

**HD
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1979**

INDUSTRIAL DEVELOPMENT

1979

YEAR END REPORT

1970-1979

INDUSTRIAL DEVELOPMENTS

	<u>New Industry</u>	<u>Expansions</u>	<u>Totals</u>
1970	68	155	223
1971	50	119	169
1972	75	181	256
1973	98	277	375
1974	88	227	315
1975	61	125	186
1976	75	156	231
1977	75	113	188
1978	75	130	205
1979	<u>100</u>	<u>176</u>	<u>276</u>
	765	1,659	2,424

TOTAL EMPLOYMENT

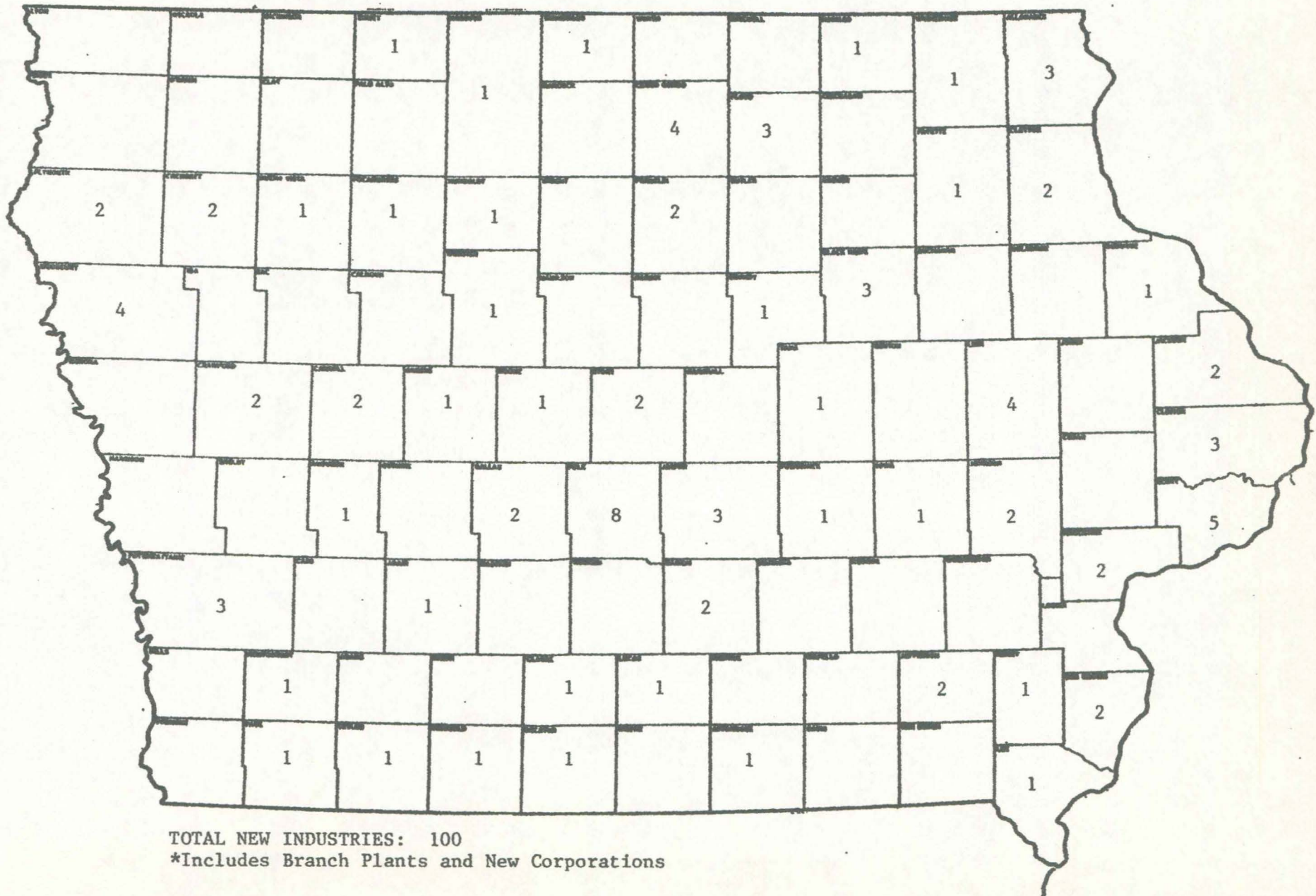
1970	4,034	3,508	7,542
1971	3,501	2,812	6,313
1972	5,708	7,457	13,165
1973	10,696	14,892	25,588
1974	3,202	10,150	13,352
1975	2,770	1,706	4,476
1976	3,267	8,944	12,211
1977	2,855	6,968	9,823
1978	3,037	6,192	9,229
1979	<u>4,997</u>	<u>6,339</u>	<u>11,336</u>
	44,067	68,968	113,035

CAPITAL INVESTMENTS

1970	\$122,018,000	\$ 96,930,200	\$218,948,200
1971	\$ 56,097,000	\$ 52,394,200	\$108,491,200
1972	\$ 71,346,000	\$122,732,900	\$194,078,900
1973	\$202,801,000	\$322,476,950	\$525,277,950
1974	\$ 85,267,500	\$275,919,000	\$361,186,500
1975	\$ 88,135,000	\$183,982,000	\$272,117,000
1976	\$ 58,884,150	\$318,342,600	\$377,226,750
1977	\$ 59,732,000	\$321,820,800	\$381,552,800
1978	\$ 72,603,000	\$398,414,000	\$471,017,000
1979	<u>\$275,095,842</u>	<u>\$491,709,171</u>	<u>\$766,805,013</u>
	\$1,091,979,492	\$2,584,721,821	\$3,676,701,313

NEW INDUSTRIES*

1979



AVAILABLE BUILDING REPRESENTATION

BY COMMUNITY FOR 1978

<u>Community</u>	<u>Number of Times Represented</u>	<u>Community</u>	<u>Number of Times Represented</u>
Adair	10	Lake Mills	3
Algona	15	Manchester	1
Ames	9	Marion	2
Armstrong	4	Marshalltown	3
Audubon	1	Mason City	3
Bellevue	1	Mount Pleasant	1
Boone	7	Muscatine	2
Burlington	7	Newton	2
Cedar Falls	5	Oskaloosa	1
Cedar Rapids	2	Ottumwa	3
Centerville	25	Perry	3
Chariton	17	Pocahontas	6
Clinton	21	Red Oak	3
Corning	18	Reinbeck	2
Council Bluffs	15	Scranton	1
Davenport	7	Shenandoah	1
De Witt	9	Sibley	3
Des Moines	13	Sioux Center	2
Dubuque	8	Sioux City	32
Dyersville	6	Spencer	21
Emmetsburg	1	Storm Lake	14
Forest City	1	Toledo	1
Fort Dodge	1	Wapello	20
Fort Madison	10	Waterloo	2
Goldfield	5	Waukee	7
Greenfield	1	Waverly	1
Grundy Center	10	Webster City	2
Harlan	1		
Independence	1		
Iowa City	3		
Iowa Falls	22		
Jefferson	5		
Jordan	3		
Keokuk	1		
Keosauqua	2		

TOTAL REPRESENTATION:

