



HIGHLIGHTS OF 1965 ACTIVITIES

INDUSTRIAL
DEVELOPMENT
DEPARTMENT

CHICAGO AND
NORTH WESTERN
RAILWAY

CHICAGO AND NORTH WESTERN RAILWAY COMPANY
400 WEST MADISON STREET, CHICAGO, ILLINOIS 60606

GENE F. CERMAK
ASSISTANT VICE PRESIDENT—
INDUSTRIAL DEVELOPMENT
AND
ON-LINE SALES

April, 1966

Mr. R. C. Stubbs
Vice President — Traffic

Industrial Development activity continued its fast pace during 1965. Our inquiry level exceeded 1964 and industries located set a new record exceeding 1964 by \$3,831,085 in estimated C&NW annual gross revenue.

1965 was a record year for the American economy and in particular the midwest area we serve. The influence of agribusiness was strongly felt. Agriculture and its supporting suppliers and markets, i.e., fertilizer, food processing and meat packing each were prominent in the types of industries located along our Railway. The story of meat packing, and fertilizer and feed centers are given detailed examination in this report.

It is also evident from the number of inquiries received for sites and the number of general warehouses located in 1965, that a changing pattern of distribution is underway as producers seek to get closer to their markets and reduce their distribution expense.

The Industrial Development Department continued to receive the support and cooperation from our associates in the Traffic Department and the other departments so vitally needed to successfully carry forward our efforts. We take this opportunity to offer our sincere thanks.

The detailed information on our year's activities is set forth in this report.

Respectfully submitted,

Gene F. Cermak

GENE F. CERMAK

CHICAGO AND NORTH WESTERN INDUSTRIAL

OUR STAFF

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Bob Lithgow

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RAILWAY DEVELOPMENT DEPARTMENT

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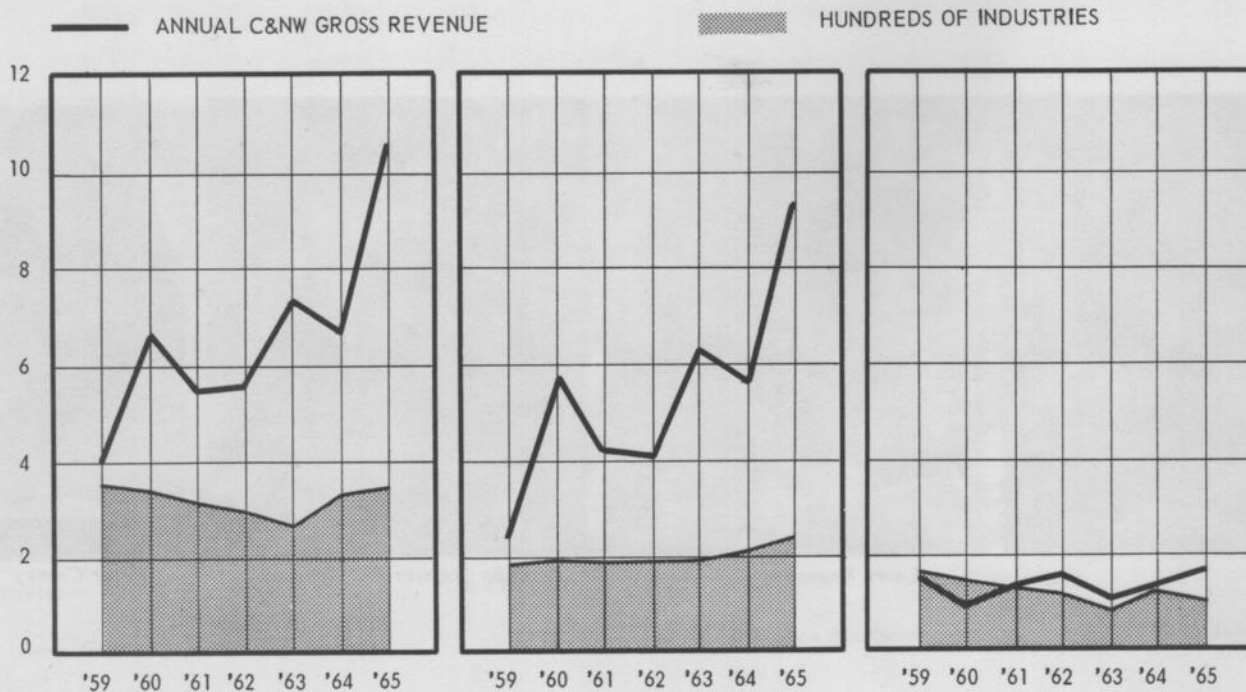
Activities At A Glance

	1965	1964
New Customers	224	211
Old Customers With New Business	106	122
C&NW Annual Gross Revenues		
New Customers	\$ 9,382,760	\$ 5,620,779
Old Customers With New Business	1,163,325	1,132,217
Capital Expenditures New And Old Customers	116,604,050	35,577,499

NEW CUSTOMERS AND OLD CUSTOMERS WITH NEW BUSINESS

NEW CUSTOMERS

OLD CUSTOMERS WITH NEW BUSINESS



An aerial photograph of a large industrial complex, likely a warehouse or distribution center. The facility features a massive, rectangular building with a flat roof, surrounded by extensive parking areas filled with cars. To the left of the main building, there are several smaller structures, including a prominent spherical storage tank. The surrounding landscape is a mix of flat, open land and some distant residential or commercial areas. The sky is clear and bright.

Our New Customers



Our New Customers

The industrial boom which we reported in our 1964 Highlights continued on into 1965 at an even more accelerated pace than we predicted. Three hundred fifty new or expanded industries, 17 more than in 1964, and the largest number since records have been kept by the Industrial Development Department, were located or expanded in 1965 along the lines of the Chicago and North Western Railway. Annual C&NW gross revenues from these new or expanded industries is \$10,546,085, an increase of \$3,793,089 or 56% over the amount reported for 1964. Revenues are predicated on full productive output being reached in about three years. Not only were more plants reported, but C&NW annual gross revenues per industry increased from over \$26,000 to \$38,000 per plant.

The qualitative aspect of this boom can be further appreciated by comparing capital expenditures for the new or expanded plants. In 1964, 58% of the plants built or expanded reported capital expenditures of \$35,577,499.

Sixty two percent of the plants built or expanded in 1965 reported \$116,604,050 in capital expenditures for plant construction. This is an increase of 228% or over \$81,000,000. The amount shown for capital expenditures would have been larger had all companies reported, but for various reasons many companies are reluctant to report these costs.

From corn to cars in a year and a half. That's the story of the Chrysler Assembly Plant at Belvidere, Illinois. The fast pace which marked the construction of this plant was a continuation of the rapid fire sequence of events which preceded its construction.

A phone call started it all in early October 1963. By December 5, 1,300 acres of land had been optioned, proper zoning and annexation, soil tests, and title search completed; with construction of rail yards and land grading and clearance underway. This action led Chrysler's top management to comment in writing:



*Before and after showing
the changes wrought by the
huge Chrysler Assembly
plant at Belvidere,
Illinois.*



"The exceptional performance by Chicago and North Western people in providing a high volume of important facts and services in a very short time was of great benefit in helping us reach a decision in line with our timing requirements. I think it can be summed up best by saying this is the most 'unrailroad like' job we have ever seen a railroad do, reflecting a management pace more normally associated with a high volume manufacturing organization".

Literally, this saved Chrysler 6 to 8 weeks time they had allocated for site selection and preparation.

By December 26, 1963 land had been graded and construction of the plant itself begun.

Limited production started in August, 1965 and the plant is now expected to reach full capacity on a two-shift basis with the introduction of the 1967 models in September of 1966. The inbound parts and material and the outbound finished automobiles will produce approximately \$4,779,200 in C&NW annual gross revenue, when in full production.

The effect of Chrysler's Belvidere Assembly Plant is being felt over the entire area of Northern Illinois, and Southern Wisconsin. It will be one of the largest employers in the region, with one of the largest payrolls. Expenditures on the part of the Railway in excess of \$2,000,000 were required to rehabilitate the Freeport Line to Belvidere and construct modern yards and loading facilities.

