

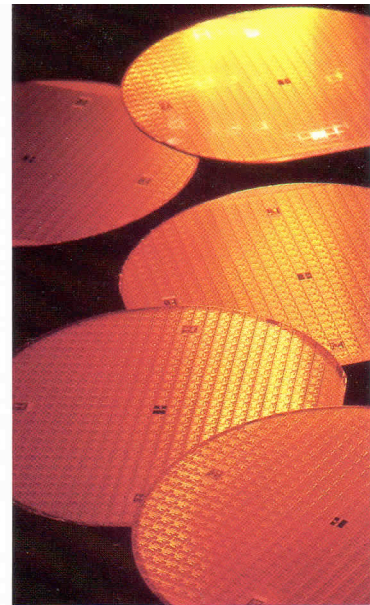
PLASTICS POWER!

**IOWA AREA
DEVELOPMENT
GROUP**

A SHINING EXAMPLE

Iowa outshines the rest for plastics industry profits. In a recent study comparing Iowa to 10 leading plastics-producing states, Iowa plastics firms showed the **lowest cost** as a percentage of shipments and the **highest value-added investment return** per employee and per payroll dollar.

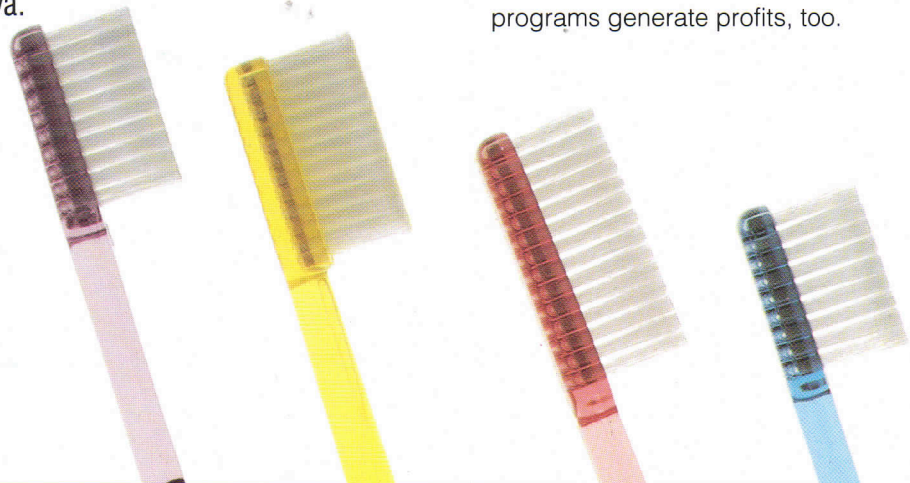
Conducted by an independent researcher, the study serves as a valuable business barometer for plastics industries. From workers to work sites, from processing to distribution, profits take shape faster in Iowa.



ENERGIZED WORK FORCE Generates Productivity

Plug into Iowa's dynamic work force. Iowa provides a steady supply of skilled workers who are well-suited for high-tech plastics industries. Iowa's highly regarded education system — one of the nation's best — translates to superior productivity on the job. That's why Iowa generates the highest value-added investment return per employee and per payroll dollar. Of 11 plastics producers studied, Iowa *generated* the highest investment return — \$70,366 per employee.

Iowa's innovative job training programs generate profits, too.



From customized on-the-job training to on-campus classes at one of 15 community colleges, Iowa offers valuable financial and educational incentives. Plastics industries can save thousands of dollars in start-up and operational costs, while getting workers up to speed *fast*. And, Iowa's well-educated workers adapt quickly to changes in processes and technology.

HIGH-VOLTAGE MARKET ACCESS **Generates Sales**

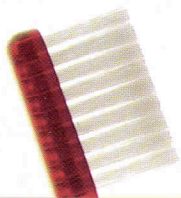
Harness Iowa's market power. Iowa's well-developed transportation network allows quick, easy and affordable market access. Major metropolitan markets, from Detroit to Denver, are within a day's drive of Iowa. Located at the intersection of two transcontinental interstates and bordered by two navigable rivers, Iowa's strategic location keeps you in touch with suppliers and buyers at state, regional, national and international levels.

CHARGED BUSINESS CLIMATE **Generates Profits**

Galvanize profits in Iowa's *pro-plastics* business climate. Iowa plastics industries enjoy a low cost of business entry and a low cost of doing business. When compared to leading plastics-producing states, Iowa plastics plants had the **lowest cost as a percentage of total plastics shipments** (46.4 percent).

Following are some of the ways Iowa *custom-molds* a profitable business climate:

- Corporate income tax based only on in-state sales.
- No property tax on inventory.
- Right-to-work state.
- 50 percent deduction of federal income tax paid on Iowa sales.
- No sales and use taxes on: manufacturing machinery and equipment; computers and packaging containers sold to retailers or manufacturers; and pollution control equipment.
- Local property tax on machinery and equipment assessed at 30 percent of net acquisition cost.
- Unemployment insurance for new manufacturers averages \$119 per employee. Workers' compensation for the average Iowa manufacturer is \$2.62 per \$100 of payroll.
- Tax credits available for research and development and new jobs creation.
- Customized training and up to 50 percent reimbursement of new employees' on-the-job training wages.





CURRENT TECHNOLOGY

Generates Innovation

Iowa's research and education resources add the spark of innovation and technology to plastics industries. Iowa's three state universities, private schools and 15 community colleges work closely with industry in the development and application of new technologies.

Another plus for plastics, the **Iowa Plastics Technology Center** offers specialized services such as employee training, research in recycling and other areas, and technology transfer. The center is a cooperative venture of the University of Northern Iowa, Iowa State University, the Hawkeye Institute of Technology and private companies.

POWER SOURCE

Generates Results

Tap the Iowa **Area Development Group's** powerhouse of site-selection services. Formed by consumer-owned Iowa electric companies, IADG is a private, state-wide development group. IADG's sophisticated experience, extensive data resources and tailored business-entry assistance packages provide a practical way to access Iowa's profit potential.

Plastics producers find the *lowest cost* and *highest return*, in Iowa. Copies of this enlightening research are available now. To learn more about how plastics profits shine in Iowa, write or call IADG. We'll send you a **free** copy of the 11-state **plastics industry research** results, power-packed with profitable information.

Iowa Area Development Group

A Powerhouse of Site-Selection Services