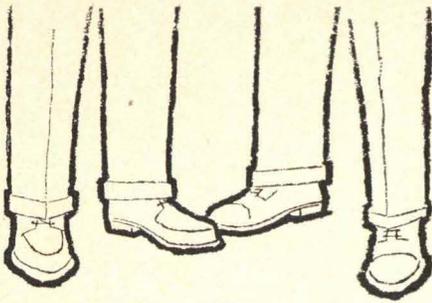
Farmers and businessmen almost burst with pride last fall when the state's fields produced their first \$1 billion-plus corn crop. It was piled up with an average of more than 80 bushels an acre. The 860-mil-

## Let the man from the Northern Plains sit down with you to discuss Iowa plant expansion and location plans.



He's a plant location specialist, prepared to discuss factors that influence location and product distribution. He has latest information on markets, labor, raw materials and economic data for Iowa and other Northern Plains states. He can offer ECONOMIC ANALYSIS and special COMMUNITY STUDIES for locations in Iowa, as well as Kansas, Minnesota, Nebraska, South Dakota and Wisconsin. ■ If you need additional assistance—such as market information, selecting distributors or negotiation with local groups—the Man from the Northern Plains can help you make the proper contacts promptly and confidentially. His unique Northern Plains Facilities Register can put you in touch with the nearest, most economical SOURCES OF SUPPLY. ■ For a booklet detailing information on Northern's comprehensive plant location services, write Mr. Perry Roys, Area Development Department, Northern Natural Gas Company, Omaha, Nebraska

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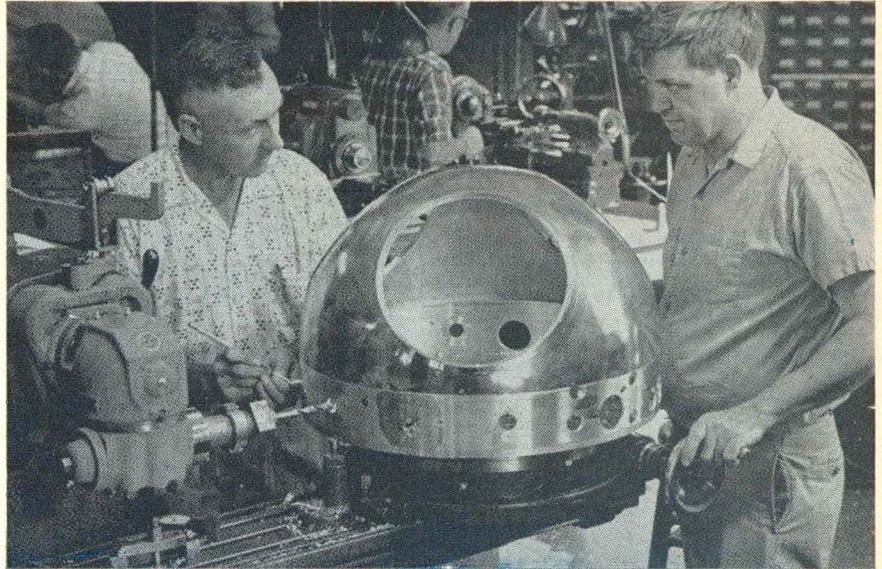


**Your People  
will Like  
Our People**



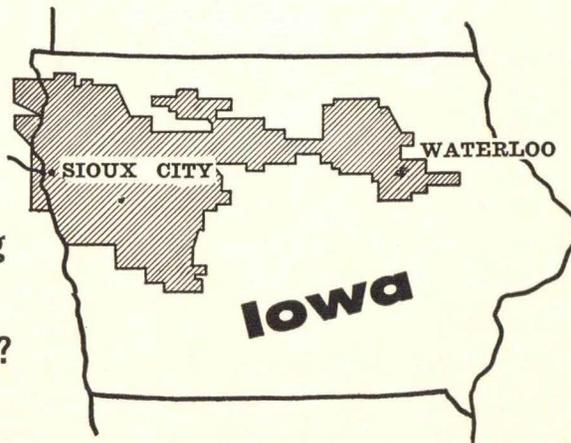
Complete Information by Calling:  
1-515-423-5724  
Mr. M. R. Lackore, Gen. Mgr.  
Chamber of Commerce Industrial Dept.  
825 Brick and Tile Building  
Mason City, Iowa  
Industrial Survey Available

IOWA



Iowa corn grows tall, but some of the state's products really head for the stars. For example, this is half of the shell of the Injun III radiation satellite which was built in the machine shop of the Physics Department of the State University of Iowa. The satellite was launched down the Pacific Range in December, 1962.

**Considering  
This  
Area?**



Confidential, personal service is offered Industrial Prospects interested in the above area served with electricity and natural gas by the Iowa Public Service Company. Over 240 communities, in north central Iowa, including Sioux City and Waterloo, offer plenty of room, energetic workers, unhurried commuting and pleasurable living. Write: Area Development Director, Iowa Public Service Company, Orpheum Electric Building, Sioux City, Iowa, 51102.



**Iowa Public Service  
Company**

lion-bushel crop was about 21 per cent of the nation's total.

Soybeans also turned in a record last year—109 million bushels, about 43 per cent above average. The per acre yield was 30 bushels, which topped the average by 3.4 bushels.

Agriculture has been the backbone of the Hawkeye State's economy since settlers took over the land from the Indians. Now it is putting sinew into the industrial muscles the state is flexing.

For example, businessmen took a look at the huge field and animal harvests and decided that processing them would be good business. As a result, much of the state's new industry is agriculture oriented.

For example, in 1947 Iowa slaughtered only 1.47 million cattle as compared with Illinois' 2.19 million. By 1962 the situation had reversed, with Iowa slaughtering 2.9 million and Illinois only 1.2 million. The situation with swine was the same, with the slaughter climbing from 8.9 million head in 1947 to 14.2 million in 1962.

Perhaps typical of the "agri-industry" the state is reaping can be found in Iowa Falls, which last

winter saw Consumers Cooperative Association of Kansas City open a Farmbest hog slaughtering plant there. With an employment of 125 men, it has a slaughter capacity of 2,500 to 3,000 daily. A cutting floor is expected to be added shortly.

While the processing of animals and field crops has boosted the state's economy considerably, another facet of agriculture has added hundreds of manufacturing jobs. Farmers need fertilizers for top production, and fertilizers are chemicals. So huge chemical and fertilizer plants now are dotting the state, but fertilizers consume only a portion of the chemical output.

Last year the chemical industry spent \$141 million for new manufacturing facilities in the Hawkeye State, according to Chemical Week magazine. The pace is continuing this year. It was about Union Carbide's new \$3 million plant at Centerville that UC President Birney Mason, Jr., wrote to Governor Hughes.