The plant is located on approximately 300 acres of land, with the main assembly plant itself covering over 50 acres of ground, or 2.3 million square feet. The Chrysler name is expected to attract other industries to the area and, to that end, the North Western has approximately 600 acres of excellent industrial land available adjacent to the plant. This property is being actively developed as an industrial district.

An aerial view of Inland Steels' new Milwaukee plant showing balloon yard tracks which play an integral part in the mass production operation of this facility.



An old industry, never before reached by the C&NW, is now being served. A new siding was constructed in the Cargill grain storage facility at Savage, Minnesota. It is anticipated this will bring in approximately \$375,000 per year in C&NW gross revenue.

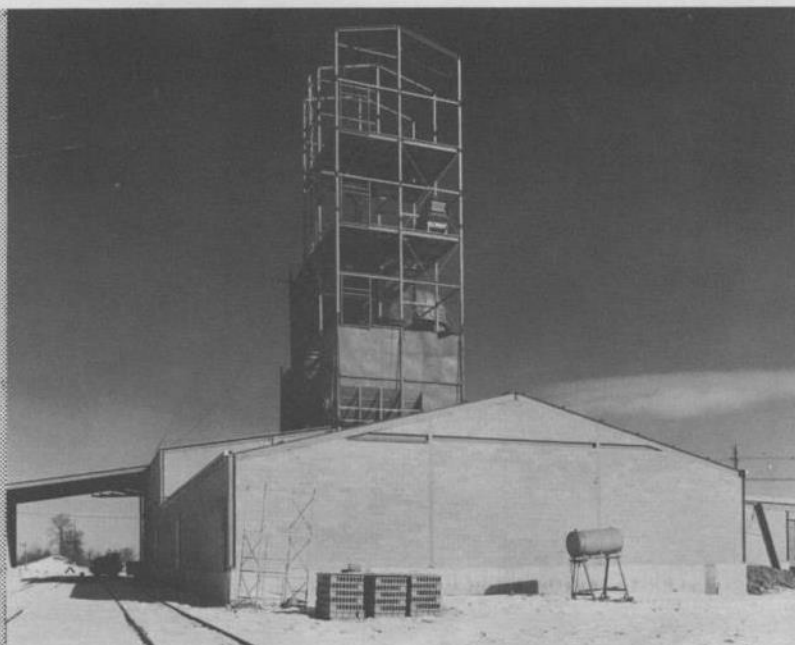
An 1,300,000 cubic foot freezer warehouse with capacity to freeze 300,000 lbs. of food per day was placed in operation by Worthington Freezer Warehouse, Inc., at Worthington, Minnesota during 1965. The plant, which was built at a cost of \$400,000, will serve the frozen food processors in the southern Minnesota area in addition to the nearby Armour plant at Worthington. The increasing acceptance by the American housewife of frozen vegetables, fruits and meats and availability of dependable mechanically refrigerated trailers and rail cars are responsible for development of this type of industry in the lush agricultural area of Southern Minnesota. The future of our expansion in the handling of this type of traffic is predicated on our having an ample supply of mechanically refrigerated cars. Anticipated annual C&NW gross revenue is \$160,960. This plant

is the largest freezer warehouse in the country, built of modular insulated panels.

Until recently, Wisconsin, an important agricultural state, was without a significant animal feed mill and distribution center. There have been several located along the North Western in the last few years, the latest being the \$250,000 operation of Central Soya located in the Verona area of Madison, Wisconsin. This facility will produce approximately 96,000 tons of feed per year, resulting in approximately \$184,209 C&NW annual gross.

The meat packing industry long known and famous for its using everything but the "squeal", is now being joined by the forest products industry as an efficient raw materials user. The Rock Island Millwork this year, began operation of a 91,000 square foot particle board manufacturing plant on a 25 acre site near Marinette. This plant which cost \$3,000,000 will make particle board by compressing woodchips. When in full operation, it is expected to produce approximately \$120,000 C&NW gross revenue annually.

*Central Soya's new animal
feed mix facility at
Madison, Wisconsin.*

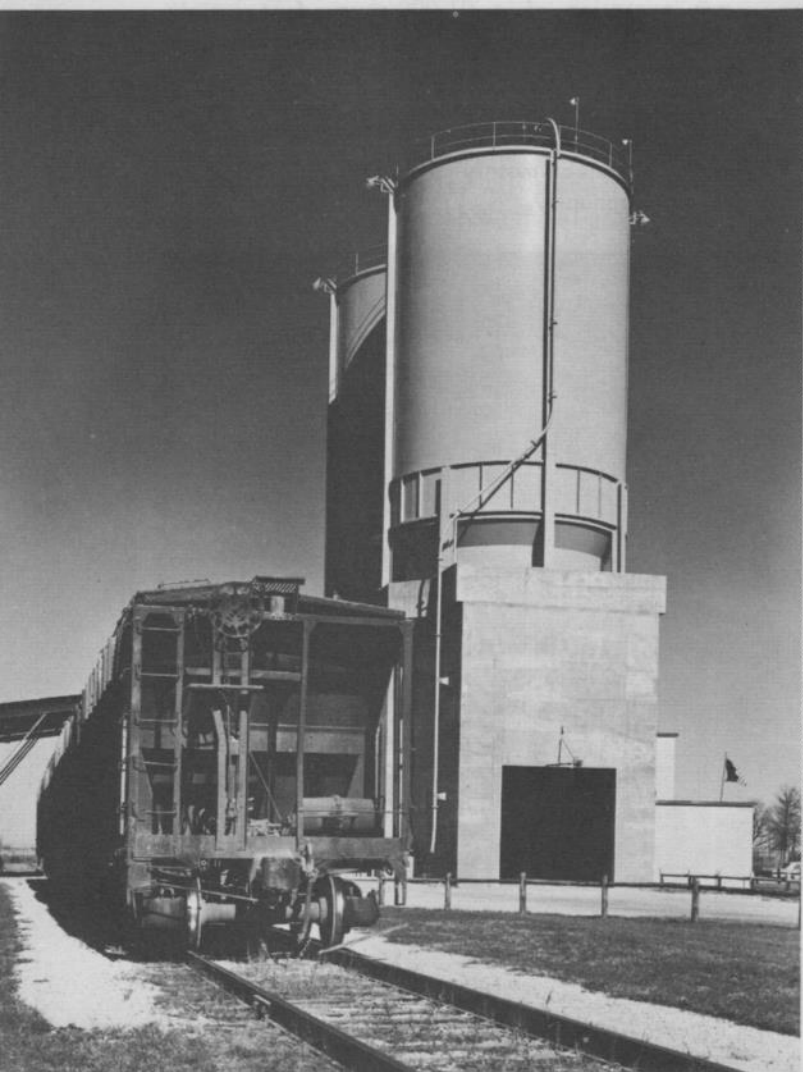




In operation for short time the Wayne Feeds' mixing plant at Janesville, Wisconsin is slated for further expansion soon.

The changing distribution patterns of the products of American industry which have resulted from the adoption of the total marketing concept has created a demand for general warehousing facilities. The Murphy Warehouse Company recently completed a \$600,000 structure which will serve such well-known appliance manufacturers as Whirlpool and Torro. The warehouse will have a capacity of 102,000 square feet and produce \$150,000 annual C&NW gross revenue.

The North Western is the home for many big names in the paper industry. A new one in the Chicago area is Union Bag-Camp Paper Corporation, recently located in the Des Plaines Industrial Park on our line at Des



One of several Lehigh Portland Cement Co. distribution centers located on the North Western is this new one at South Beloit, Illinois. It is served exclusively by the C&NW.