409

SOURCE OF INDUSTRIAL PROSPECTS
1958-1979

<u>STATE</u>	<u>1958-1979</u>	<u>1975</u>	<u>1976</u>	<u>1977</u>	<u>1978</u>	<u>1979</u>	<u>TOTAL 1974-1979</u>
Iowa	126	4	6	20	17	29	76
Illinois	296	4	14	12	15	18	63
Minnesota	125	3	3	4	16	12	38
Michigan	74	2	2	5	7	7	23
Ohio	85	4	4	4	7	2	21
California	44	1	3	7	5	1	17
Wisconsin	71	3	4	2	0	4	13
Pennsylvania	47	1	3	2	2	1	9
Indiana	27	1	2	3	1	1	8
New York	92	1	0	2	3	0	6
Colorado	15	1	2	1	0	1	5
Connecticut	18	1	0	1	3	0	5
New Jersey	24	1	0	0	1	3	5
Oregon	8	0	0	1	2	2	5
Nebraska	21	1	0	1	2	0	4
Missouri	39	0	0	1	2	0	3
South Dakota	5	0	0	1	2	0	3
Massachusetts	12	1	0	1	0	0	2
Texas	17	1	0	1	0	0	2
Florida	4	1	0	0	1	0	2
Georgia	10	0	0	0	2	0	2
Washington	4	1	0	0	0	1	2
Oklahoma	7	0	0	0	0	2	2
Virginia	6	1	0	0	0	1	2
West Virginia	2	0	1	0	0	1	2
Kansas	6	0	0	0	0	2	2
Arizona	3	1	0	0	0	0	1
Kentucky	1	0	1	0	0	0	1
New Hampshire	1	0	1	0	0	0	1
South Carolina	2	0	0	0	0	1	1
Vermont	1	0	0	1	0	0	1
Tennessee	3	0	0	0	0	1	1
Utah	2	0	0	0	0	1	1
Mississippi	1	0	0	0	0	1	1
North Dakota	1	0	0	0	0	1	1
North Carolina	8	0	0	0	0	0	0
Alabama	6	0	0	0	0	0	0
Delaware	3	0	0	0	0	0	0
Arkansas	5	0	0	0	0	0	0
Maryland	9	0	0	0	0	0	0
Rhode Island	3	0	0	0	0	0	0
Louisiana	1	0	0	0	0	0	0
TOTALS:	1,235	34	46	70	88	93	331

IOWA DEVELOPMENT COMMISSION
 250 Jewett Building
 Des Moines, Iowa 50309

1979 INDUSTRIAL DEVELOPMENTS
 BY
 SIC CLASSIFICATION

<u>SIC CLASSIFICATION</u>	<u>NEW INDUSTRY</u>	<u>EXPANSIONS</u>	<u>TOTALS</u>
20 Food & Kindred Products	6	28	34
22 Textile Mill Products	0	0	0
23 Apparel & Other Finished Products	2	1	3
24 Lumber & Wood Products	4	8	12
25 Furniture & Fixtures	3	5	8
26 Paper & Allied Products	2	4	6
27 Printing, Publishing & Allied Industries	3	6	9
28 Chemicals & Allied Products	7	9	16
29 Petroleum Refining & Related Industries	2	0	2
30 Rubber & Miscellaneous Plastic Products	4	4	8
31 Leather & Leather Products	0	0	0
32 Stone, Clay, Glass & Concrete Products	4	4	8
33 Primary Metal Industries	0	6	6
34 Fabricated Metal Industries	12	23	35
35 Machinery, Except Electrical	13	42	55
36 Electrical Machinery, Equipment & Supplies	10	6	16
37 Transportation Equipment	7	2	9
38 Professional & Scientific	1	0	1
39 Miscellaneous Manufacturing Industries	0	4	4
42 Motor Frieght, Trans. & Warehousing	<u>20</u>	<u>24</u>	<u>44</u>
TOTALS	100	176	276

ORIGIN OF BRANCH PLANTS LOCATED IN IOWA
1958-1979

<u>STATE</u>	<u>1958-1979</u>	<u>1975</u>	<u>1976</u>	<u>1977</u>	<u>1978</u>	<u>1979</u>	<u>TOTAL 1975-1979</u>
Iowa	228	7	9	9	16	28	69
Minnesota	76	7	3	7	4	5	26
Illinois	117	2	6	6	4	7	25
Ohio	29	1	2	0	4	1	8
Wisconsin	35	1	2	1	2	2	8
Canada	10	1	1	1	3	0	6
Michigan	18	0	0	1	1	4	6
Indiana	17	0	0	4	1	0	5
Nebraska	25	1	1	0	1	2	5
Pennsylvania	15	1	0	4	0	0	5
New York	166	1	1	1	0	2	5
Arizona	4	1	2	0	1	0	4
Colorado	7	1	0	1	1	1	4
California	18	0	0	0	1	2	3
Oregon	8	0	1	1	1	0	3
Texas	13	0	3	0	0	0	3
Oklahoma	13	0	1	1	0	1	3
Connecticut	10	0	1	0	1	0	2
Missouri	53	1	0	0	1	0	2
New Jersey	25	0	0	0	2	0	2
South Carolina	2	0	0	0	0	2	2
Kansas	4	0	1	0	0	0	1
Florida	3	1	0	0	0	0	1
Kentucky	1	0	1	0	0	0	1
Maryland	1	0	1	0	0	0	1
Netherlands	1	1	0	0	0	0	1
North Carolina	3	1	0	0	0	0	1
South Dakota	1	0	1	0	0	0	1
Virginia	5	1	0	0	0	0	1
Georgia	34	0	0	0	0	1	1
Delaware	1	0	0	0	0	1	1
Tennessee	3	0	0	0	0	0	0
Alabama	3	0	0	0	0	0	0
Switzerland	1	0	0	0	0	0	0
Washington	2	0	0	0	0	0	0
Arkansas	2	0	0	0	0	0	0
Idaho	1	0	0	0	0	0	0
Louisiana	1	0	0	0	0	0	0
Massachusetts	4	0	0	0	0	0	0
Mississippi	1	0	0	0	0	0	0
Utah	1	0	0	0	0	0	0
TOTALS:	962	29	37	37	44	59	206

INDUSTRIAL DEVELOPMENTS BY COMMUNITY SIZE
1975-1979

Population	999 or Less		1,000-4,999		5,000-9,999		10,000-24,999		Over 25,000		Annual Total
	No.	% of Total	No.	% of Total	No.	% of Total	No.	% of Total	No.	% of Total	
<u>1975</u>											
New Industry	6	19%	10	31%	6	19%	4	12%	6	19%	32
Branch Plants	1	3%	6	21%	7	24%	6	21%	9	31%	29
Expansions	5	4%	25	20%	21	17%	29	23%	45	36%	125
TOTALS	12	7%	41	22%	34	18%	39	21%	60	32%	186
<u>1976</u>											
New Industry	0	0%	11	29%	14	37%	5	13%	8	21%	38
Branch Plants	3	8%	8	22%	12	32%	4	11%	10	27%	37
Expansions	8	5%	29	19%	32	20%	30	19%	57	37%	156
TOTALS	11	5%	48	21%	58	25%	39	17%	75	32%	231
<u>1977</u>											
New Industry	5	13%	14	37%	7	18%	7	18%	5	13%	38
Branch Plants	2	5%	8	22%	10	27%	8	22%	9	24%	37
Expansions	2	2%	18	16%	28	25%	16	14%	49	43%	113
TOTALS	9	5%	40	21%	45	24%	31	16%	63	34%	188
<u>1978</u>											
New Industry	2	7%	11	35%	6	19%	3	10%	9	29%	31
Branch Plants	1	2%	14	32%	10	23%	8	18%	11	25%	44
Expansions	4	3%	26	20%	17	13%	28	22%	55	42%	130
TOTALS	7	3%	51	25%	33	16%	39	19%	75	37%	205
<u>1979</u>											
New Industry	3	7%	9	22%	12	29%	4	10%	13	32%	41
Branch Plants	4	7%	20	34%	14	24%	6	10%	15	25%	59
Expansions	6	3%	45	26%	32	18%	31	18%	62	35%	176
TOTALS	13	5%	74	27%	58	21%	41	15%	90	32%	276

1979 INDUSTRIAL DEVELOPMENTS
Land Use-Square Footage-Capital Investment

	Develop- Ments	Total Acres	% Total Acres	Avg. Acres Per Industry	Total Capital Investment	% Total Cap. Investment	Average Cap. Investment	Total Sq. Footage	% Total Sq. Footage	Average Sq. Footage
IOWA										
New Industry	41	371.66	28%	9.1	\$128,488,842	17%	\$ 3,133,874	837,200	10%	20,420
Branch Plants	59	672.80	50%	11.4	\$146,607,000	19%	\$ 2,484,864	1,810,230	22%	30,682
Expansions	176	289.80	22%	1.6	\$491,709,171	64%	\$ 2,793,802	5,718,978	68%	32,494
TOTALS	276	1334.26	100%	4.8	\$766,805,013	100%	\$ 2,778,279	8,366,408	100%	30,313