Other chemical ventures going up in the state include a multi-million herbicide plant at Muscatine by Monsanto, which is adjacent to a 250-tons-a-day anhydrous ammonia plant the company built last year; Hooker Chemical is planning a phosphate complex near Davenport and expects production this year; Fort Dodge will get a 400-tons-a-day ammonia plant of Consumers Cooperative Association of Kansas City, Missouri; and Publicker Industries of Philadelphia is expected to reveal soon plans for another new plant at Muscatine.

#### REGISTERED COMMUNITY AUDITS

These alert communities in Iowa have filed a Registered Community Audit. Copies are available from their chamber of commerce, or from the International Community Audit Registry, 2600 Apple Valley Road, Atlanta 19, Georgia.

Albia	Fort Dodge
Boone	Fort Madison
Burlington	Jefferson
Cherokee	Marshalltown
Clarinda	Mason City
Clinton	Muscatine
Davenport	Sioux City
Des Moines	What Cheer

#### GOOD TRANSPORTATION

The industrialist who looks at Iowa needn't worry about transportation for bringing in his raw materials or taking out his finished product. There's plenty of it in all categories—rail, highway, water and air.

The state has 10 Class I railroads with 8,310 miles of trackage. All 10 lines offer piggyback service, and there is no point in the state more than 13.6 miles from a rail line. It is fourth in the United States in the number of Class I roads. In addition to the mainline roads, there are eight short lines.

Class I roads are: Santa Fe, Burlington, Great Western, Milwaukee, Northern, Illinois Central, Union Northwestern, Rock Island, Great Pacific and Wabash.

The Iowa Motor Truck Association estimates there are 12,000 operators pushing rigs in the state. It counts 4,000 contract carriers and 8,000 common. The ICC has licensed 1,122 interstate carriers.

The State Commerce Commission estimates there are 7,000 irregular route and contract carriers, 150 scheduled carriers and 125 liquid carriers.

These trucks use 11,500 miles of paved roads (19th highest in the U. S. at last count). At various stages of construction or planning are a total of 709.4 miles of Interstate highways, according to a June 1 report of the Iowa State Highway Commission.

The state is building three Interstate systems. One, I-29, skirts the Missouri River northbound from Kansas City to Sioux City. Another, I-80, cuts across the state from Council Bluffs through Des Moines to Iowa City and Davenport. The third, I-35, cuts the state north-south from Kansas City through Des Moines to Minneapolis.

The Highway Department said that the Interstate program, to be completed in August, 1972, will cost a total of \$514 million. It is about at the half-way point now.

Some 256 miles have been completed and opened for traffic; there are 114 miles under construction; 169 miles under preparation, and another 169 under planning.

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50,000 KW  
40% Surplus

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3 Lots With  
New Buildings

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include  
Railroad  
and  
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35 Acre Site  
Inside City  
All Utilities  
Plus Rail & Road

50 Diversified  
Industries  
in Area

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**"OPEN PORT LAW"** How new legislation for removing inventory tax will effect distribution to a 4 state market.

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**"AIRPORT SITES"** 1-1300 acres on Class 8 Airport with rail and Interstate highway.

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*WRITE OR CALL TODAY TO IOWA'S NEWEST AND FASTEST GROWING INDUSTRIAL AREA.*

## SIOUX CITY INDUSTRIAL DEVELOPMENT COUNCIL

GEORGE WIMMER, MANAGER  
211 COMMERCE BUILDING  
SIOUX CITY, IOWA (PHONE: 5-9648)

Mr. Wimmer: Please send me the publications checked below.

A  B  C  D  E  F  G

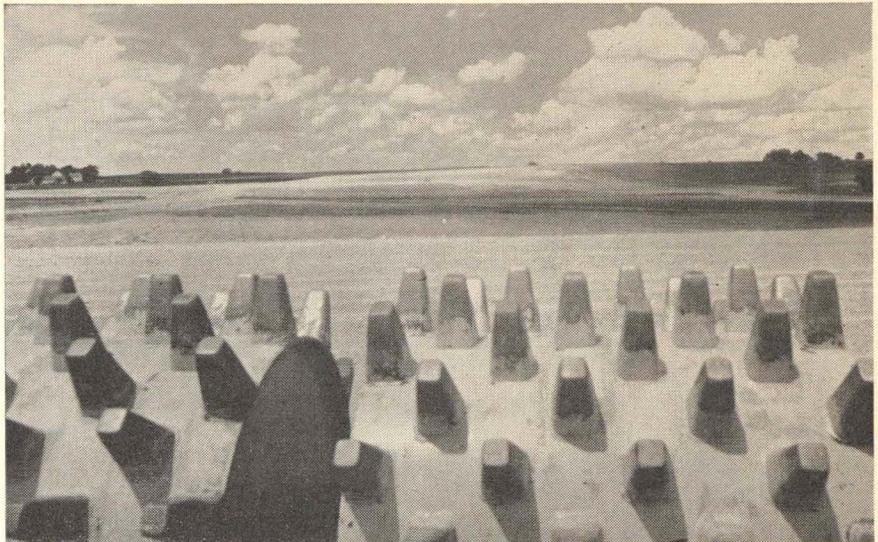
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COMPANY \_\_\_\_\_

ADDRESS \_\_\_\_\_

CITY \_\_\_\_\_ STATE \_\_\_\_\_

## IOWA



Red Oak, population 6,500, is determined not to find itself in the backwash of Iowa's industrial development. So the Red Oak Industrial Foundation purchased 80 acres and put heavy equipment to work grading it, as you can see over this sheep's foot. Under construction on the commercial portion of the park is a 60-bed nursing home.

One of the first gasoline tractors ever constructed was built by two Charles Citians in 1901. Charles Hart and Charles Parr formed the Hart-Parr Company, which consolidated in 1929 with other farm equipment firms to form the Oliver Corporation, whose plant here produces farm and industrial tractors.





Tri View Industrial District in Sioux City is the home of 16 new manufacturing and distribution facilities since 1960. In the northwest section of the state, the city offers fine rail, water (Missouri River), highway and air transportation.

## PROFITS BY DESIGN IOWA

SPECIAL  
REPORT

Designed to reveal the profit potential in Southern Iowa. Special reports on legislation, sites, buildings, markets, and industry will help you to assess Iowa as an industrial location.

Heavy industry, light industry, electronics, apparel manufacturing, assembly, warehousing — all have a place in Southern Iowa.