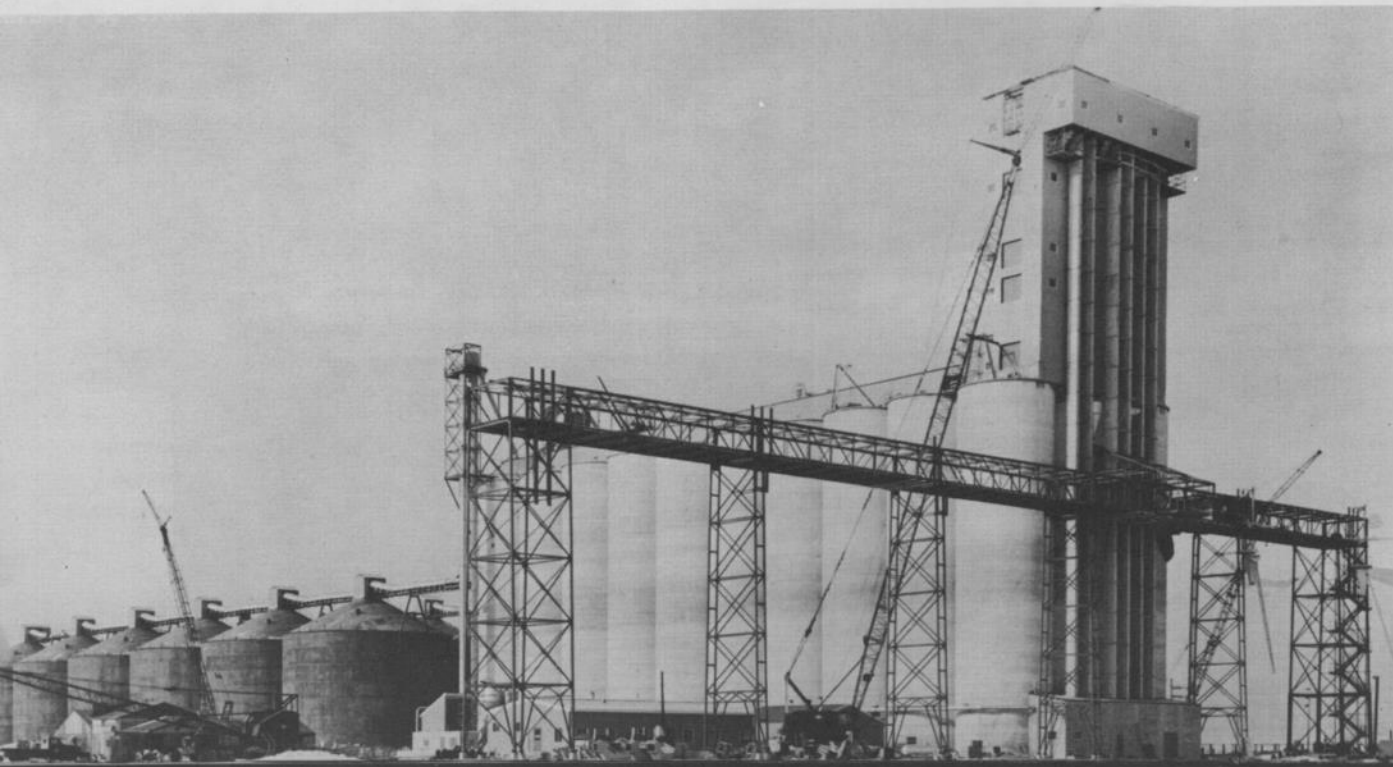
M.I.D. Packing Company, Luverne, Minnesota is one of the new large independent packing companies.



Iowa Beef Packers, Inc. Dakota City, Nebraska Plant.

New building being added to Gruman Steel's plant at Plymouth, Minnesota.





A view of the recently completed five-million bushel grain elevator at Superior, Wisconsin. Built and served exclusively by the North Western, this facility will be leased by Continental Grain Company.

Plaines, Illinois. Union Bag will make paper boxes in the 309,000 square foot building. When in full production, it is expected this plant will produce \$207,750 C&NW annual gross revenue.

The first unit of a four unit steel fabricating and assembly plant was put into operation on the northwest side of Milwaukee in 1965 by Inland Steel Products Co. The plant, located on about 80 acres, employs a unique balloon type switch yard arrangement which plays a key role in the mass production assembly of prefabricated school building structures.

In addition to helping locate the plant,

the North Western has designed and built special flat cars for Inland's use in handling the plant's output.

Close cooperation between the city of Milwaukee and the C&NW played an important part in inducing Inland to locate there. The facility is served exclusively by the C&NW and will produce approximately \$420,000 C&NW annual gross revenue.

Constructed at a cost of 3½ million dollars, the building covers 100,000 square feet of area and employs 100 people. Plans are being made to add three similar units in the near future.

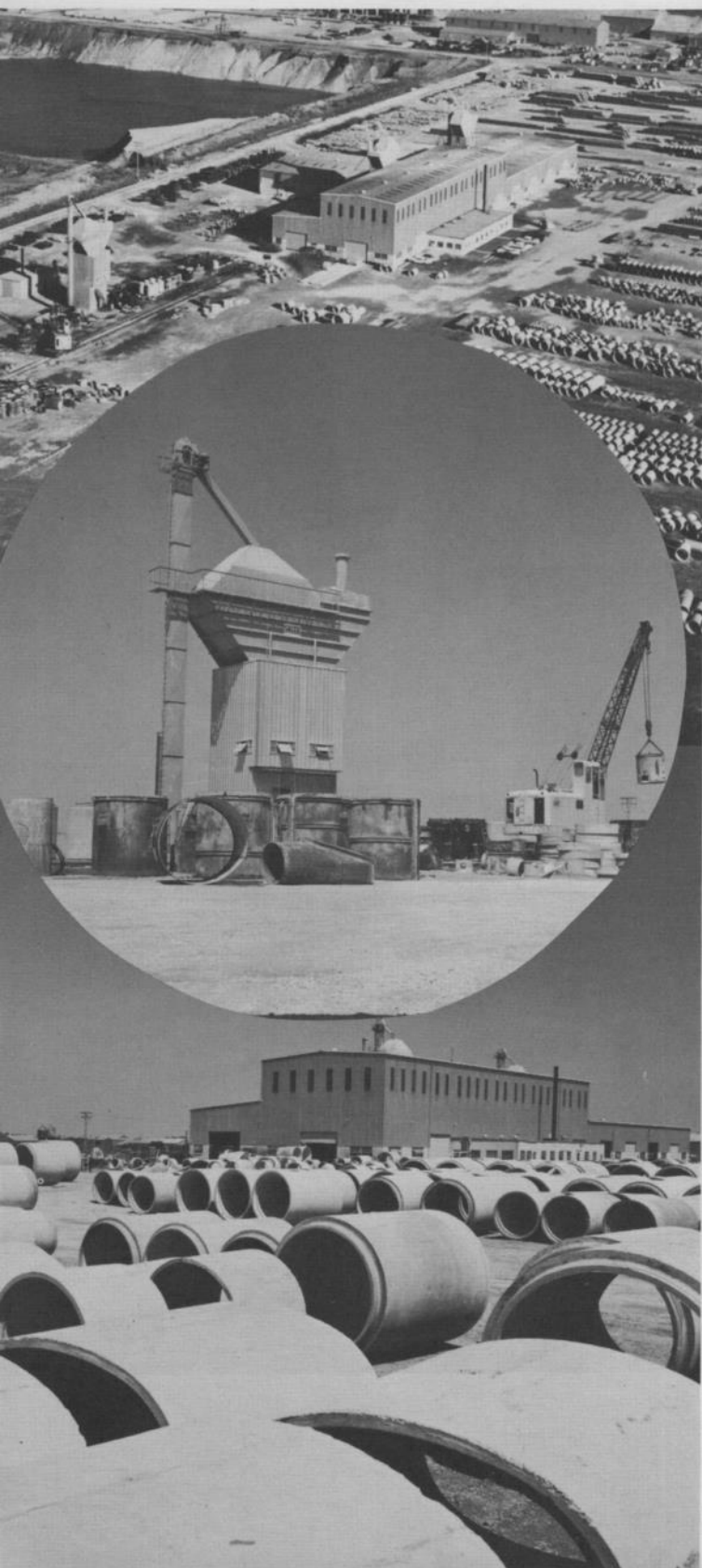
The Max Phillips & Sons scrap metal and steel fabricating plant, formerly served by the Milwaukee Road at Eau Claire, Wisconsin has moved to the new Chippewa Valley Industrial Park which is served exclusively by the North Western. This facility will produce approximately \$136,850 C&NW annual gross revenue and has attracted to the area at least one other satellite company, the Phoenix Steel Company, which will produce an additional \$67,000 C&NW annual gross revenue when in full production. Phoenix is a steel fabricator.