BY COMMUNITY SIZE--POPULATION

(1-999)										
New Industry	3	1.0	3%	0.3	\$ 184,000	0%	\$ 61,333	0	0%	0
Branch Plants	4	29.0	97%	7.2	\$ 1,820,000	1%	\$ 455,000	80,000	13%	20,000
Expansions	6	0.1	0%	0.0	\$152,090,000	99%	\$25,348,333	531,600	87%	88,600
TOTALS	13	30.1	100%	2.3	\$154,094,000	100%	\$11,853,385	611,600	100%	47,046
(1,000-4,999)										
New Industry	9	21.06	5%	2.3	\$ 2,185,000	4%	\$ 242,778	10,800	1%	1,200
Branch Plants	20	210.10	54%	10.5	\$ 29,737,000	46%	\$ 1,486,850	504,400	36%	25,220
Expansions	45	160.50	41%	3.6	\$ 32,356,760	50%	\$ 719,039	894,300	63%	19,873
TOTALS	74	391.66	100%	5.3	\$ 64,278,760	100%	\$ 868,632	1,409,500	100%	19,047
(5,000-9,999)										
New Industry	12	156.8	43%	13.0	\$ 92,740,000	68%	\$ 7,728,333	82,080	7%	6,840
Branch Plants	14	163.0	44%	11.6	\$ 18,300,000	13%	\$ 1,307,143	384,000	35%	27,429
Expansions	32	49.0	13%	1.5	\$ 25,380,000	19%	\$ 793,125	639,552	58%	19,986
TOTALS	58	368.8	100%	6.4	\$136,420,000	100%	\$ 2,352,069	1,105,632	100%	19,063
(10,000-24,999)										
New Industry	4	7.0	10%	1.7	\$ 1,558,842	1%	\$ 389,711	41,320	4%	10,330
Branch Plants	6	49.7	69%	8.3	\$ 6,100,000	6%	\$ 1,016,667	220,750	24%	36,792
Expansions	31	15.0	21%	0.5	\$102,610,330	93%	\$ 3,310,011	661,356	72%	21,334
TOTALS	41	71.7	100%	1.7	\$110,269,172	100%	\$ 2,689,492	923,426	100%	22,523
(Over 25,000)										
New Industry	13	185.8	39%	14.3	\$ 31,821,000	11%	\$ 2,447,769	703,000	16%	54,077
Branch Plants	15	221.0	47%	14.7	\$ 90,650,000	30%	\$ 6,043,333	621,080	15%	41,405
Expansions	62	65.2	14%	1.0	\$179,272,081	59%	\$ 2,891,485	2,992,170	69%	48,261
TOTALS	90	472.0	100%	5.2	\$301,743,081	100%	\$ 3,352,701	4,316,250	100%	47,958

INDUSTRIAL DEVELOPMENTS FOR 1979 BY COMMUNITY SIZE

DEVELOPMENTS BY COMMUNITY SIZE

Population:	999 or Less		1,000-4,999		5,000-9,999		10,000-24,999		Over 25,000		Annual Total
	No.	% of Total	No.	% of Total	No.	% of Total	No.	% of Total	No.	% of Total	
<u>1979</u>											
New Industry	3	7%	9	22%	12	29%	4	10%	13	32%	41
Branch Plants	4	7%	20	34%	14	24%	6	10%	15	25%	59
Expansions	6	3%	45	26%	32	18%	31	18%	62	35%	176
TOTALS	13	5%	74	27%	58	21%	41	15%	90	32%	276

EMPLOYMENT BY COMMUNITY SIZE

Population:	999 or Less		1,000-4,999		5,000-9,999		10,000-24,999		Over 25,000		Annual Total
	No.	% of Total	No.	% of Total	No.	% of Total	No.	% of Total	No.	% of Total	
<u>1979</u>											
New Industry	9	1%	81	7%	242	19%	49	4%	850	6%	1231
Branch Plants	61	2%	1060	28%	614	16%	170	5%	1861	4%	3766
Expansions	372	6%	1308	21%	849	13%	571	9%	3239	5%	6339
TOTALS	442	4%	2449	22%	1705	15%	790	7%	5950	5%	11,336

CAPITAL INVESTMENT BY COMMUNITY SIZE

Population:	999 or Less		1,000-4,999		5,000-9,999		10,000-24,999		Over 25,000		Annual Total
	Amt.	% of Total	Amt.	% of Total	Amt.	% of Total	Amt.	% of Total	Amt.	% of Total	
<u>1979</u>											
New Industry	184,000	0%	2,185,000	2%	92,740,000	7%	1,558,842	1%	31,821,000	2%	128,488,842
Branch Plants	1,820,000	1%	29,737,000	20%	18,300,000	13%	6,100,000	4%	90,650,000	6%	146,607,000
Expansions	152,090,000	31%	32,356,760	7%	25,380,000	5%	102,610,330	21%	179,272,081	36%	491,709,171
TOTALS	154,094,000	20%	64,278,760	9%	136,420,000	18%	110,269,172	14%	301,743,081	39%	766,805,013

1979
RAIL AND NON-RAIL INDUSTRIAL DEVELOPMENTS
BY
STATE AND COMMUNITY SIZE

IOWA

	<u>Total Developments</u>	<u>Rail Served</u>	<u>Non-Rail Served</u>	<u>Percent Rail Served</u>	<u>Percent Non-Rail</u>
New Industry	41	6	35	15%	85%
Branch Plants	59	17	42	29%	71%
Expansions	<u>176</u>	<u>54</u>	<u>122</u>	31%	69%
TOTALS	276	77	199	28%	72%

BY COMMUNITY SIZE

	<u>Total Developments</u>	<u>Rail Served</u>	<u>Non-Rail Served</u>	<u>Percent Rail Served</u>	<u>Percent Non-Rail</u>
<u>(1-999 pop.)</u>					
New Industry	3	0	3	0%	100%
Branch Plants	4	0	4	0%	100%
Expansions	<u>6</u>	<u>2</u>	<u>4</u>	33%	67%
TOTALS	13	2	11	15%	85%
<u>(1,000-4,999 pop.)</u>					
New Industry	9	1	8	11%	89%
Branch Plants	20	4	16	20%	80%
Expansions	<u>45</u>	<u>6</u>	<u>39</u>	13%	87%
TOTALS	74	11	63	15%	85%
<u>(5,000-9,999 pop.)</u>					
New Industry	12	3	9	25%	75%
Branch Plants	14	4	10	29%	71%
Expansions	<u>32</u>	<u>10</u>	<u>22</u>	31%	69%
TOTALS	58	17	41	29%	71%
<u>(10,000-24,999 pop.)</u>					
New Industry	4	1	3	25%	75%
Branch Plants	6	2	4	33%	67%
Expansions	<u>31</u>	<u>14</u>	<u>17</u>	45%	55%
TOTALS	41	17	24	41%	59%
<u>(Over 25,000 pop.)</u>					
New Industry	13	1	12	8%	92%
Branch Plants	15	7	8	47%	53%
Expansions	<u>62</u>	<u>22</u>	<u>40</u>	35%	65%
TOTALS	90	30	60	33%	67%

1979

INDUSTRIAL ANNOUNCEMENTS SERVED BY RAIL

NEW INDUSTRIES

<u>COMMUNITY</u>	<u>COMPANY</u>	<u>RAILROAD</u>
Alta	Iowa Lube & Oil	Illinois Central Gulf Railroad
Centerville	Flo-Moor, Inc.	Burlington-Northern, Inc.
Charles City	Salsbury Laboratories Subsidiary of Soltex Polymer Corporation (Acquisition)	Iowa Terminal
Fort Madison	Independent Can Company	Burlington-Northern, Inc.
Le Mars	American Energy Systems, Inc.	Illinois Central Gulf Railroad
Mason City	Minnesota Rubber Company	Milwaukee Road

BRANCH PLANT

Boone	Sonoco Products Company	Chicago & North Western Transportation Company
Burlington	Caterpillar Tractor Company	Burlington-Northern, Inc.
Clarinda	Page Manufacturing Company	Burlington-Northern, Inc.
Council Bluffs	MacMillan Oil Company	Union Pacific
Des Moines	General Farm Research	Rock Island Lines
Des Moines	Millard Warehousing	Chicago & North Western Transportation Company
Estherville	Agri-Fuels, Inc.	Rock Island Lines
Fort Dodge	Jacobsen Warehouse	Chicago & North Western Transportation Company
Hampton	Liqui Grow	Rock Island Lines
Jefferson	Northrup King	Milwaukee Road
Marengo	Webb Press Color Printing Corporation	Rock Island Lines
Mount Pleasant	Mackay Envelope Company	Burlington-Northern, Inc.