Contact:

David H. Swanson  
Director of Area Development  
Iowa Southern Utilities Co.  
Centerville, Iowa



Air travel in Iowa is good, too. More than half of the state is within 30 miles of one or more of 14 airports offering scheduled air service by Braniff, United and Ozark air lines. The state has 28 airports with hard surface runways, lights and UNICOM. Twenty-one others have lights and UNICOM but do not have paved runways.

### MISSOURI DEEPENING

Water transportation is available for Hawkeye industries, too. It is flanked on the east by the Mississippi River and on the west by the Missouri. Navigation on the Mississippi was at least partly responsible for the establishment and growth of 12 of Iowa's eastern industrial cities. The dozen cities have 33 barge terminals.

The Missouri, which until recently was navigably neglected, will have a six-foot channel completed this year. Congress has voted approval of a plan to deepen the channel to nine feet by 1969, which will open the river to navigation to Sioux City for the first time.

The nine-foot channel is expected



## Prize Packages IN MID-AMERICA!

These progressive communities provide some of the best plant locations in the country. They offer convenient accessibility; skilled, adaptable manpower; good transportation of all types; abundant natural resources; proximity to metropolitan markets. Before selecting a new plant site, check these "Prize Packages" with care.

### IN IOWA

Atalissa  
Badger  
Barnum  
Bettendorf  
Blue Grass  
Buffalo  
Camanche  
Cedar Rapids  
Clare  
Coralville

Davenport  
Duncombe  
Durante  
Fort Dodge  
Fremont  
Iowa City  
LeClaire  
Manson  
Marion  
Moorland

North Liberty  
Otho  
Ottumwa  
Princeton  
Riverdale  
Riverside  
University Heights  
Walcott  
West Liberty  
Wilton

### IN ILLINOIS

Andalusia  
Carbon Cliff  
Cleveland  
Coal Valley  
Colona  
Cordova

East Moline  
Green Rock  
Hampton  
Hillsdale  
Milan  
Moline

Oak Grove  
Orion  
Port Byron  
Rapids City  
Rock Island  
Silvis

For information, write: L. H. Day, Director, Area Development, Iowa-Illinois Gas and Electric Company, Davenport, Iowa.

**IOWA ILLINOIS**  
Gas and Electric Company

# NICARAGUANS LOOK AT IOWA

Chosen as an example of effective state-community cooperative efforts, Iowa was recently toured by four Nicaraguans investigating development programs in the U.S. Sponsored by the U.S. State Department's Agency for International Development, the tour was conducted by Conway Research, Inc. Nicaraguans

were Ricardo Parrales of INFONAC (development agency); Dr. Julio Baldizon, National Bank; Leonidas Abaunza, Industrial Association; and Adolfo Castellon, banker. Conway Research Vice President Ron Hill led the tour and Iowa Development Commission's John Rodeen was tour guide in Iowa.



To speed the Nicaraguans to three communities in one day, the Iowa Development Commission chartered two private planes, shown here in Centerville.



First stop was Perry, where the group toured the Iowa Pork Company's new cutting plant (left). Creston officials (above) exhibited their industrial park. In Centerville, the group was briefed and led on a tour of Union Carbide's new, \$3-million Visking plant.



Radio and newspaper reporters met the group at each community; here, Parrales is interviewed by a Perry radio newsman.



On the second day of the tour the Nicaraguans attended the Iowa Development Clinic.

to give added impetus to the industrialization of the western part of the state, just as the Mississippi did to the eastern part.

The Missouri and Mississippi offer, of course, plenty of water for process use. The state has 12 other rivers, and numerous streams, which stretch out for a total of 15,000 miles, to siphon from. And, the Development Commission reports, more than 200 trillion gallons of underground water.

## PROGRESSIVE UTILITIES

Utility services are as you'd expect in a state which has to offer what has been indicated to this point—excellent. There are eight electric companies and seven gas pipeline firms.

The power firms, which spent \$55 million for expansion last year and plan to spend \$54 million more for the same purpose this year, are Iowa Power & Light, Iowa Public Service, Iowa Southern Utilities, Iowa Electric and Light, Interstate Power, Iowa-Illinois Gas and Electric, Union Electric, and Rural Electric Cooperative.

Early in the 1960s the power firms estimated they would spend \$657 million for expansion by 1970 and \$1.7 billion by 1980. Their rate of spending is keeping a healthy 15 per cent of capacity on tap as reserve. In addition, the state's power firm are tied together by the "Iowa Grid," which pools their resources for peak demands. Expansion last year upped capacity by 8.6 per cent.

The seven gas firms are Northern Natural Gas, Service Pipeline, Michigan-Wisconsin Pipeline, Natural Gas Pipeline Company of America, Mid-America Pipeline (LPG carrier), Great Lakes Pipeline, and Northern Gas Products (LPG division of Northern Natural).

The firms' lines criss-cross the state so that gas is available in all the larger cities and hundreds of small communities. More are being tied to the lines regularly.

An example of expanding gas service in the state is the program carried on by Northern Natural Gas. By the end of 1964 it will have 15 more Iowa communities on its lines, raising the total to 284. Its distributor, Peoples Natural Gas, has expanded into 81 Iowa communities, as compared with 43 five years ago.

## ECONOMIC REGIONS

**Burlington**—has a diversified manufacturing base because of its early entry in the industrial field. It has 93 manufacturing enterprises employing about 9,000 workers. Two of the concerns, Mason and Hanger-Silas Mason Company, Inc., an ammunition manufacturer, and the J. I. Case Company, tractor maker, employ more than 1,000 each.

The city's officials proudly say its "forte in development continues to be the expansion of existing industry." Eleven firms have expanded or added to employment since last July and many others are reported planning expansions during 1964.

Burlington's retail sales are at the \$62 million level, an all-time high. The sales are resulting in the construction of several new stores. A 102-unit motel has been completed.

Iowa Southern Utilities Company has announced plans for a \$20 million power station at Burlington and it is to be in operation by 1968. The city is constructing a \$3.2 million water treatment plant which, when it is completed in 1966, will have an excess capacity of six million gallons daily.

**Cedar Rapids**—is a rapid-growth area with strength in manufacturing requiring skilled labor and professional personnel. It terms itself the "depression proof city" because of its steady, non-boom growth pattern.

It lists among its manufacturers such nationally known leaders as Quaker Oats, Collins Radio, Amana Refrigeration, Wilson and Company, Link-Belt Speeder, Allis-Chalmers, Penick & Ford, W. R. Grace Co., Weyerhaeuser, National Oats, Downing Box, Iowa Steel and Iron, Nissen Corporation, and Square D.