A new meat packing plant located in the heart of the Corn Belt is being built by the

Tama Packing Company at Tama, Iowa. Tama Packing is one of the new and larger independent packing companies that are partially financed locally. This plant is to be served exclusively by the C&NW Railway, and will cost in excess of \$2,000,000 to build and will yield \$620,880 C&NW annual gross. The plant which is approximately 50% complete, is scheduled to be in production about August, 1966.

Chicago's water filtration and treatment plant is the largest in the world, and is served exclusively by the C&NW.

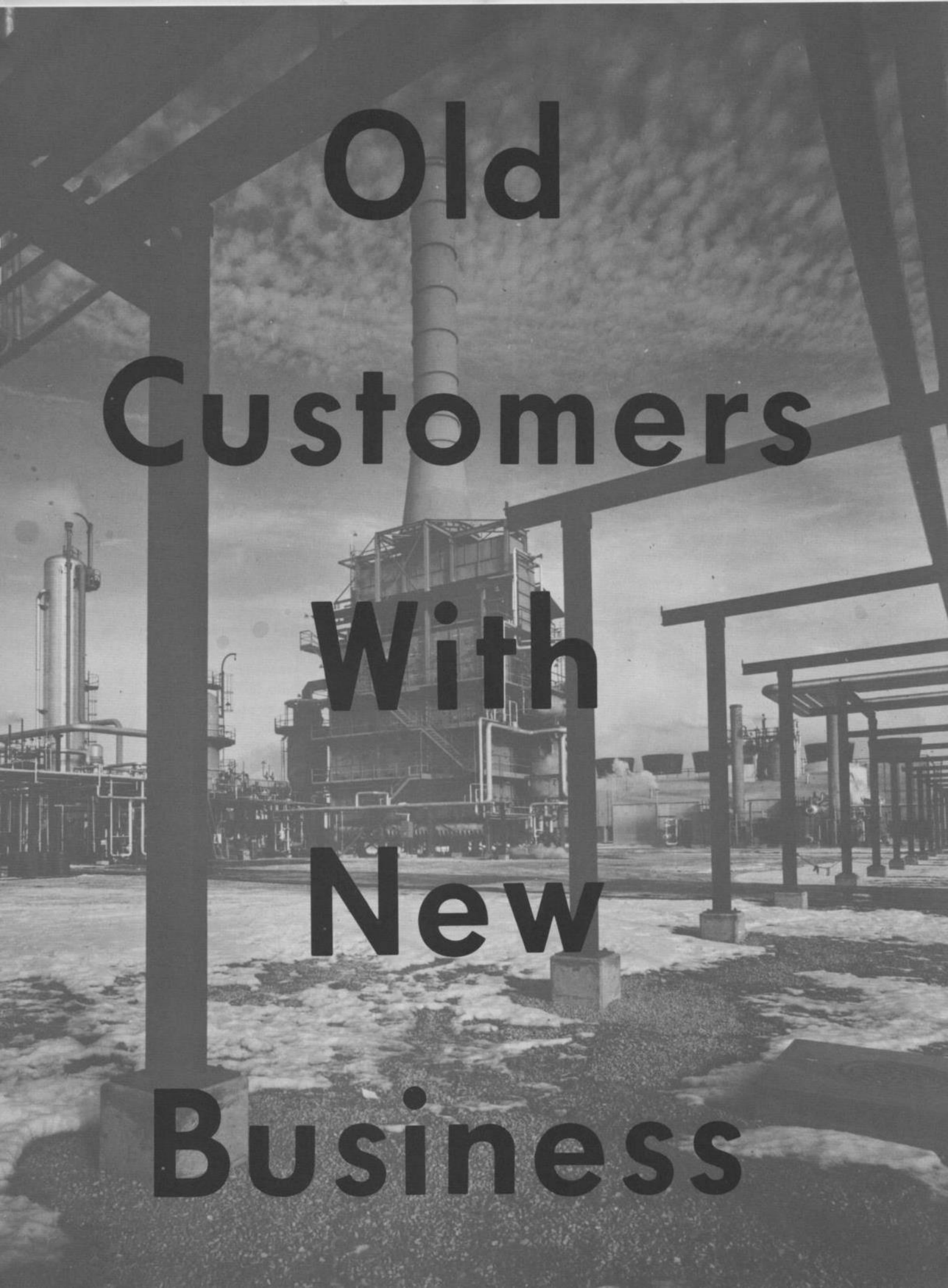




The location of one plant in an area often brings satellites in related industries. Such is the case of the Ryerson Steel warehouse and distribution center at Plymouth, Minnesota. It is located in the J. Gruman Steel Corporation, Steel Fabricating Plant, which we reported in 1964. The Ryerson facility is expected to produce \$120,500 C&NW annual gross revenue when in full operation.

The North Western was the successful suitor in the location of the Anchor Hocking Glass Corporation distribution and manufacturing plant at Gurnee, Illinois. After thinking several times that the plant was lost as a location on the North Western, diligent pursuit of this firm won out and their 270,000 square foot glass bottle manufacturing plant and warehouse are now located in the Gurnee Industrial District. The warehouse completed early in 1965 has a storage area of approximately 170,000 square feet. Construction was started in 1965 on a glass bottle manufacturing facility to be located in a building immediately adjacent to the warehouse. The aggregate cost of both units will be approximately \$10,000,000. This plant is served exclusively by the North Western, and will produce an estimated \$217,000.00 in annual gross revenue.

Interpace Corporation, South Beloit, is a large supplier of cast prestressed concrete pipe.



**Old
Customers
With
New
Business**

Old Customers With New Business

The same economic forces responsible for the location of many of our new customers also influenced the expansion of plant facilities of our present customers. It is significant that the largest part of our expansions reported are in the same commodity groups as reported in 1964.

The fact that these expansions have occurred at existing facilities indicates the growing market to be served by these producers within our service territory.

Commodity	Number of Expansions	C&NW Gross
Feed & Grain	18	\$ 128,286
Fertilizer Distribution & Blending	52	239,896
Food Processing & Distribution	5	140,678

Hawkeye Chemical, already one of the largest ammonia fertilizer manufacturers in our

area, further increased its productive capacity and distribution facilities at Clinton, Iowa. This expansion, built at a cost in excess of ten million dollars will produce approximately \$125,000 additional C&NW gross revenue annually.

Kimberly Clark Corporation's Niagara, Wisconsin pulp mill had its capacity increased to produce 100 tons of pulp per day. When the work on this is complete, we will increase our annual gross revenue from this plant by \$18,662.

At Waxdale, Wisconsin, S. C. Johnson & Company has added a new wax and household products facility encompassing a 161,000 square foot building, built at a cost of \$1,500,000. This expanded capacity will produce approximately 800 carloads annually for the North Western or about \$140,000 per year in C&NW gross revenue. This plant will be served exclusively by the North Western.

Land O'Lakes Creamery completed expansion of their creamery at Mountain Lake, Minnesota. Built at a cost of over \$200,000, this expansion is expected to increase our annual gross revenue by \$73,000.

Boden Products and O K Papers

two recent newcomers to our Franklin Park Industrial District.



A black and white photograph featuring a stack of papers, a map, and drafting tools. The stack of papers is fanned out, showing various forms and tables. One prominent form has a table with columns and rows of numbers. The papers are resting on a map. A large compass and a ruler are also visible on the map. The text 'Promoting An Ideal Marriage' is overlaid on the image in a large, bold, sans-serif font.

Promoting

An

Ideal

Marriage

Promoting An Ideal Marriage

Matching clients and their requirements with suitable sites in specified areas and helping communities find desirable industry is the important function of our department. This involves acting as a clearing house for information on land sites, developing data on market concentrations, raw materials sources, etc., and supplying third party anonymity for site seekers. These efforts for 1965, with continuing emphasis on agri-business, are detailed here.

MEAT, FEED AND FERTILIZER

Considerable publicity has been given in recent years to the so-called decentralization of the meat packing industry. For instance, it is well known that a number of older plants at terminal markets have been closed. At the same time, new plants have been built at country points, though not necessarily by the same companies.