<u>COMMUNITY</u>	<u>COMPANY</u>	<u>RAILROAD</u>
Muscatine	Armira of Muscatine	Milwaukee Road
Red Oak	Red Oak Drop Forge Company	Burlington-Northern, Inc.
Sioux City	Alcohols, Inc.	Chicago & North Western Transportation Company
Sioux City	Protein Products	Burlington-Northern, Inc.
Tama	Chemetron	Chicago & North Western Transportation Company

EXPANSIONS

Alden	Iowa Limestone Company	Chicago & North Western Transportation Company
Ankeny	John Deere-Des Moines Works	Chicago & North Western Transportation Company
Burlington	J. I. Case Company	Burlington-Northern, Inc., Rock Island Lines
Cedar Rapids	Diamond V Mills	Chicago & North Western Transportation Company
Cedar Rapids	Longview Fibre, Central Container Division	Milwaukee Road
Clarinda	Hoover NSK	Burlington-Northern, Inc.
Clarinda	Lisle Corporation	Burlington-Northern, Inc.
Clarinda	Page Manufacturing Company	Burlington-Northern, Inc.
Clive	Centennial Warehousing Plaza	Milwaukee Road
Clive	Safemark Division, B.I.C., Inc.	Milwaukee Road
Davenport	Caterpillar Tractor Company	Milwaukee Road
Davenport	Oscar Mayer & Company, Inc.	Rock Island Lines
Des Moines	Eagle Iron Works	Des Moines Union
Des Moines	Mid-America Warehousing, Inc.	Chicago & North Western Transportation Company
Fort Madison	Amex Molybdenum Company Division of Amex Inc.	Santa Fe Railroad

Expansions (Continued)

<u>COMMUNITY</u>	<u>COMPANY</u>	<u>RAILROAD</u>
Fort Madison	John H. Breck, Inc.	Burlington-Northern, Inc.
Fort Madison	Chevron Chemical Company	Santa Fe Railroad
Fort Madison	E. I. Du Pont de Nemours	Burlington-Northern, Inc.
Fort Madison	E. I. Du Pont de Nemours	Burlington-Northern, Inc.
Fort Madison	Firstmiss Inc.	Burlington-Northern, Inc.
Fort Madison	Fort Madison Can Company	Burlington-Northern, Inc.
Fort Madison	Fruehauf Corporation	Santa Fe Railroad
Fort Madison	Merschman Seed Fertilizer, Inc.	Burlington-Northern, Inc.
Fort Madison	Mid-West Packaging Materials Company	Burlington-Northern, Inc.
Knoxville	3-M Company	Burlington-Northern, Inc.
Le Mars	Supersweet Feeds	Illinois Central Gulf Railroad
Marshalltown	Gra-Iron Foundry	Chicago & North Western Transportation Company
Mason City	David Manufacturing Company	Chicago & North Western Transportation Company
Mount Pleasant	Cargill Inc.	Burlington-Northern, Inc.
Muscatine	R. J. Dick Company, Inc.	Chicago Rock Island & Pacific Railroad
Muscatine	Lumber Mart	Chicago Rock Island & Pacific Railroad
Olin	Ralston Purina Company	Milwaukee Road
Osage	Wallace Business Forms, Inc.	Illinois Central Gulf Railroad
Oskaloosa	Superior Ideal Inc.	Rock Island Lines
Ottumwa	George A. Hormel & Company	Milwaukee Road
Ottumwa	John Deere--Ottumwa Works	Norfolk & Western Railway
Red Oak	Union Carbide Corporation	Burlington-Northern, Inc.
Shenandoah	Eaton Corporation, Transmission Division	Burlington-Northern, Inc.

Expansions (Continued)

<u>COMMUNITY</u>	<u>COMPANY</u>	<u>RAILROAD</u>
Sioux City	Big Soo Terminal	Chicago & North Western Transportation Company
Sioux City	Concrete Products Company	Burlington-Northern, Inc.
Sioux City	De De Distributing	Burlington-Northern, Inc.
Sioux City	Kent Feeds, Inc.	Chicago & North Western Transportation Company
Sioux City	Royal Ornamental Iron Company	Illinois Central Gulf Railroad
Sioux City	Sherman Produce	Burlington-Northern, Inc.
Sioux City	Sioux Bee Honey	Burlington-Northern, Inc.
Sioux City	Sioux City Foundry	Burlington-Northern, Inc.
Sioux City	Solar-Rotonics, Inc.	Milwaukee Road
Sioux City	Soo Tractor Sweeprake Company, Inc.	Milwaukee Road
Sioux City	State Steel Supply Company	Illinois Central Gulf Railroad, Chicago & North Western Transportation Company
Story City	Butler Manufacturing Company	Chicago & North Western Transportation Company
Sumner	Overton Chemical Sales Inc.	Chicago & North Western Transportation Company
Vinton	Dubuque Packing Company Vinton Foods Division	Rock Island Lines
Washington	Cargill Inc.	Rock Island Lines
Waverly	Bantam, Division Koehring Company	Chicago & North Western Transportation Company

IOWA DEVELOPMENT COMMISSION
250 Jewett Building
Des Moines, IA 50309

INDUSTRIAL DEVELOPMENTS IN IOWA
December 1, 1978, to November 30, 1979

100 NEW INDUSTRIES

<u>COMMUNITY</u>	<u>COMPANY</u>	<u>CLASSIFICATION</u>
Adair	Agri-Division, Wick Building Systems, Inc.	Lumber & Wood Products
Adel	Iowa Spring Manufacturing	Fabricated Metal Industries
Akron	Custom Coil	Electrical Machinery, Equipment & Supplies
Algona	A. Y. McDonald Manufacturing Company	Motor Freight, Transportation & Warehousing
Alta	Iowa Lube & Oil	Petroleum Refining & Related Industries
Ankeny	De Zee Manufacturing	Transportation Equipment
Ankeny	Pacific Intermountain Express	Motor Freight, Transportation & Warehousing
Ankeny	Road Machinery & Supply	Motor Freight, Transportation & Warehousing
Ankeny	Velde Distributing	Motor Freight, Transportation & Warehousing
Audubon	United Telephone Service of Iowa	Motor Freight, Transportation & Warehousing
Boone	Sonoco Products Company	Paper & Allied Products
Burlington	Caterpillar Tractor Company	Machinery Except Electrical
Burlington	Conifer Corporation	Electrical Machinery, Equipment & Supplies
Camanche	Dasco Products, Inc.	Rubber & Miscellaneous Plastic Products

<u>COMMUNITY</u>	<u>COMPANY</u>	<u>CLASSIFICATION</u>
Carroll	Agri-Bolt Distributing Company	Motor Freight, Transportation & Warehousing
Carroll	Merle Wiedemier Company	Lumber & Wood Products
Cedar Falls	Dynamic Tool Company	Machinery Except Electrical
Cedar Rapids	Century Engineering Company	Machinery Except Electrical
Cedar Rapids	Klein Tools, Inc.	Motor Freight, Transportation & Warehousing
Cedar Rapids	McKesson & Robbins	Motor Freight, Transportation & Warehousing
Centerville	Flo-Moor, Inc.	Machinery Except Electrical
Charles City	Salsbury Laboratories Subsidiary of Soltex Polymer Corporation (Acquisition)	Chemicals & Allied Products
Charles City	Tanks Equipment Company	Transportation Equipment
Charter Oak	Gettner Enterprises Inc.	Furniture & Fixtures
Cherokee	OBECO, Inc.	Transportation Equipment
Clarinda	Page Manufacturing Company	Fabricated Metal Industries
Clear Lake	Command Hydraulics	Machinery Except Electrical
Clinton	Airvent Inc.	Machinery Except Electrical
Council Bluffs	Anderson & Associates	Motor Freight, Transportation & Warehousing
Council Bluffs	Malecki Music	Motor Freight, Transportation & Warehousing
Council Bluffs	MacMillan Oil Company	Motor Freight, Transportation & Warehousing
Cresco	Feather Lite Trailers of Iowa, Inc.	Transportation Equipment