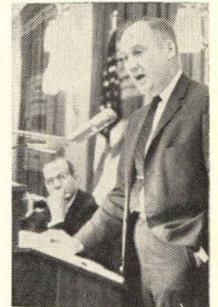
**Clinton**—has strength in diversity of manufacturing. It is the home of Cellophane and Polyolefin plants of DuPont, a new multi-million nitrogen products plant of the Hawkeye Chemical Company, the Clinton Corn Processing Company, and Curtis Companies, Inc. They are among the 71 industries of the city which employ about 6,900 workers and have payrolls of \$35 million.

Among the products turned out by

10th Annual Development Clinic:**ONE REASON IOWA ATTRACTS INDUSTRY**

Each May some 400 Iowans converge on Des Moines to learn more about the many phases of industrial development. This year was no exception; the 10th Annual Iowa Development Clinic attracted representatives from most of the state's 248 com-

munity development groups. Sponsored by the Iowa Development Commission, this clinic is recognized as one of the finest of its type in the nation. Here are a few highlights ID's staff captured on film.



First speaker was James L. Cooney (right), Manager, Facilities Planning Department, Corning Glass Works, a leading industry spokesman and Assistant Secretary of the Industrial Development Research Council. Carroll E. Worlan (left), Director, Iowa Development Commission, arranged and chaired the conference.



A "Site Development" panel was moderated by Bob Cannon (left), Assistant Director of Development, Iowa Development Commission; panelists were (left to right) G. W. Evarts, Case and Company; J. S. Frost, Director, Industrial Development, Illinois Central; and Lee Fetti, Assistant Director, Area Development Department, Northern Natural Gas.



C. D. Peebler, Jr. (left), Vice President, Bozell and Jacobs Advertising, Omaha, discusses his speech on advertising with M. M. Schmidt (center), Chairman, Iowa Development Commission and Ray Eveland of Kelley.



Iowa's "grand old man" of development, Research Director Bernard Nowack was paid special tribute by the 1964 clinic participants upon his retirement after serving the Iowa Development Commission since its inception in 1945.

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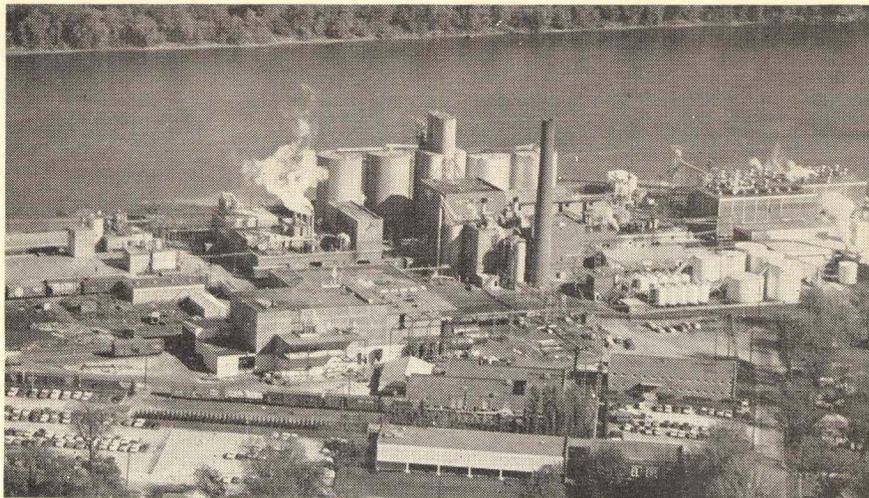
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Grain Processing Corporation is Muscatine's largest employer, with a payroll topping \$7 million annually. Its complex on the Mississippi turns out a wide range of food stuffs and livestock feeds and supplements, and it's indicative of agri-industry built on the state's tremendous farm production.

the plants are corn products, apparel, feeds, woodwork, internal combustion engines, structural steel, wire specialties, dairy products, steel tubing, cement products, iron castings, boxes and cartons, chemicals, printing, retread rubber, and the manufacture and repair of railroad cars.

Interstate Power in May announced that a planned addition to its Clinton Beaver Channel Power plant will be enlarged from \$20 million to \$24 million and generating capacity upped to 225,000 KW. The company said increased industrial demands in the firm's service area caused the increase. Completion is planned in 1966.

**Council Bluffs**—has almost unlimited rail facilities (city officials proudly claim it's the fifth largest rail center in the U. S.) and now that the Missouri is well on the way to becoming domesticated (a nine-foot channel by 1969), it is looking to its transportation advantages to boost its industrial standing.

The city, however, is not standing by waiting for things to happen—the Council Bluffs Industrial Foundation has purchased and developed a 112-acre industrial park on which five firms have located in the last 18 months; it has acquired and is planning development of a 51-acre site on the river, and it has major development plans for more than 2,000 acres of river, highway and rail oriented sites.

The city has 53 manufacturers and processors with 4,300 workers. Another 41,000 are employed in plants in the metropolitan area. Major firms include Blue Star Foods, Griffin Pipe Company, Frito-Lay, Giant Manufacturing Company, and Charles Schneider Furniture Company. Six new firms were added to the city's count during 1963 and 1964.

**Davenport**—is a hub on the Mississippi and is one of the Quad-Cities, which include Moline, Rock Island and Bettendorf. It has a well-established primary metal and metal fabricating industry.

Two plant dedications within six weeks of each other hallmark the area. On May 15, Nitro, Inc., a joint venture of International Minerals & Chemical Corporation and Northern Natural Gas Company,

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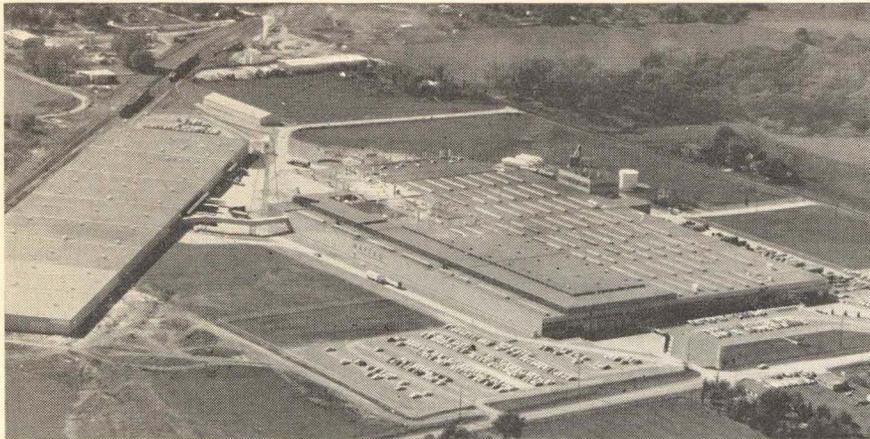
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HLH Parade	Cargill, Inc.
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CHAMBER OF COMMERCE — STORM LAKE, IOWA





On December 10, 1963, Maytag turned out its 15 millionth home appliance. This is an ultra-modern plant of the organization near Newton. It is adjacent to a 40-acre industrial park of the Newton Industrial Development Corporation. The plant covers 1,091,027 square feet and is on a 106-acre plot.

dedicated its new multi-million nitrogen fertilizer complex at Cordova Industrial Park. Hooker Chemical Company is scheduled to dedicate in July its new plant southwest of Davenport for the manufacture of phosphate feed supplements. The two events spotlight the area, Quad-Citians claim, as the "hub of the Mississippi Valley chemical industry." Hooker has plans for future expansion.