Also indicative of this trend through the country is the increase of total purchases of livestock at sources other than terminal markets. In 1923, 90% of all cattle were purchased at terminal stockyards. In 1961, this was reduced to 42%. Of hogs bought in 1923, 76% were purchased at terminal stockyards. In 1961 this was reduced to 29%.

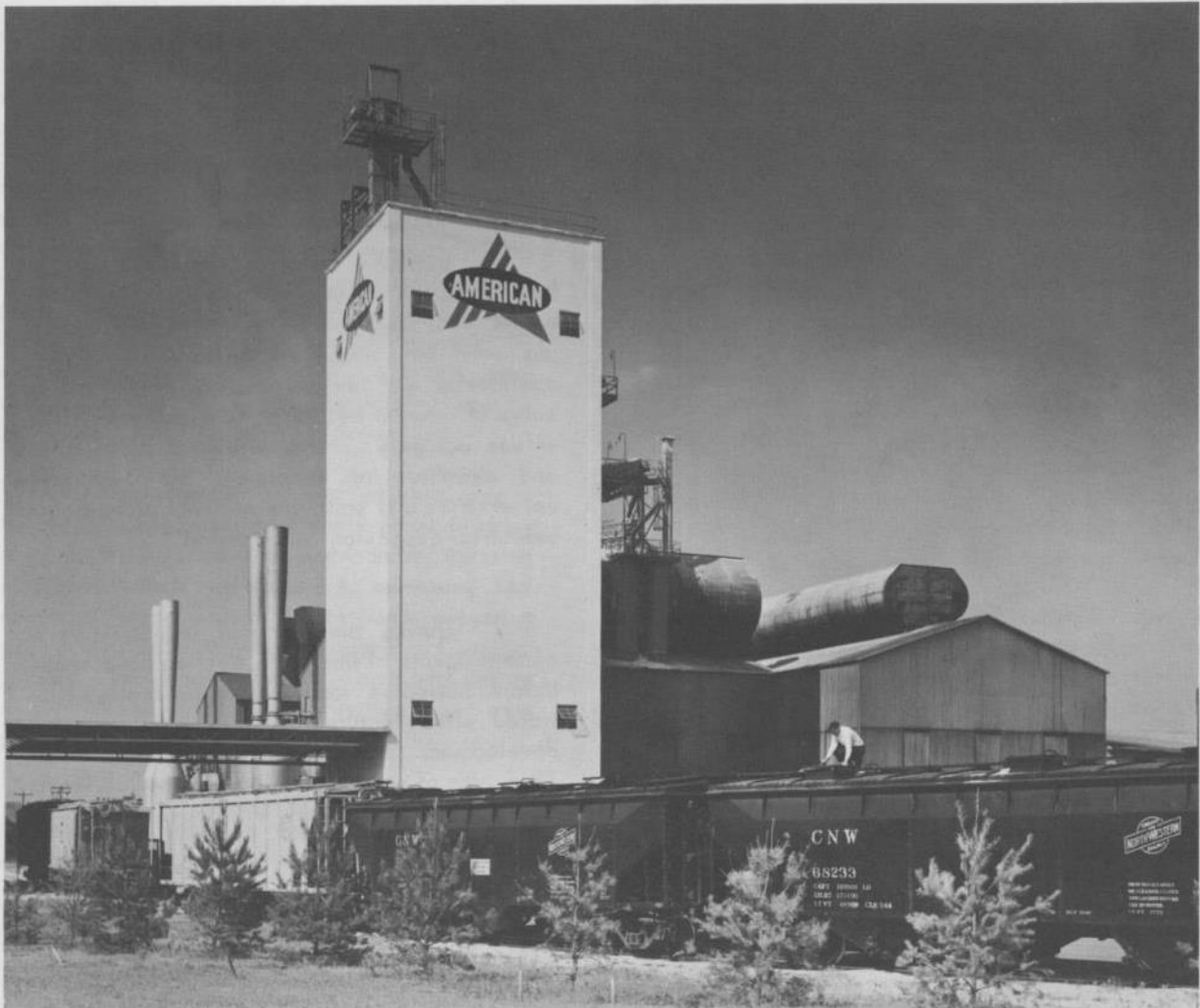
The principal cause for this change has been stated by Professor Locklin in a book titled *Economics of Transportation* "Other things being equal industries may be expected to locate near the source of raw materials which shrink in weight in the process of manufacture." This certainly is true of the meat packing industry. In general the largest increases in slaughter since 1947 have been the areas of

greatest livestock production. Meat packers are locating their plants here because of the immediate supply of raw materials. There is little difference in freight rates between livestock and fresh meat, however, livestock dresses out about one third waste, and it becomes readily apparent that it is more economical to ship carcasses than to ship livestock to a centralized metropolitan area.

Based on figures supplied by the American Meat Institute, covering the period 1947 to 1963, the change in meat packing in the area the North Western serves becomes very apparent. In 1947, 21% of all federally inspected slaughtering establishments were located in states which the North Western serves (Illinois, Iowa, Nebraska, Minnesota, South Dakota, Wisconsin and Wyoming). In 1963, this figure had risen 5% to 26% of all establishments in the U.S.A. During this same period 30% (or 81) of all the new plants built in the United States were located in these same states. The trend continued thru 1965.

During the last five years eight packing plants have located on C&NW rails, including such outstanding names as Armour of the large packers, and Iowa Beef, Blue Ribbon Beef and MID Packing Companies of the independents. Of the 81 previously mentioned plants a substantial number were not located on track, however many are within easy trucking distance of our piggyback ramps over which large amounts of their output move in refrigerated trailers.

There are four different types of meat plants; pork, beef, small stock, including lambs and veal, and full-line plants. They are also divided into two categories, kill and chill and processing or fabricating plants. The kill and chill plants ship carcasses only. No processing or fabricating is done. Processing plants cut up carcasses into smaller cuts ready for store packaging.



American Can Company glass producing facility is located in Valley Industrial Park served exclusively by the C&NW.

In general, the largest increases in slaughter since 1947 have been in the areas of great livestock production. Inasmuch as the midwest area is continuing in population growth, and historically production has been tied to population concentration, it can be expected that the North Western will continue to share in

the growth of this type of traffic. Our territory has the raw materials -- livestock and the essential ingredients needed to produce livestock, and a good climate and the feeds and grains necessary to economically and efficiently grow good animals.

Because of the increases in population, changing distribution systems to customers and the innovation of TOFC, independent companies are able to competitively operate in the areas formerly served by major packers, and they are doing this by going direct to consumer outlets such as large chain stores, where they can make direct store delivery. The coming thing in meat packing will be cutting plants or more technically, fabricating plants for beef and processing plants for pork.

We have been informed by reliable sources in the packing industry that the pork shortage we are now experiencing will continue. It is not known when this will be overcome. The shortage was preceded by a long period of low prices for pork which reduced the incentive to breed large numbers of hogs.

Agribusiness in our service area is striving for ever greater efficiency and profit. To meet the quality and quantity requirements of the packing industry and yet produce animals and animal feeds economically, the farmer and his suppliers are changing their methods. The constantly growing use of fertilizer to increase grain yields and the use of scientifically blended feeds by farmers has opened new markets and marketing procedures by chemical companies and feed manufacturers.

In addition to large new feed mills and fertilizer manufacturing plants which have located in the past few years, new farm service centers have been planned by Monsanto and American Cyanamid as examples, at which they will endeavor to create one-stop shopping centers for farmers. These centers will sell fertilizer mix, feed, implements, pesticides and other needs required for successful farm operations.

COMMUNITY DEVELOPMENT

The tremendous national economic growth which we have experienced during the

past year generated a great interest by many states and communities in industrial development. They are eager to participate directly in promoting industrial expansion in their areas. Their efforts to secure industry have accelerated their industrial development programs.

Because railroads and public utilities have acquired an image of expertise in the problems and programs of industrial development, our staff has frequently been called upon for assistance and advice. Involvement in this upsurge of interest has taken several forms. It involves not only working with local communities and chambers of commerce, but with state universities and state and regional planning and industrial expansion commissions.

During the past year, industrial development agents of the North Western have spoken before numerous local groups presenting illustrated slide lectures, describing our industrial development services and accomplishments. This type of presentation breaks the ice for further discussion and work with these groups, and the business leaders.