<u>COMMUNITY</u>	<u>COMPANY</u>	<u>CLASSIFICATION</u>
Davenport	American Honda	Motor Freight, Transportation & Warehousing
Davenport	Johnson-Misner	Fabricated Metal Industries
Davenport	Louis Rich Inc.	Food & Kindred Products
Davenport	Thoms-Proestler	Motor Freight, Transportation & Warehousing
De Witt	NAPA	Motor Freight, Transportation & Warehousing
Decorah	Monona Wire Company	Electrical Machinery, Equipment & Supplies
Des Moines	Financial Industry Systems Inc.	Machinery Except Electrical
Des Moines	Amway Corporation	Motor Freight, Transportation & Warehousing
Des Moines	General Farm Research	Chemicals & Allied Products
Des Moines	Millard Warehousing	Motor Freight, Transportation & Warehousing
Dubuque	Curtis Noll Industries	Motor Freight, Transportation & Warehousing
Eldridge	Aerospace Control Products, Inc.	Electrical Machinery, Equipment & Supplies
Elkader	Keystone Furniture Manufacturing, Inc.	Lumber & Wood Products
Estherville	Agri-Fuels, Inc.	Chemicals & Allied Products
Evansdale	Helton Screen Printing & Design	Printing, Publishing & Allied Industries
Fairfield	International Livestock Equipment Company	Machinery Except Electrical
Fairfield	Kessler Distributing Co.	Chemicals & Allied Products

<u>COMMUNITY</u>	<u>COMPANY</u>	<u>CLASSIFICATION</u>
Fort Dodge	Jacobsen Warehouse	Motor Freight, Transportation & Warehousing
Fort Madison	Independent Can Company	Fabricated Metal Industries
Grinnell	Midwest Agri-Supply Ltd.	Motor Freight, Transportation & Warehousing
Grundy Center	France Betten Beer Trucks, Inc.	Transportation Equipment
Hampton	Liqui Grow	Chemicals & Allied Products
Hampton	Midwest Computer Register Corporation	Electrical Machinery, Equipment & Supplies
Humboldt	Art & Frame Company	Lumber & Wood Products
Jefferson	Northrup King	Food & Kindred Products
Kellogg	Manatts Inc.	Petroleum Refining & Related Industries
Lake Mills	Universal Circuits, Inc.	Electrical Machinery, Equipment & Supplies
Lamoni	A-Z Manufacturing	Fabricated Metal Industries
Le Mars	American Energy Systems, Inc.	Chemicals & Allied Products
Lenox	Lenox Grain & Fuels	Food & Kindred Products
Lorimor	Mother Lode	Apparel & Other Finished Products
Maquoketa	CB Company	Transportation Equipment
Maquoketa	Kirsch Window Treatment, Inc.	Furniture & Fixtures
Marcus	K-Products, Inc.	Apparel & Other Finished Products
Marengo	Webb Press Color Printing Corporation	Printing, Publishing & Allied Industries

<u>COMMUNITY</u>	<u>COMPANY</u>	<u>CLASSIFICATION</u>
Marion	Iowa Specialties	Fabricated Metal Industries
Mason City	Minnesota Rubber Company	Rubber & Miscellaneous Plastic Products
Mason City	Toro Manufacturing Company	Machinery Except Electrical
Mason City	Wellborn Industries	Electrical Machinery, Equipment & Supplies
Monona	Advanced Transformer Company	Electrical Machinery, Equipment & Supplies
Mount Ayr	Miracle Recreation Equipment Company	Furniture & Fixtures
Mount Pleasant	Mackay Envelope Company	Paper & Allied Products
Muscatine	Armira of Muscatine	Leather & Leather Products
Newton	KA's Ceremics	Stone, Clay & Glass Products
Newton	Progress Industries	Fabricated Metal Industries
Nora Springs	Allied Redi-Mix	Stone, Clay & Glass Products
Oelwein	Superior Plastics/Triangle Plastics	Rubber & Miscellaneous Plastic Products
Osceola	Babson Brothers Company	Machinery Except Electrical
Pella	Precision Pulley, Inc.	Machinery Except Electrical
Pella	Red Rock Rubber, Inc.	Rubber & Miscellaneous Plastic Products
Pocahontas	Seabee Enterprises	Machinery Except Electrical
Red Oak	Red Oak Drop Forge Company	Fabricated Metal Industries
Sioux City	Alcohols, Inc.	Chemicals & Allied Products
Sioux City	Donnelley Marketing	Printing, Publishing & Allied Industries
Sioux City	Iowa Meat Fabricators	Food & Kindred Products

<u>COMMUNITY</u>	<u>COMPANY</u>	<u>CLASSIFICATION</u>
Sioux City	Protein Products	Food & Kindred Products
Solon	Kingson Manufacturing Corp.	Fabricated Metal Industries
Solon	Moses Ark Boat Works, Inc.	Transportation Equipment
Story City	Precision Machine & Manufacturing Company	Fabricated Metal Industries
Story City	Truemed Inc.	Professional, Scientific & Controlling Instruments; Photographic & Optical Goods; Watches & Clocks
Tama	Chemetron	Fabricated Metal Industries
Vail	S & W Welding Inc.	Machinery Except Electrical
Waterloo	Regal Plastic Supply Co.	Motor Freight, Transportation & Warehousing
Waukee	Fawn Engineering	Food & Kindred Products
Waukon	Makee Speaker Systems	Electrical Machinery, Equipment & Supplies
Waukon	Mid-West Speaker Company, Inc.	Electrical Machinery, Equipment & Supplies
Waukon	Waukon Ready-Mix Concrete, Inc.	Stone, Clay & Glass Products
Wilton	HWH Corporation	Fabricated Metal Industries

IOWA DEVELOPMENT COMMISSION
250 Jewett Building
Des Moines, Iowa 50309

INDUSTRIAL DEVELOPMENTS IN IOWA
December 1, 1978, to November 30, 1979

176 EXPANSIONS

<u>COMMUNITY</u>	<u>COMPANY</u>	<u>CLASSIFICATION</u>
Albia	L & S Tools, Inc.	Machinery Except Electrical
Akron	Brown Fertilizer & Feed	Food & Kindred Products
Alden	Iowa Limestone Company	Stone, Clay & Glass Products
Algona	Snap-On Tools Corporation	Fabricated Metal Industries
Ames	Cooper's Mill	Food & Kindred Products
Ankeny	John Deere--Des Moines Works	Machinery Except Electrical
Belmond	Triggs Manufacturing Co.	Machinery Except Electrical
Bettendorf	Tri-State Toro	Motor Freight, Transportation & Warehousing
Bloomfield	Bloomfield Machinery Company	Motor Freight, Transportation & Warehousing
Boyden	Dethmers Manufacturing Company	Fabricated Metal Industries
Burlington	J. I. Case Company	Machinery Except Electrical
Cascade	Cascade Lumber Company	Lumber & Wood Products
Cascade	Webber Metal Products	Machinery Except Electrical
Cedar Falls	Deere & Company	Machinery Except Electrical
Cedar Rapids	Apache Hose & Rubber	Motor Freight, Transportation & Warehousing
Cedar Rapids	Diamond V Mills	Food & Kindred Products
Cedar Rapids	Divine Engineering, Inc.	Machinery Except Electrical