There are 380 manufacturing enterprises in the Quad-Cities area which employed at last count 50,324 workers. Farm implement manufacturers claim the lion's share of them, 19,984. Chief industries include John Deere, International Harvester, J. I. Case, Alcoa, and the Rock Island Arsenal.

Expansion of existing industry in the last year accounted for expenditures of well over \$21 million—including \$3 million at Alcoa's rolling mill, \$10 million at Dewey Portland Cement, and an \$8 million administration building for John Deere.

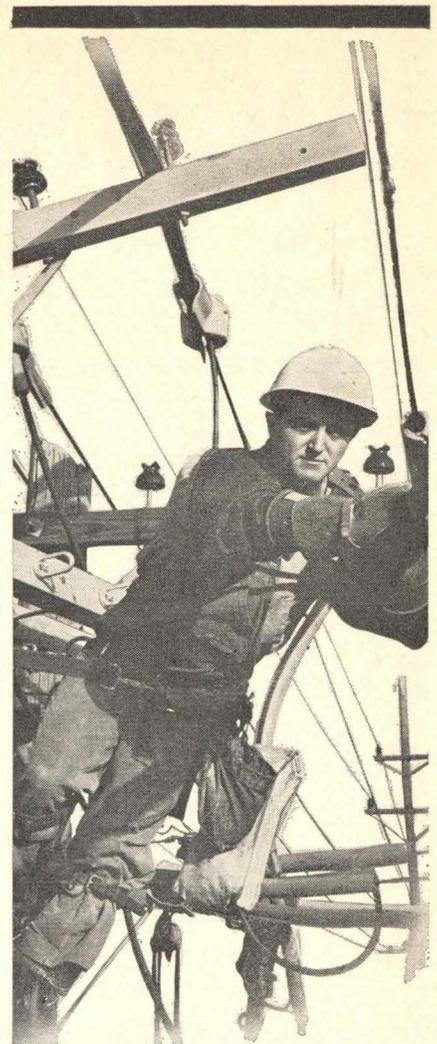
**Des Moines**—really can't be separated, and shouldn't be, from Ames. The area has diverse eco-

nomical activities and is found attractive because of its urban and governmental services to manufacturers. Des Moines is the home of Look Magazine.

The area is being boosted as a site for research-oriented industry, which can look to Iowa State University at Ames for scholarly support. A special report by the Research Department of Northern Natural Gas shows it has a continuing supply of adequately trained professional and technical personnel, facilities for advanced training, favorable climate for research activities, excellent transportation, and living conditions, including better than average educational, recreational and cultural opportunities.

Manufacturing in Des Moines includes Firestone Rubber, Ford Motor Company, Armstrong Rubber and John Deere. Ames, of course, is oriented to the university. It is the home of the Ames Laboratory, one of the Atomic Energy Commission's seven laboratories. The lab, with an annual budget of \$4.5 million and capital investment of \$13 million, has 620 employees.

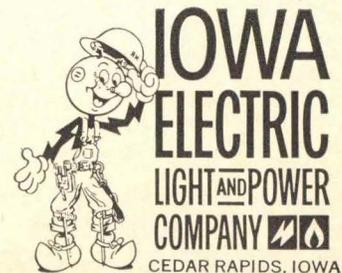
**Dubuque**—is a city whose citi-



## IOWA ELECTRIC MEN PACING INDUSTRIAL ! PROGRESS !

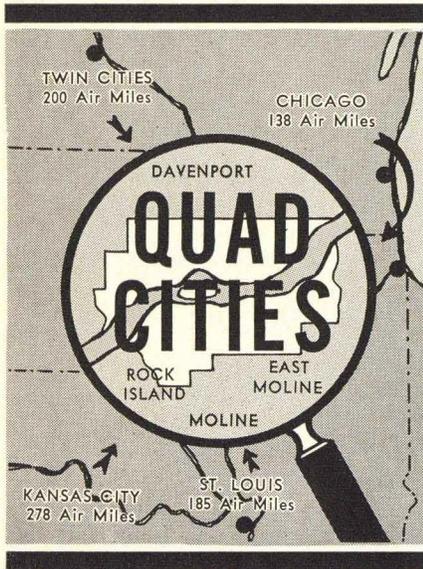
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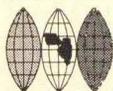
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### Key Staff Members of Iowa Development Commission

The Iowa Development Commission is a state agency responsible for the economic development of the state. Its key staff members are listed below.

**CARROLL E. WORLAN, Director**

Mr. Worlan joined the Commission in February, 1963, as successor to Ed. B. Story. He is the former manager of Industrial Development of the Iowa Power and Light Company in Des Moines. Previously he had been a development official with the Meredith Publishing Company, publisher of Better Homes and Gardens; an executive of the Iowa Utilities Association; a member of the staff of Iowa State University, from which he won a BS degree in agricultural engineering.

**RICHARD R. KONICEK, Director-Research Division**

Mr. Konicek succeeded Bernard F. Nowack, retired, as chief of the research division. From 1959 to 1963 he was an official of community research for the area development department of Northern Natural Gas. He is a member of the American Marketing Association and a member of one of its national committees. He was graduated from Doane College, Crete, Nebraska, and received his master's degree in marketing from the University of Nebraska.

**RONALD GEAR, Director-Planning Division**

Mr. Gear joined the Commission in 1960 after extensive experience in municipal planning. He is responsible in his present position for joint federal-state-local community planning programs. He is a graduate of Iowa State University with a BS in landscape architecture.

**MARTIN H. MILLER, Director-Public Relations**

Mr. Miller is a former chief of bureau and regional director for International News Service. He gained considerable public relations experience with a university and an insurance firm. He was graduated from Creighton University.