On the college and university level, members of our staff have conducted seminars at the request of the extension division of the University of Wisconsin. The seminars are designed to instruct communities and their leadership in some of the basic fundamentals and techniques of preparing the community to receive industry looking for a site. As an example of this, "Operation X-ray" was carried out in four Southern Minnesota communities with the help of C&NW industrial representatives. This program helped these communities to analyze their assets, determine and overcome their liabilities and to place them in a position to seek out companies looking for expansion opportunity.

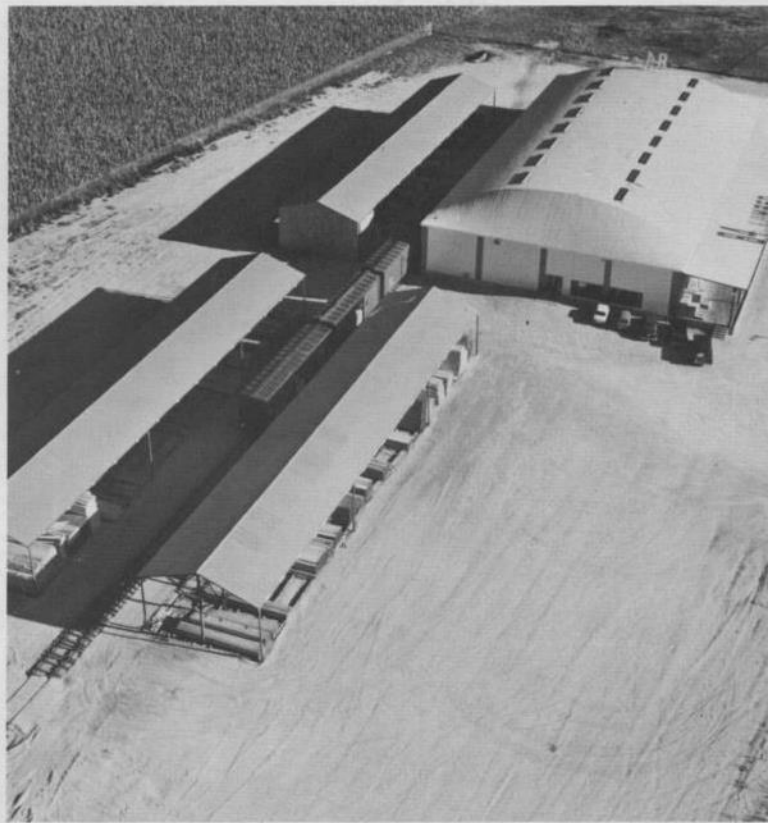
Small communities have not been the only ones assisted by our department. We were an active participant in the Minneapolis Chamber of Commerce program set up to acquaint business leaders with the merits of the Minneapolis area as a location for industry. Over 150 New York executives were hosted by various Minneapolis based companies. Governor Rolvaag of Minnesota was in attendance at these meetings. We provided a large number of color photographs which were incorporated into a film strip showing prominent new industries located in the Minneapolis area. This film strip has been made available for nationwide distribution by the Minneapolis Chamber of Commerce.

The location of new expressways in the Twin Cities Metropolitan area as in many other cities has caused problems for existing industries which are forced to relocate. The Industrial Development Department played a very active role in the Minneapolis Chamber program "Somebody Cares", which was set up to help these displaced industries find new locations for their businesses.

On the state level, very close contact is maintained between our railroad and state industrial development commissions. We exchange information and assist each other in various projects.

The increasing importance of the State of Iowa in the industrial future of the midwest was one of our primary concerns in establishing an industrial development office in Des Moines. In our opinion, it is extremely important and helpful to be located close to the action. This easy availability and accessibility provided by our Des Moines office personnel should greatly improve our ability to bring new industry to our lines in Iowa. Des Moines is the capital and industrial center of Iowa, and in addition, the headquarters of the Iowa Development Commission, the State agency primarily responsible for promoting Iowa's industrial growth.

new marketing concept designed to reduce costs at retail lumber outlets by locating large yards in low land value areas near population centers has resulted in the location of such firms as Lumber Company; Belvidere (upper) and Wolohan Lumber Co. Janesville, Wisconsin. (Lower)



20,000,000 Bu. Grain During 1966

rice's grain elevator sky-
line a striking new addition
to North Western Leasing
city that will be operated
Continental Grain Co. near
the city.

on revitalized Corners
the 3-million bushel grain
is an imposing sight
to 30 concrete silos and 12
tanks. It is 230 feet high
elevator is situated on a
highway between the Great
Storage and Contracting
Farmers on the property
are Youngsberry and Ohio
Co. dock and also the
ers food dock.

land was purchased from
by the North Western
Co. in July, 1964 and
ley Bros. Co. of St. Paul
construction early in 1965.

The Elevator Co.

Breakfast Meeting Set For Tuesday

Harvey B. Buchholz, manager
Industrial Development De-
partment, and Duane Under-
wood, district sales agent, Chi-
cago and North Western Rail-
way Company, will meet with
directors of the Dickinson Com-
merce Chamber of Commerce
and directors of the Industrial
Development Corporation for a
breakfast at the Dickinson Ho-
tel at 7 a. m. tomorrow, Cham-
ber and IDC officials said.

The Railroad officials
present an analysis of the
posed Rock Island merger
that of the C&NW and the
Union Pacific apply
and possible effects on
economy of this area. The
minute presentation include
tailed data, pertinent to the
area, and a 15 minute film.

Underwood, a former
telegrapher in the Midwest
with the North Western
and office management for
past ten years, said that
hold in making every effort
discuss this matter with
and individuals who will be
affected by the outcome of
state Commerce Commission
hearings scheduled to begin
March 7 in Chicago.

It's One Improvement After Another

A \$3,300,000 service expansion
and improvement program for a
customer using the phone
Sioux City, completed a year
ago, didn't mean that North-
western Bell Telephone Co. had
the end of its progress answer
the end of its progress answer
the end of its progress answer

North Western de moves; prepare For beginning of auto shipments

arms Backed
y \$-Billion

The total cost of the new
elevator is \$2,375,000 according
to the original building permits.
Permits issued included 12 steel
tanks, 100,000, 30 concrete silos,
\$1,800,000; rail car dump, \$100,
\$60,000; truck dump, \$60,000; office
building, \$40,000; and millwright
building, \$3,000.

The target date for completion
of the elevator has been set as
February. The 5,000,000 bushel
elevator will be built on a 100-
acre site.

City, North Western Pact Previews Further Strides

More development of Corners
and in 1966 looks promising
a contract signed in early
other between the North West-
ern Leasing Co. and the City of
Sioux City.

The agreement, North West-
ern Leasing Co. and the City of
Sioux City, is in essence,
of five years in which
the city will construct a grain
dock for operation by the Con-
tinental Grain Co. for five
years.

Neither the city nor North
Western has an yet revealed any
plans or factors presently un-
der consideration. A de-
velopment of Corners and in
1966 looks promising a con-
tract signed in early other
between the North Western
Leasing Co. and the City of
Sioux City.

Continental Can Co. to Build Racine Plant

Continental Can Co., one
of the nation's largest manu-
facturers of packaging, will
conduct with the assistance
of the Racine Chamber of
Commerce and Industry, a
new plant in Racine to com-
plete past ten years, said that
hold in making every effort
discuss this matter with
and individuals who will be
affected by the outcome of
state Commerce Commission
hearings scheduled to begin
March 7 in Chicago.

North Western de moves; prepare For beginning of auto shipments

arms Backed
y \$-Billion

Elevator Near Completion

The new 5-million bushel
elevator which will be operated
by Continental Grain Co. is rap-
idly nearing completion on the
site of the old Y & O coal dock.
The elevator will be built on a
100-acre site.

Iowa Packer Plans Huge Feeding Setup

By Ronald Harley
BIO LEAGUE cattle feeding
is coming to Iowa.
Iowa Beef Packers, Inc.,
Denison, plans to feed 50,000
head of cattle a year in a
new facility near Irvington.

The plant "car dump" will
literally lift a boxcar of grain
and shake it until empty into an
empty basin for movement of
grain bins. The car-emptying
mechanism is below the ground
level of the building. The
road cars will be pushed into
shed and onto the dumper
form. The company said
railroad dumper will be
hauled 10 cars per hour
30-40 per shift figure.