<u>COMMUNITY</u>	<u>COMPANY</u>	<u>CLASSIFICATION</u>
Cedar Rapids	Eliason & Knuth Dry Wall Company	Motor Freight, Transportation & Warehousing
Cedar Rapids	LeFebure Corporation	Fabricated Metal Industries
Cedar Rapids	Longview Fibre, Central Container Division	Paper & Allied Products
Cedar Rapids	Midland Forge, Inc.	Fabricated Metal Industries
Cedar Rapids	Rockwell International, Graphic Systems Division	Machinery Except Electrical
Clarinda	Clarinda Company	Printing, Publishing & Allied Industries
Clarinda	Hoover NSK	Machinery Except Electrical
Clarinda	Lisle Corporation	Fabricated Metal Industries
Clarinda	Page Manufacturing Company	Machinery Except Electrical
Clarinda	Wilson Foods Corporation	Food & Kindred Products
Clear Lake	Best Way, Inc.	Machinery Except Electrical
Clear Lake	Sperry Univac	Machinery Except Electrical
Clive	Centennial Warehousing Plaza	Motor Freight, Transportation & Warehousing
Clive	Safemark Division, B.I.C. Inc.	Motor Freight, Transportation & Warehousing
Davenport	Caterpillar Tractor Company	Machinery Except Electrical
Davenport	Deere & Company	Machinery Except Electrical
Davenport	Gierke Robinson	Motor Freight, Transportation & Warehousing
Davenport	The Kartridg Pak Company	Machinery Except Electrical
Davenport	Oscar Mayer & Company, Inc.	Food & Kindred Products
Davenport	Warren Packaging Corporation	Paper & Allied Products
Decorah	Camcar-Textron	Fabricated Metal Industries
Decorah	Rockwell International--Decorah	Electrical Machinery, Equipment & Supplies

<u>COMMUNITY</u>	<u>COMPANY</u>	<u>CLASSIFICATION</u>
Denison	Bohlmann, Inc.	Stone, Clay & Glass Products
Denison	CESH Corporation	Machinery Except Electrical
Des Moines	American Can Company	Rubber & Miscellaneous Plastic Products
Des Moines	Capital City Belting Company	Motor Freight, Transportation & Warehousing
Des Moines	Clarklift of Des Moines	Motor Freight, Transportation & Warehousing
Des Moines	Eagle Iron Works	Primary Metal Industries
Des Moines	C. E. Erickson Company	Furniture & Fixtures
Des Moines	W. W. Grainger, Inc.	Motor Freight, Transportation & Warehousing
Des Moines	Jacobsen Warehouse Company	Motor Freight, Transportation & Warehousing
Des Moines	Library Binding Service	Printing, Publishing & Allied Industries
Des Moines	Massey-Ferguson, Inc.	Machinery Except Electrical
Des Moines	Meredith Corporation	Printing, Publishing & Allied Industries
Des Moines	Mid-America Warehousing, Inc.	Motor Freight, Transportation & Warehousing
Des Moines	Parr Manufacturing Company	Machinery Except Electrical
Des Moines	Townsend Engineering Company	Machinery Except Electrical
Des Moines	Wyeth Company	Motor Freight, Transportation & Warehousing
Dubuque	Mi-T-M Corporation	Machinery Except Electrical
Dyersville	Ertl Company	Primary Metal Industries
Eldora	Dayco Corporation	Rubber & Miscellaneous Plastic Products

<u>COMMUNITY</u>	<u>COMPANY</u>	<u>CLASSIFICATION</u>
Emmetsburg	Durnell Engineering Inc.	Machinery Except Electrical
Fairfield	Harper Brush Works	Miscellaneous Manufacturing Industries
Fort Madison	Amax Molybdenum Company Division of Amax Inc.	Chemicals & Allied Products
Fort Madison	John H. Breck, Inc.	Chemicals & Allied Products
Fort Madison	Chevron Chemical Company	Chemicals & Allied Products
Fort Madison	E. I. Du Pont de Nemours	Chemicals & Allied Products
Fort Madison	E. I. Du Pont de Nemours	Chemicals & Allied Products
Fort Madison	Firstmiss Inc.	Chemicals & Allied Products
Fort Madison	Fort Madison Can Company	Fabricated Metal Industries
Fort Madison	Fruehauf Corporation	Transportation Equipment
Fort Madison	Hall Towing, Inc.	Motor Freight, Transportation & Warehousing
Fort Madison	Iowa State Industries	Furniture & Fixtures
Fort Madison	Langenbach Wood Products, Inc.	Lumber & Wood Products
Fort Madison	Merschman Seed Fertilizer, Inc.	Chemicals & Allied Products
Fort Madison	Mid-West Packaging Materials Company	Paper & Allied Products
Fort Madison	Sheaffer Eaton Division of Textron, Inc.	Miscellaneous Manufacturing Industries
Garner	Iowa Mold Tooling Company, Inc.	Machinery Except Electrical
Garner	Johnson American Inc.	Electrical Machinery, Equipment & Supplies
Grinnell	Stadiums Unlimited Inc.	Furniture & Fixtures
Guttenberg	Trademark Homes, Inc.	Lumber & Wood Products
Hampton	Seabee Enterprises	Machinery Except Electrical

<u>COMMUNITY</u>	<u>COMPANY</u>	<u>CLASSIFICATION</u>
Hull	Farmers Co-op Association	Food & Kindred Products
Hull	Hull Feed and Produce	Food & Kindred Products
Hull	K & O Manufacturing Company	Machinery Except Electrical
Independence	Wapsie Valley Creamery	Food & Kindred Products
Iowa City	Owens Brush, Division Cooper Laboratories	Miscellaneous Manufacturing Industries
Iowa Falls	Riverside Book & Bible	Motor Freight, Transportation & Warehousing
Jefferson	The Jefferson Company	Fabricated Metal Industries
Jesup	Hawkeye Metal Spinning	Fabricated Metal Industries
Keosauqua	Washington Manufacturing Company	Fabricated Metal Industries
Knoxville	George A. Hormel & Company	Food & Kindred Products
Knoxville	3-M Company	Paper & Allied Products
Lake Mills	Universal Circuit	Electrical Machinery, Equipment & Supplies
Le Mars	Harkers Wholesale Meat, Inc.	Food & Kindred Products
Le Mars	Supersweet Feeds	Food & Kindred Products
Le Mars	Wells Blue Bunny	Food & Kindred Products
Leon	O'Bryan Brothers Inc.	Apparel & Other Finished Products
Manchester	Prestolite Battery Company	Electrical Machinery, Equipment & Supplies
Manson	Feed Fortifiers Inc.	Chemicals & Allied Products
Marion	B & H Tank Corporation	Fabricated Metal Industries
Marion	Brenneman & Associates	Electrical Machinery, Equipment & Supplies
Marion	Hill & Williams Trucking Company	Motor Freight, Transportation & Warehousing

<u>COMMUNITY</u>	<u>COMPANY</u>	<u>CLASSIFICATION</u>
Marion	Petroleum Equipment & Service, Inc.	Fabricated Metal Industries
Marion	Vector Corporation	Machinery Except Electrical
Marion	W Truss Company	Lumber & Wood Products
Marshalltown	Fisher Wood Products	Lumber & Wood Products
Marshalltown	Gra-Iron Foundry	Primary Metal Industries
Marshalltown	Marshalltown Trowel Company	Machinery Except Electrical
Mason City	David Manufacturing Company	Machinery Except Electrical
Mason City	Lehigh Portland Cement Company	Stone, Clay & Glass Products
Mason City	Pepsi Cola Bottling Company	Food & Kindred Products
Milford	Style-Craft, Inc.	Furniture & Fixtures
Mitchellville	Billings & Gage	Food & Kindred Products
Montezuma	Lage Products Company, Inc.	Machinery Except Electrical
Monticello	Energy Manufacturing Company, Inc.	Fabricated Metal Industries
Mount Ayr	Baker Well & Manufacturing Company	Machinery Except Electrical
Mount Ayr	Mid-American Machine Products Company	Machinery Except Electrical
Mount Pleasant	Cargill Inc.	Food & Kindred Products
Muscatine	R. J. Dick Company, Inc.	Machinery Except Electrical
Muscatine	Lumber Mart	Motor Freight, Transportation & Warehousing
Muscatine	Muscatine Sheltered Workshop	Lumber & Wood Products
Muscatine	Sprouse Distributing	Motor Freight, Transportation & Warehousing
Muscatine	V. H. Willis Company	Lumber & Wood Products