**E. L. "JOHN" JOHNSON, Director-Development Division**

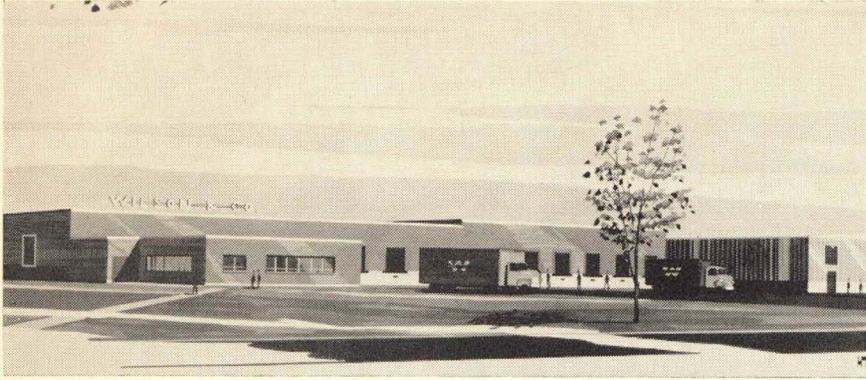
Mr. Johnson joined the Iowa Development Commission as an industrial field representative in 1959 and later was made chief of the small community development program. He later resigned to join the Iowa Association of Cooperatives as an executive, but in 1962 he rejoined the Commission in his present position. He is a graduate of Drake University of Des Moines, where he majored in economics. He holds a master's degree. He formerly was a leader in sales promotion for several large firms.

**ROBERT M. CANNON, Assistant Director-Development Division**

Mr. Cannon joined IDC in 1957 as an industrial field representative and later was promoted to his present position. He previously had worked in sales promotion with large firms in Iowa and New York State. He is a graduate of Notre Dame University, from which he holds a BS in economics, and he did graduate work at New York University in business administration.

**JOHN RODEEN, Field Representative-Development Division**

Mr. Rodeen joined IDC in April, 1963, after having served as public relations director for Goodwill Industries of Sioux City. He holds a BA degree in sociology and business administration from Westmar College, LaMars, Iowa.



When Wilson & Company broke ground on this multi-million-dollar meat plant in Cherokee in April, Wilson President Roscoe G. Haynie complimented the spirit which Cherokee citizens had displayed in winning the new plant. Cherokee's Industrial Corporation has 150 acres of industrial land either under ownership or option.

zens "Boost Dubuque," a slogan that grew from a labor-management meeting at the Dubuque Packing Company. The idea proved too good to stay within the confines of the firm, and so the whole town adopted it.

Bolstered by navigation on the Mississippi, the city is near metals fabrication centers in Wisconsin and Illinois and has adequate pulpwood supplies for industrial use.

The city has 105 firms with 11,000 workers engaged in manufacturing, processing, fabricating and warehousing. Principal industries include Allied Chemical, William C. Brown Company, book manufacturer; Caradco, Inc., wood works; John Deere; Dubuque Container Company; and the Dubuque Packing Company. John Deere in January announced it planned an expansion, but gave no details.

**Fort Dodge**—has advantages for the processing and shipment of agricultural products and a "highly trainable industrial labor pool."

Construction activity in early June had been counted as totaling \$27,955,000 under way or planned for immediate action. Among this total is \$14 million for a 600-tons-a-day anhydrous ammonia fertilizer plant with a force of between 100 and 150 persons (Consumer's Cooperative Association); a Johnston Corporation cement construction block plant, \$300,000; modernization and automation of beef slaughter house purchased by Iowa Beef Packers, \$1.5 million; city sewage

and water systems expansions, \$2.5 million; an \$85,000 over-subscription on a \$650,000 campaign for a new YMCA; three new motels, \$1.5 million; and several other projects.

Principal industries include George A. Hormel, pork products; U. S. Gypsum; Fort Dodge Laboratories; Globe Union, electronic components; Lehigh Sewer Pipe; and Iowa Beef Packers. The city has approximately 4,400 manufacturing workers.

**Mason City**—has excellent transportation facilities and offers advantages in the processing and shipment of agricultural products. It has a highly trainable labor force.

With a manufacturing labor force of about 4,500, the city's principal industries are Jacob E. Decker & Son, meat packers; Northwestern States Portland Cement; Lehigh Portland Cement Company; Mason City Brick and Tile Company; American Crystal Sugar Company; and State Brand Creameries, Inc.

Northwestern announced in May a multi-million dollar expansion project that will take 2½ years to complete. When finished, it will include one of the largest dry-process cement kilns in the United States—590 feet long. A 400-foot kiln was installed in 1961.

Another May announcement was by Blue Ribbon Beef Pack, Inc., which said it would construct a \$900,000 plant in the city.

A survey by the newspaper Globe-Gazette showed Mason City business

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**E. G. JOHNSON, Manager**  
**RED OAK INDUSTRIAL FOUNDATION**  
**RED OAK, IOWA**



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## IOWA

and industry spent \$8.5 million for construction and equipment in the 12 months ending last October.

**Ottumwa**—is a city with an area development commission which has an eye for a bargain. It purchased for \$1 (correct: one dollar) a 97-acre industrial site from the city government. The site formerly was the city's airport. It is five minutes from a modern, new municipal airport, will have paved streets and all utilities in the immediate future.

Ottumwa recently was cited by Edwin P. Neilan, President of the U. S. Chamber of Commerce, as a city which can finance its own improvements without federal subsidies. He was referring to a \$12 million program which has included straightening the Des Moines River and flood control works, new streets, and a new municipally-owned water plant completed in 1963.

There were 26 new businesses established in the city in 1963, when retail sales climbed \$356,000 over the corresponding quarter of the previous year, and employment was up 10 per cent.

John Deere, which has doubled the size of its Ottumwa plant since 1953, is adding another 38,000 square feet during 1964. The downtown area of the city will be dressed up, too, if plans are realized. Local architects and Pittsburgh Plate Glass developed a blueprint for improving the looks of the eight-block area.

**Sioux City**—is the northern-most terminus of the newly navigable Missouri River and as such will reap as yet unreckoned benefits. Benefits, however, are not awaiting the completion of the nine-foot channel scheduled for completion in 1969—they already are flowing in.

Since the first of the year nine industrial developments have taken place, some or all of which are related directly to the river. In January, Pacific Adhesives Company, which located in Sioux City only a year ago, announced it will enter an expansion program that will double its operation. In March, W. W. Grainer, Inc., organized with an investment of \$250,000, will process and market hides from local slaughter plants.

Nutra-Flo Chemical Company opened a new barge terminal in April, and Iowa Service Company dedicated a \$24 million power plant in May. A day later Quaker Oats dedicated a \$2 million feed mill; in mid-month Big Soo Terminal dedicated a \$2 million barge terminal, and two days later Floyd Valley Packing Company broke ground on a \$1.5 million plant. The fund was raised locally for the projected 200-man operation. And four days after this, Murphy Products Company dedicated a \$250,000 plant.