There will be no use
receiving leg and one
fendall near Irvington.

Bright New Industry Outlook Here

By Ed Heins
Des Moines' 1965 industrial
development will be a
strong as 1965's, the executive
secretary of the
Greater Des Moines
Chamber of Com-
merce's In-
dustrial Bureau
said Monday
night.

William Mc-
Carthy said,
"With a little
luck, we could
have as many
firms locate in
the Greater Des
Moines area this year - with
many new jobs - as last year."

A total of 13 companies either
opened or announced new busi-
ness enterprises in the Des
Moines area during 1965, in-
cluding approximately 1,200
jobs. This doesn't include
large expansions of exist-
ing businesses and industries.

\$3 Million Industry Planned for Marinette

Special In The Sentinel
Marinette, Wis. - The Rock
Island Corp. of Rock Island,
Ill., announced Tuesday three
it will build a \$3 million particle
board manufacturing facility in
Marinette. (Partic-
made of compressed wood
chips.)

H. George LeClerc, vice-pres-
ident and general manager of
Rock Island millwork manufac-
turing division, said the firm
expects to be in production of
boards at the Mar-
inette plant by late 1967.

The plant manager will be
David Hale, of Rock Island.

Omaha's total area now is
62.3 square miles, accord-
ing to the City Planning De-
partment.

Total valuation of the com-
munity is \$1,000,000.

On the job

Expands Plant In Northlake

The new 5-million bushel
elevator which will be operated
by Continental Grain Co. is rap-
idly nearing completion on the
site of the old Y & O coal dock.
The elevator will be built on a
100-acre site.

First Spade of Dirt Turned for Gelatine Building

Groundbreaking ceremonies
were held for the new
K&K Gelatine, Inc.,
building, executive vice president
John Magnuson, city councilman
John Knox of
Sioux City, and Julian Torgerson,
city councilman.

Belvidere Goes Big Time as Chrysler Plant

Belvidere, Ill. - Chrysler
Corp. announced Tuesday it
will build a new plant in
Belvidere, Ill., to produce
Chrysler cars.

Complex P to Choose

Complex P to Choose
The new 5-million bushel
elevator which will be operated
by Continental Grain Co. is rap-
idly nearing completion on the
site of the old Y & O coal dock.
The elevator will be built on a
100-acre site.

Track Expansion Project Continues

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Point Property

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EXPECTATIONS FOR 1966

Capital expenditures for plants and equipment in 1965 exceeded those of 1964 by \$6,900,000,000. The economy is still expanding according to most economists and it is expected to continue through 1966.

According to the construction industry, the outlook for 1966 is good and increase in construction contracts to a record of 30.8 billion dollars is expected. Business spending for new plants and equipment will rise 7 billion over the 1965 level of 52 billion, making 1966 the third straight year of increases exceeding 14%. In our opinion, the growth expected nationally, will apply proportionately in the areas served by the North Western.

The rapid growth in nitrogen fertilizer production shows no signs of abating. Charles Haines, President of Chemtron Corp., revealed that the U. S. market for nitrogen has been growing at a rate of 25% to 30% a year. Most experts expect nitrogen sales to quadruple in the next four or five years. Also spurring this growth is the fruit and vegetable industries' appetite for nitrogen for refrigeration purposes. The U. S. Department of Agriculture is expecting continued gains in farm income in 1966. According to the Federal Reserve Bank of Chicago, in their September 1965 Monthly Review, "Sizeable increases in fertilizer use have occurred in all parts of the country, but the areas of most rapid growth have been the Lake and Corn Belt States and especially in the Plains and Mountain States. The sharp rise in the latter two areas has been from a very low level of consumption, due to the later adoption

Our Northlake Industrial District is now "filled up". Included in the roster are:

1. Murnane Paper Company
2. Burny Brothers Bakeries
3. International Paper Company
4. St. Joe Paper Company



of fertilization in these areas compared with other regions. In recent years the Lake and Corn Belt, Plains and Mountain Regions have accounted for about half of the total consumption of fertilizer and in 1964, accounted for more than 3/4's of the annual increase in total use."

Steel Magazine has reported metal producing and fabricating companies are holding record order backlogs and their sales are up an average of 12% for 1965. The new J & L Steel Plant announced last year for the Hennepin area and located six miles from North Western tracks is strong evidence of the continuing promise for even greater markets for steel products in the middle west. Steel fabricating plants such as Inland Steel at Milwaukee, and the fact that they are planning to expand at this operation, is further evidence of the measure of expectations of growth in this area by these companies.

Based upon various economic and business forecasts and our own knowledge of plants expected to announce their location during 1966, and provided there is sufficient lending capital and labor available, we believe that industrial development activities will continue at a very high level this year.

For example, Terra Chemicals, International, which we previously reported as expecting to announce in 1965, should be reported during the year 1966. Track work for this large ammonia producing plant near Sioux City has been partially completed and foundation construction is underway. It will be reported when an accurate traffic estimate is made available to us by Terra.

Just across the Missouri River in Dakota City, Nebraska, Iowa Beef Packers, Inc., will open the largest beef packing plant in the world. This plant served exclusively by the C&NW, was built at a cost of seven million dollars and is expected to produce 11,520 carloads, and 11,520 piggybacks, or \$4,968,000

annual C&NW gross revenue when in full production. It has been reliably reported that Iowa Beef is the fourth largest beef packing company in the United States and is expected to continue its growth.

In the Chicago area, three industries in the Franklin Park Industrial District located immediately north of our Proviso Yard, will begin operation in 1966. Standard Brands, Inc., Boden Products, Inc. and O K Papers, Inc., have plants under construction and near completion.

Mando Division of Boise Cascade Corporation has established a new transloading facility at the west end of our Proviso yard. This is an important stage in their new concept of the distribution of insulite wallboard. When in full operation, this facility is expected to generate \$557,000 annually in C&NW gross revenue.

Nebraska Consolidated Mills (Nixon Feed Division) which opened a feed mixing plant on the C&NW at Worthington, Minnesota in 1965 will make it three out of three on the C&NW, where their two newest plants open soon at Tama and Mason City, Iowa. Served exclusively by the North Western, these plants will produce \$12,000 each in annual gross revenue.

At Madison, Wisconsin, Central Storage and Warehouse Company will open a new frozen storage warehouse shortly. Annual C&NW gross revenue is tentatively estimated to be \$15,000 annually when in full production.

MARKET RESEARCH

Our efforts in Market Research in 1965 covered two different types of surveys. One dealt with our Des Moines Industrial District property, evaluating it in light of economic con-