<u>COMMUNITY</u>	<u>COMPANY</u>	<u>CLASSIFICATION</u>
New Sharon	Taintor Co-op	Motor Freight, Transportation & Warehousing
Oakland	Oakland Forgings Inc.	Fabricated Metal Industries
Olin	Ralston Purina Company	Food & Kindred Products
Osage	Wallace Business Forms, Inc.	Printing, Publishing & Allied Industries
Osceola	EON Technical Company	Primary Metal Industries
Osceola	Jimmy Dean Meat Company, Inc.	Food & Kindred Products
Oskaloosa	Mahaska Industries	Machinery Except Electrical
Oskaloosa	Superior Ideal Inc.	Machinery Except Electrical
Ottumwa	George A. Hormel & Company	Food & Kindred Products
Ottumwa	John Deere--Ottumwa Works	Machinery Except Electrical
Pella	Foulke Rubber Products	Rubber & Miscellaneous Plastic Products
Pella	Pella Industries Inc.	Fabricated Metal Industries
Pella	Vermeer Manufacturing Company	Fabricated Metal Industries
Red Oak	Union Carbide Corporation	Electrical Machinery, Equipment & Supplies
Renwick	Country Craft Furniture Manufacturing	Furniture & Fixtures
Riverdale	Aluminum Company of America	Primary Metal Industries
Sheldon	Roosenboom Machine & Tool	Machinery Except Electrical
Shenandoah	Eaton Corporation, Transmission Division	Machinery Except Electrical
Sioux City	Advance Industries	Fabricated Metal Industries

<u>COMMUNITY</u>	<u>COMPANY</u>	<u>CLASSIFICATION</u>
Sioux City	Bear Graphics	Printing, Publishing & Allied Industries
Sioux City	Big Soo Terminal	Motor Freight, Transportation & Warehousing
Sioux City	Concrete Products Company	Stone, Clay & Glass Products
Sioux City	De De Distributing	Motor Freight, Transportation & Warehousing
Sioux City	Erwin Weller Company	Rubber & Miscellaneous Plastic Products
Sioux City	Iowa Pork Industries Inc.	Food & Kindred Products
Sioux City	Kent Feeds, Inc.	Food & Kindred Products
Sioux City	Royal Ornamental Iron Company	Fabricated Metal Industries
Sioux City	Sherman Produce	Food & Kindred Products
Sioux City	Sioux Bee Honey	Food & Kindred Products
Sioux City	Sioux City Foundry	Primary Metal Industries
Sioux City	Sioux Land Beef	Food & Kindred Products
Sioux City	Solar-Rotonics, Inc.	Machinery Except Electrical
Sioux City	Soo Tractor Sweeprake Company, Inc.	Machinery Except Electrical
Sioux City	State Steel Supply Company	Fabricated Metal Industries
Sioux City	Temco	Transportation Equipment
Sioux City	Tupperware Home Parties	Motor Freight, Transportation & Warehousing
Spencer	Heartland Press	Printing, Publishing & Allied Industries
Spirit Lake	McQuay-Perfex Inc.	Machinery Except Electrical
Story City	Butler Manufacturing Company	Fabricated Metal Industries

<u>COMMUNITY</u>	<u>COMPANY</u>	<u>CLASSIFICATION</u>
Sumner	Overton Chemical Sales Inc.	Chemicals & Allied Products
Vinton	Dubuque Packing Company Vinton Foods Division	Food & Kindred Products
Washington	Cargill Inc.	Food & Kindred Products
Waterloo	John Deere Tractor Works	Machinery Except Electrical
Waterloo	Kroblin Transportation Systems	Motor Freight, Transportation & Warehousing
Waterloo	Weissman Steel	Fabricated Metal Industries
Waukon	Blocker Milling Service	Food & Kindred Products
Waukon	Great Plains Supply Company	Lumber & Wood Products
Waukon	Meadow Land Dairy Association	Food & Kindred Products
Waukon	Waukon Equity Co-op	Food & Kindred Products
Waverly	Bantam, Division Koehring Company	Machinery Except Electrical
Waverly	General Machine & Tool Company	Machinery Except Electrical
Webster City	Consolidated Freight	Motor Freight, Transportation & Warehousing
Webster City	Nissen Packing Company	Food & Kindred Products
West Des Moines	Delevan Corporation	Fabricated Metal Industries
West Union	Atwood Vacuum Machine Company	Fabricated Metal Industries

AD REPLIES FOR 1979
December 1, 1978 to November 30, 1979

Magazine	#1	#2	#3	#4	#5	Totals
AIPR	17	3	7	1	4	32
Area Development	63	4	4	3	8	82
Business Week	449	199	357	247	386	1638
Forbes	31	18	27	17	9	102
Plants, Sites & Parks	19	2	1	0	4	26
Site Selection Handbook	8	6	4	0	1	19
Food Processing/Foods of Tomorrow Reader Service	7	0	1	0	0	8
No Code	2	0	0	0	0	2
TOTALS	596	232	401	268	412	1909

Key: #1 - Prospects
 #2 - Consultants, Lawyers, Banks, Bond Houses, etc.
 #3 - Students, Librarians, Service People, Professors, etc.
 #4 - Foreign/Canada
 #5 - No Reply

AD REPLIES FOR 1979

<u>State</u>	<u>#1</u>	<u>#2</u>	<u>#3</u>	<u>#4</u>	<u>#5</u>	<u>Totals</u>
Alabama						
AIPR	1	0	0	0	0	1
Business Week	<u>1</u>	<u>0</u>	<u>4</u>	<u>0</u>	<u>0</u>	<u>5</u>
TOTAL:	2	0	4	0	0	6
Alaska						
Business Week	<u>0</u>	<u>1</u>	<u>4</u>	<u>0</u>	<u>0</u>	<u>5</u>
TOTAL:	0	1	4	0	0	5
Arizona						
Business Week	10	1	4	0	3	18
Forbes	<u>0</u>	<u>0</u>	<u>2</u>	<u>0</u>	<u>0</u>	<u>2</u>
TOTAL:	10	1	6	0	3	20
Arkansas						
Business Week	<u>1</u>	<u>0</u>	<u>1</u>	<u>0</u>	<u>0</u>	<u>2</u>
TOTAL:	1	0	1	0	0	2
California						
Business Week	63	31	40	0	10	144
Area Development	5	0	0	0	0	5
AIPR	3	0	0	0	0	3
Site Selection	1	1	0	0	0	2
Forbes	<u>2</u>	<u>4</u>	<u>3</u>	<u>0</u>	<u>1</u>	<u>10</u>
TOTAL:	74	36	43	0	11	164
Colorado						
Area Development	1	0	0	0	1	2
AIPR	1	0	0	0	0	1
Business Week	11	8	8	0	1	28
Food Processing	1	0	0	0	0	1
Plants, Sites & Parks	<u>1</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>1</u>
TOTAL:	15	8	8	0	2	33

AD REPLIES (Continued)

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State	#1	#2	#3	#4	#5	Totals
Iowa						
Business Week	10	2	14	0	6	32
Site Selection	1	0	0	0	1	2
Area Development	0	0	1	0	2	3
Plants, Sites & Parks	0	0	0	0	1	1
TOTAL:	<u>11</u>	<u>2</u>	<u>15</u>	<u>0</u>	<u>10</u>	<u>38</u>
Kansas						
Area Development	1	0	0	0	0	1
Business Week	2	6	1	0	1	10
TOTAL:	<u>3</u>	<u>6</u>	<u>1</u>	<u>0</u>	<u>1</u>	<u>11</u>
Kentucky						
Business Week	5	1	2	0	0	8
Forbes	2	0	0	0	0	2
TOTAL:	<u>7</u>	<u>1</u>	<u>2</u>	<u>0</u>	<u>0</u>	<u>10</u>
Louisiana						
Business Week	2	3	4	0	0	9
Area Development	1	0	0	0	0	1
Forbes	0	1	0	0	0	1
TOTAL:	<u>3</u>	<u>4</u>	<u>4</u>	<u>0</u>	<u>0</u>	<u>11</u>
Maine						
Business Week	1	2	2	0	0	5
Forbes	1	0	0	0	0	1
TOTAL:	<u>2</u>	<u>2</u>	<u>2</u>	<u>0</u>	<u>0</u>	<u>6</u>

AD REPLIES (Continued)