Approximately 20 per cent of the city's labor force is skilled or semi-skilled. The potential labor force in the primary market is counted at between 45,000 and 47,000.

**Waterloo**—has a history of successful local entrepreneurship and diversification by major meat products and farm machinery manufacturers. That history includes the present.

City officials counted 23 industrial expansions during 1963, which underscores the Waterloo Industrial Development Association's realization "that most of our industrial growth is likely to come from firms which are already established in this community . . ." An example of its work occurred when WIDA undertook to help a local bakery which had operated in the city for more than 60 years. A purchaser was found for the firm—saving more than 100 industrial jobs. The firm has undergone expansion since the transaction.

Activities during 1963 on Waterloo's industrial front included location of the new plant of the Howland Manufacturing Corporation on WIDA's 120-acre industrial park, and the placement of a new plant for Engineered Equipment Company on a 40-acre adjacent site. The John Deere Research and Engineering Center was expanded and the Waterloo Unloader Division of the Greater Iowa Corporation nearly doubled its floor space to permit a 200 per cent expansion in production. In addition, the Woodring and Wise Machine Shop moved into a new home and the Construction Machinery Company plant was expanded.

WIDA reports that during the last 2½ years its net worth has increased from \$85,000 to \$315,000.

## IOWA INDUSTRIAL PARKS

**Burlington** — Burlington Industrial District, Burlington Cham. of Comm.

**Cedar Rapids** — Milwaukee Road Industrial Property, Milwaukee RR., E. J. Stoll, Dir., R. E. & Ind. Dev., Rm. 286, Union Station, Chicago 6.

**Cedar Rapids** — Milwaukee Road Industrial Property, Milwaukee RR., E. J. Stoll, Dir., R. E. & Ind. Dev., Rm. 286, Union Station, Chicago 6. 50 acres.

**Clarinda** — Clarindustry, Clarinda Bldg. Corp., George W. Ritson, Dir., 100 E. Washington St. 216 acres.

**Clinton** — Manufacturing Meadows, Clinton, Dev. Co., Harold L. Kirk, Mng. Dir., 237½ Fifth Ave., S. 189 acres.

**Council Bluffs** — Airport Industrial District, Chi., Burl. & Quincy RR., William Spitzenberger, Dev. Agent, Ind. & Agric., 1004 Farnam St., Omaha, Neb. 500 acres.

**Council Bluffs** — Council Bluffs Industrial Foundation, Inc., Harold Swesey, Jr., Gen. Mgr., 30 Pearl. 112 acres.

**Council Bluffs** — Burlington Industrial District, CB & Q RR Co., O. O. Waggner, Dir., Dept. of Ind. & Agric., 547 W. Jackson Blvd., Chicago. 200 acres.

**Davenport** — Davenport Industrial Park, Davenport Ind. Dev. Co., David K. Tabor, Ass't. Sec., 404 Main St. 131 acres.

**Davenport (Mt. Joy)** — Milwaukee Road Industrial Property, Milwaukee RR., E. J. Stoll, Dir., R. E. & Ind. Dev., Rm. 286. 175 acres.

**Des Moines** — Burlington Industrial District, CB & Q RR Co., O. O. Waggner, Dir., Dept. of Ind. & Agric., 547 W. Jackson Blvd., Chicago. 190 acres.

**Des Moines** — C & NW Industrial District, C & NW Ry., G. F. Cermak, Ass't. Vice Pres., 400 W. Madison St., Chicago. 150 acres.

**Des Moines** — Des Moines Industrial Park, Des Moines Industrial Bureau, Wm. McCarty, Exec. Dir., 510 Equitable Bldg. 80 acres.

**Des Moines** — Iowa Fund, Inc. Industrial Park Subdivision, Eugene W. Kramer, Mgr., 506 Insurance Exchange Bldg. 100.184 acres.

**Des Moines (Urbandale)** — Milwaukee Road Industrial Property, Milwaukee RR., E. J. Stoll, Dir., R. E. & Ind. Dev. Rm. 286, Union Station, Chicago 6. 120 acres.

**Des Moines** — New Industries, Inc., J. C. Bussey, Sec.-Treas., 1115 Reg. & Tribune Bldg., 715 Locust St. 105 acres.

**Dubuque** — Dubuque Industrial Park, Dubuque Industrial Bureau, Robert E. Dorothy, Mgr., 601 Fischer Bldg. 500 acres.

**Ft. Madison** — Ft. Madison Industrial Area, Business & Ind. Comm., Robert Humphrey, Ind. Dir., 835½ Ave. G. 1,700 acres.

**Mason City** — Mason City Airport Industrial Park, Airport Commission, Michael G. Griffin, Manager, Box 655.

**Mason City** — Mason City Industrial Park, Mason City Dev. Assoc., M. R. Lackore, Gen. Mgr., 823 Brick & Tile Bldg. 40 acres.

**Mason City** — Milwaukee Road Industrial Property, Milwaukee RR., E. J. Stoll, Dir., R. E. & Ind. Dev., Rm. 286, Union Station, Chicago 6. 101 acres.

**Muscatine** — Muscatine Industrial Sites No. 1, Muscatine Dev. Corp., Harold W. Ogilvie, Exec. Dir., 109 W. Mississippi Drive. 225 acres.

**Oskaloosa** — Oskaloosa Industrial Park, Oskaloosa Ind. Park Corp., Clifford Dodson, Exec. Sec., 124 N. Market St. 27 acres.

**Ottumwa** — OADC Industrial Park, Ottumwa Area Dev. Corp., H. S. Byrum, Exec. Dir., Hotel Ottumwa Bldg. 97 acres.

**Ottumwa** — Ottumwa Municipal Airport, Ottumwa Area Dev. Corp., H. S. Byrum, Exec. Dir., Hotel Ottumwa Bldg. 1,000 acres.

**Ottumwa** — Wabash Railroad, Harold Kniebusch, Mgr., Ind. Dev., Railway Exchange Bldg., St. Louis. 30 acres.

**Ottumwa** — Wabash Industrial District, Wabash RR. Co., H. C. Kniebusch, Mgr., Ind. Dev., Railway Exchange Bldg., St. Louis 1. 35 acres.

**Red Oak** — Industrial Park, Red Oak Industrial Foundation, E. G. Johnson, Mgr., 222-A Coolbaugt. 80 acres.

**Sioux City** — HyPort Industrial District, Ind. Dev. Council of Sioux City, G. R. Wimmer, Mgr., 211 Commerce Bldg. 2,000 acres.

**Sioux City** — Port Neal Industrial District, Ind. Dev. Council of Sioux City, G. R. Wimmer, Mgr., 211 Commerce Bldg. 5,000 acres.

**Sioux City** — Tri View Industrial District, Ind. Dev. Council of Sioux City, G. R. Wimmer, Mgr., 211 Commerce Bldg. 74 acres.

**Spencer** — Spencer Industrial Park, Spencer Industries Foundation, Orville Kinworthy, 328 Ground Ave. 30 acres.

**Urbandale** — Iowa Power Industrial Park, Iowa Power & Light Co., G. G. Gilchrist, Sec., 823 Walnut St., Des Moines.

**Webster City** — Industrial Go-Ahead, Incorporated, Lawrence R. Neibergall, President, 636½ First Street. 36 acres.

## MATERIAL LISTED HERE CAN BE HELPFUL

Here is a listing of material you might like to obtain for in-depth investigation of industrial potential in Iowa.

## IOWA

**Iowa—Steady Industrial Growth Without Fanfare or Flourish.** ID, July, 1962.

**Iowa. Industrial study of the state.** ID, April, 1961.

**Legal Aspects of Doing Business in Iowa.** Institute of Public Affairs and College of Law, State University of Iowa, Iowa City.

**Chemicals Sprout Where the Tall Corn Grows.** Chemical Week, April 11, 1964.

**Regional Development and Economic Opportunity in Iowa.** A report to Iowa Development Commission. Arthur D. Little, Inc., 1962.

**Iowa's Corporate Tax Structure.** Explanations and Examples. Iowa Development Commission, January, 1964.

**Iowa Industry.** Market Research and statistics; charts and tables. Iowa Development Commission, 1962.

**Iowa Business Review and Outlook.** Des Moines Sunday Register. January 5, 1964.

**Iowa Business & Industry.** Business Magazine, Inc., Des Moines. January, 1964.

**New Legislation for Economic Development.** Iowa Development Commission. 1964.

**Apparel Manufacturing in Iowa.** Iowa Southern Utilities Company.

## AREA

**A Proposal for the Location of the New NASA Electronics Research Center.** Charts, maps, pictures. Industrial Bureau, Greater Des Moines Chamber of Commerce, Des Moines, Iowa, 1963.

**Keokuk-Fort Madison Area.** Industrial study. ID, April, 1961.

Chariton Iowa  
has  
**EVERYTHING**  
But... **YOU!**

- Two New Schools
- New Hospital
- New Sewage Plant
- New Paved Airport 2800'
- Growing Industries
- Four Lakes
- Outstanding Rail Service  
C B & Q, East and West  
Rock Island North & South
- Good Sites
- 5000 Fine People
- Most modern City Square in the Midwest
- And More!

YOU'LL HAVE TO SEE IT TO BELIEVE IT! WHY NOT!

Contact

**CHAMBER OF COMMERCE BOX 488**  
For Industrial Package



Looking

For Something?

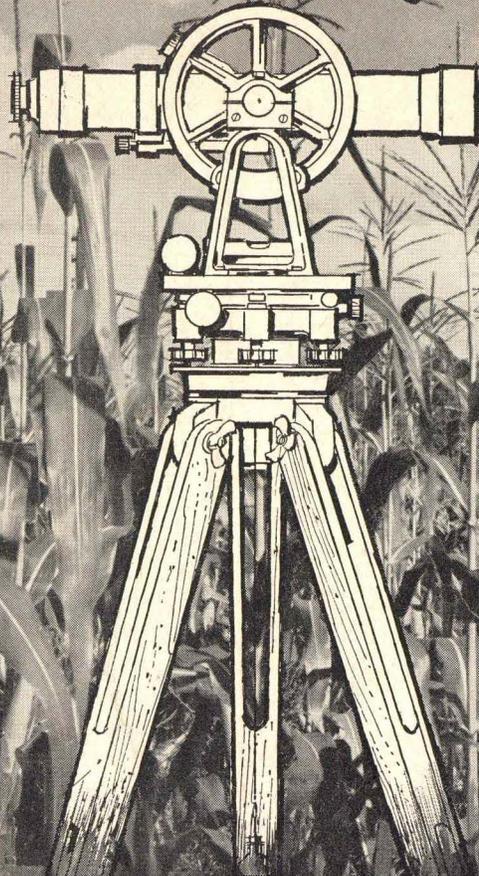
WHAT  
OTHERS  
PROMISE

WE  
CAN  
PRODUCE  
(And Will)

**OSKALOOSA  
IOWA**

Write... C. L. Dodson  
Executive Secretary  
124 North Market  
for confidential  
information

*Need room to grow?*



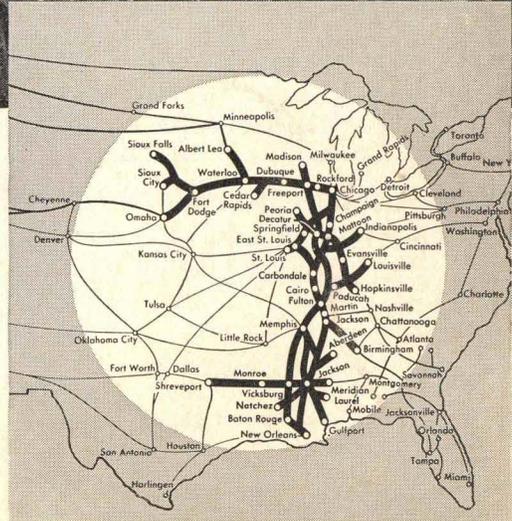
*Plot your plant in*

# IOWA

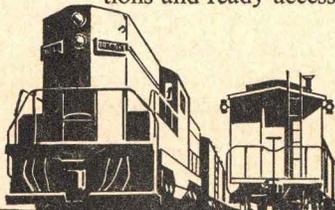
Traditionally agricultural, Iowa, in recent years has gained increasing favor as an excellent location for new industrial developments.

Good reason, too... for companies with an eye to expansion, Iowa offers land in plenty at reasonable asking prices. Central geographic location, abundant fresh water supplied by the Mississippi and Missouri rivers and their tributaries and proximity to raw materials from all points of the compass make Iowa a prime choice for many industries.

Another advantage: Illinois Central runs across the state and provides fast rail transport, excellent connections and ready access to domestic and foreign markets.



*For full information on choice Iowa sites contact J. S. Frost, Illinois Central Railroad, 135 East 11th Place, Chicago. Your inquiries will be held in the strictest confidence.*



## ILLINOIS CENTRAL

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