-5-

State	#1	#2	#3	#4	#5	Totals
Maryland						
Business Week	10	2	7	0	0	19
Forbes	<u>1</u>	<u>1</u>	<u>1</u>	<u>0</u>	<u>1</u>	<u>4</u>
TOTAL:	11	3	8	0	1	23
Massachusetts						
Business Week	11	4	11	0	4	30
Area Development	3	0	0	0	0	3
Forbes	2	4	1	0	0	7
AIPR	<u>0</u>	<u>0</u>	<u>3</u>	<u>0</u>	<u>0</u>	<u>3</u>
TOTAL:	16	8	15	0	4	43
Michigan						
Business Week	13	3	11	0	1	28
AIPR	1	0	0	0	0	1
Plants, Sites & Parks	2	0	0	0	0	2
Area Development	2	0	0	0	0	2
Forbes	2	0	0	0	2	4
No Code	<u>1</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>1</u>
TOTAL:	21	3	11	0	3	38
Minnesota						
Food Processing	2	0	0	0	0	2
Business Week	9	9	12	0	7	37
Site Selection	1	0	0	0	0	1
Forbes	0	0	2	0	0	2
Plants, Sites & Parks	<u>0</u>	<u>1</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>1</u>
TOTAL:	12	10	14	0	7	43

AD REPLIES (Continued)

-6-

State	#1	#2	#3	#4	#5	Totals
Mississippi						
AIPR	0	0	1	0	0	1
Business Week	1	0	2	0	0	3
Forbes	<u>1</u>	<u>0</u>	<u>1</u>	<u>0</u>	<u>0</u>	<u>2</u>
TOTAL:	2	0	4	0	0	6
Missouri						
Area Development	4	0	0	0	1	5
Food Processing	1	0	0	0	0	1
Business Week	6	11	8	0	3	28
Forbes	0	1	0	0	0	1
AIPR	<u>0</u>	<u>0</u>	<u>1</u>	<u>0</u>	<u>1</u>	<u>2</u>
TOTAL:	11	12	9	0	5	37
Montana						
Business Week	<u>0</u>	<u>0</u>	<u>2</u>	<u>0</u>	<u>2</u>	<u>4</u>
TOTAL:	0	0	2	0	2	4
Nebraska						
Business Week	7	0	6	0	3	16
Area Development	1	1	0	0	0	2
Site Selection	0	0	1	0	0	1
Forbes	<u>0</u>	<u>0</u>	<u>1</u>	<u>0</u>	<u>0</u>	<u>1</u>
TOTAL:	8	1	8	0	3	20
Nevada						
Business Week	5	2	0	0	0	7
Forbes	<u>1</u>	<u>0</u>	<u>1</u>	<u>0</u>	<u>0</u>	<u>2</u>
TOTAL:	6	2	1	0	0	9

AD REPLIES (Continued)

-7-

State	#1	#2	#3	#4	#5	Totals
New Hampshire						
Business Week	<u>2</u>	<u>3</u>	<u>1</u>	<u>0</u>	<u>0</u>	<u>6</u>
TOTAL:	2	3	1	0	0	6
<hr/>						
New Jersey						
Business Week	18	3	8	0	6	35
Area Development	3	0	0	0	0	3
Forbes	1	0	3	0	0	4
Food Processing	1	0	0	0	0	1
Site Selection	0	1	1	0	0	2
Plant, Sites & Parks	<u>0</u>	<u>1</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>1</u>
TOTAL:	23	5	12	0	6	46
<hr/>						
New Mexico						
Business Week	<u>0</u>	<u>0</u>	<u>3</u>	<u>0</u>	<u>0</u>	<u>3</u>
TOTAL:	0	0	3	0	0	3
<hr/>						
New York						
Business Week	59	40	46	0	29	174
Area Development	9	2	0	0	2	13
Site Selection	1	2	0	0	0	3
Forbes	6	2	6	0	2	16
Plants, Sites & Parks	1	0	0	0	0	1
AIPR	<u>0</u>	<u>1</u>	<u>1</u>	<u>0</u>	<u>0</u>	<u>2</u>
TOTAL:	76	47	53	0	33	209

AD REPLIES (Continued)

-8-

State	#1	#2	#3	#4	#5	Totals
North Carolina						
Business Week	1	0	5	0	0	6
Area Development	<u>1</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>1</u>
TOTAL:	2	0	5	0	0	7
North Dakota						
Area Development	1	0	0	0	0	1
Business Week	0	0	1	0	0	1
Plants, Sites & Parks	<u>0</u>	<u>0</u>	<u>1</u>	<u>0</u>	<u>0</u>	<u>1</u>
TOTAL:	1	0	2	0	0	3
Ohio						
Area Development	3	0	2	0	0	5
Business Week	20	6	14	0	6	46
AIPR	3	1	0	0	0	4
Forbes	3	0	0	0	0	3
Food Processing	0	0	1	0	0	1
Plants, Sites & Parks	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>1</u>	<u>1</u>
TOTAL:	29	7	17	0	7	60
Oklahoma						
Business Week	4	2	2	0	0	8
Area Development	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>1</u>	<u>1</u>
TOTAL:	4	2	2	0	1	9
Oregon						
Business Week	5	0	3	0	0	8
Plants, Sites & Parks	<u>1</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>1</u>
TOTAL:	6	0	3	0	0	9

AD REPLIES (Continued)

-9-

State	#1	#2	#3	#4	#5	Totals
Pennsylvania						
Plants, Sites & Parks	3	0	0	0	0	3
Business Week	35	5	15	0	5	60
AIPR	1	0	0	0	0	1
Forbes	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>1</u>	<u>1</u>
TOTAL:	39	5	15	0	6	65
Rhode Island						
Forbes	1	0	1	0	0	2
Business Week	<u>0</u>	<u>2</u>	<u>1</u>	<u>0</u>	<u>0</u>	<u>3</u>
TOTAL:	1	2	2	0	0	5
South Carolina						
Business Week	2	0	3	0	1	6
Forbes	<u>1</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>1</u>
TOTAL:	3	0	3	0	1	7
South Dakota						
Site Selection	1	0	0	0	0	1
Business Week	<u>2</u>	<u>1</u>	<u>1</u>	<u>0</u>	<u>0</u>	<u>4</u>
TOTAL:	3	1	1	0	0	5
Tennessee						
Business Week	3	0	3	0	0	6
TOTAL:	<u>3</u>	<u>0</u>	<u>3</u>	<u>0</u>	<u>0</u>	<u>6</u>

AD REPLIES (Continued)

-10-

State	#1	#2	#3	#4	#5	Totals
Texas						
Business Week	11	7	20	0	4	42
Area Development	4	0	0	0	0	4
AIPR	1	0	0	0	0	1
Plants, Sites & Parks	1	0	0	0	0	1
Forbes	0	4	0	0	0	4
Site Selection	0	1	0	0	0	1
TOTAL:	<u>17</u>	<u>12</u>	<u>20</u>	<u>0</u>	<u>4</u>	<u>53</u>
Utah						
Business Week	<u>2</u>	<u>3</u>	<u>4</u>	<u>0</u>	<u>0</u>	<u>9</u>
TOTAL:	<u>2</u>	<u>3</u>	<u>4</u>	<u>0</u>	<u>0</u>	<u>9</u>
Vermont						
Business Week	<u>0</u>	<u>1</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>1</u>
TOTAL:	<u>0</u>	<u>1</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>1</u>
Virginia						
Business Week	8	1	10	0	4	23
AIPR	<u>0</u>	<u>0</u>	<u>1</u>	<u>0</u>	<u>0</u>	<u>1</u>
TOTAL:	<u>8</u>	<u>1</u>	<u>11</u>	<u>0</u>	<u>4</u>	<u>24</u>
Washington						
Business Week	2	1	1	0	4	8
AIPR	1	1	0	0	0	2
Area Development	1	0	0	0	0	1
Forbes	<u>0</u>	<u>0</u>	<u>1</u>	<u>0</u>	<u>1</u>	<u>2</u>
TOTAL:	<u>4</u>	<u>2</u>	<u>2</u>	<u>0</u>	<u>5</u>	<u>13</u>

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