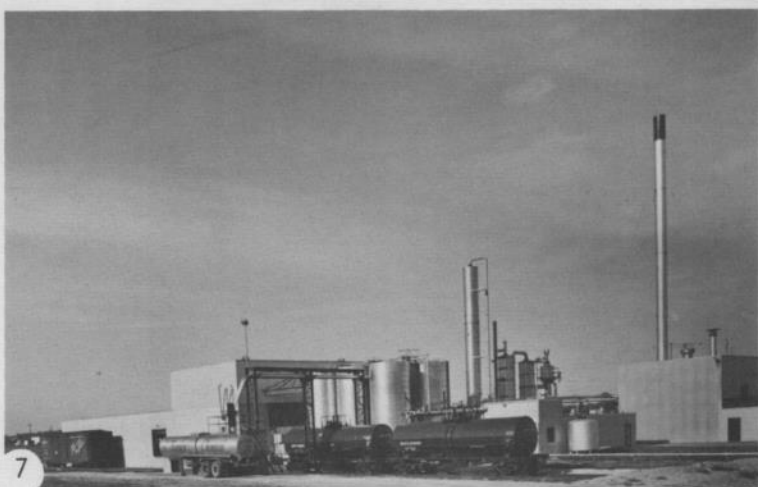
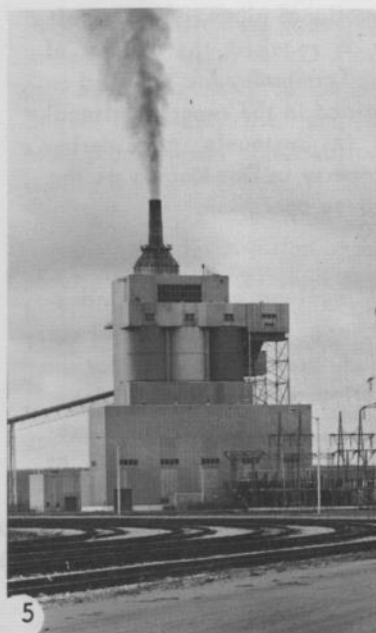
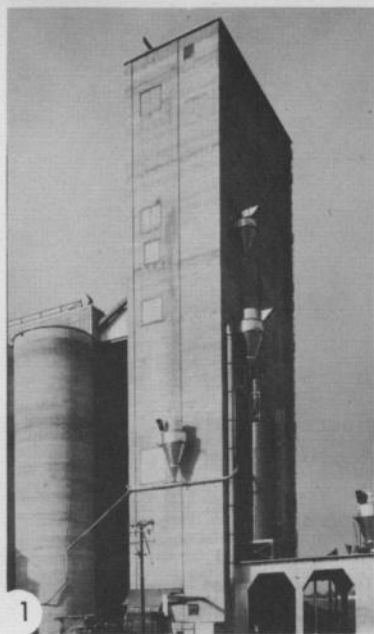
ditions of the Metropolitan Des Moines area in the entire state of Iowa. Considerable amount of research was undertaken into the many aspects of Metropolitan Des Moines' social, cultural, commercial and historic economic development and industrial future. This report was singled out by the Des Moines Chamber of Commerce Industrial Bureau and used as a source book and promotional piece. As a result of this distribution it reached the hands of National Distribution Terminals, Inc. Based on the information contained in the report, National Distribution Centers is seriously considering our Hull Avenue property in Des Moines as the site for a new warehouse operation.

The second involved marketing industrial products. Because of the success of our steel consumption study prepared in 1964 for the J & L Steel Corporation, a program was developed for using computers. Simplifying the procedure used in the J & L Steel Study and, at

the same time, making it more accurate and conclusive, we hope to make extensive use of this in locating new facilities along our lines. This system determines the location of the equilibrium point or market center by application of an engineering principle — determination of the center of gravity of a nonhomogeneous biplanar body — non homogeneous describing the varying sizes of consuming points — bi planar describing our earth's surface. During the year, approximately 12,000 cities, towns, railroad stations and counties were given their geographic coordinates, expressed in terms of longitude and latitude. These places are in the nine states of our service area, plus two adjacent states. It is expected when this program is complete, and placed on computer tapes, we will be in a position to invite industry to make use of it. We also believe that this computer program is a most important breakthrough in market location determination and that it holds great promise for other departments of our railroad in the solution of their problems.

The first and largest plant in the recently developed Franklin Park Industrial District is under construction for the Curtiss Candy Co., Division of Standard Brands, Inc.





1. Continental Grain Co., Savage, Minn.
2. Northwestern States Portland Cement Co., Savage, Minn.
3. Fox River Tractor Co., Appleton, Wis.
4. Wisconsin Crop Service Co., Almond, Wis.

5. Iowa Public Service Co., Sioux City, Ia.
6. LeHigh Portland Cement Co., Savage, Minn.
7. Borden Chemical Co., Sheboygan, Wis.
8. Central Storage and Warehouse, Madison, Wis.



Statistics

Tell

The

Story

Too

1965

TOTAL - NEW CUSTOMERS, & OLD CUSTOMERS, WITH NEW BUSINESS
COMMODITY CLASSIFICATION BREAKDOWN

<u>C O M M O D I T Y</u>	<u>N U M B E R</u>	<u>R E V E N U E</u>
GRAIN & GRAIN PRODUCTS, INCL. SOYBEANS	35	\$ 859,191
FRESH FRUITS & VEGETABLES	-	-
OTHER PRODUCTS OF AGRICULTURE, INCL. LIVESTOCK	-	-
FOOD PROCESSING, INCL. MEAT-CANNING	8	745,423
PRODUCTS OF MINES	9	222,293
FOREST PRODUCTS, MILLING	15	251,109
MANUFACTURING:		
AGRICULTURAL IMPLEMENTS	1	320
AUTOS, TRUCKS, PARTS	1	4,779,200
CHEMICALS	8	64,800
FERTILIZER	199	927,318
GLASS	2	218,940
MACHINERY	1	9,000
PAPER PRODUCTS	9	526,113
PETROLEUM & PRODUCTS	8	48,170
PRIMARY METALS, PROD. & FABRICATING	11	875,931
RUBBER	1	24,500
OTHER	12	321,349
DISTRIBUTION, AUTO RAMPING & DERAMPING, ETC.	4	55,595
WAREHOUSING	22	579,813
NOT CLASSIFIED	8	37,020
	<hr/>	<hr/>
TOTAL -	350	\$ 10,546,085

1965

NEW CUSTOMERS - COMMODITY CLASSIFICATION BREAKDOWN

<u>C O M M O D I T Y</u>	<u>N U M B E R</u>	<u>R E V E N U E</u>
GRAIN & GRAIN PRODUCTS, INCL. SOYBEANS	17	\$ 730,905
FRESH FRUITS & VEGETABLES	-	-
OTHER PRODUCTS OF AGRICULTURE, INCL. LIVESTOCK	-	-
FOOD PROCESSING, INCL. MEAT-CANNING	3	604,745
PRODUCTS OF MINES	8	221,293
FOREST PRODUCTS, MILLING	11	237,631
MANUFACTURING:		
AGRICULTURAL IMPLEMENTS	1	320
AUTOS, TRUCKS, PARTS	1	4,779,200
CHEMICALS	5	28,590
FERTILIZER	143	687,422
GLASS	2	218,940
MACHINERY	-	-
PAPER PRODUCTS	7	302,148
PETROLEUM & PRODUCTS	5	19,820
PRIMARY METALS, PROD. & FABRICATING	7	839,890
RUBBER	-	-
OTHER	8	105,614
DISTRIBUTION, AUTO RAMPING & DERAMPING, ETC.	4	55,595
WAREHOUSING	18	533,987
NOT CLASSIFIED	4	16,660
TOTAL -		\$ 9,382,760

1965

OLD CUSTOMERS WITH NEW BUSINESS - COMMODITY CLASSIFICATION BREAKDOWN

<u>C O M M O D I T Y</u>	<u>N U M B E R</u>	<u>R E V E N U E</u>
GRAIN & GRAIN PRODUCTS, INCL. SOYBEANS	18	\$ 128,286
FRESH FRUITS & VEGETABLES	-	-
OTHER PRODUCTS OF AGRICULTURE, INCL. LIVESTOCK	-	-
FOOD PROCESSING, INCL. MEAT - CANNING	5	140,678
PRODUCTS OF MINES	1	1,000
FOREST PRODUCTS, MILLING	4	13,478
MANUFACTURING:		
AGRICULTURAL IMPLEMENTS	-	-
AUTOS, TRUCKS, PARTS	-	-
CHEMICALS	3	36,210
FERTILIZER	52	239,896
GLASS	-	-
MACHINERY	1	9,000
PAPER PRODUCTS	2	223,965
PETROLEUM & PRODUCTS	3	28,350
PRIMARY METALS, PROD. & FABRICATING	4	36,041
RUBBER	1	24,500
OTHER	4	215,735
DISTRIBUTION, AUTO RAMPING & DERAMPING, ETC.	-	-
WAREHOUSING	4	45,826
NOT CLASSIFIED	4	20,360
TOTAL -		\$ 1,163,325

NEW CUSTOMERS AND OLD CUSTOMERS
WITH NEW BUSINESS

1965 - 1963

	<u>1 9 6 5</u>		<u>1 9 6 4</u>		<u>1 9 6 3</u>	
	<u>NUMBER</u>	<u>ESTIMATED REVENUE</u>	<u>NUMBER</u>	<u>ESTIMATED REVENUE</u>	<u>NUMBER</u>	<u>ESTIMATED REVENUE</u>
ILLINOIS	53	\$ 5,748,758	20	\$ 984,668	20	\$ 754,765
IOWA	84	1,104,604	155	1,155,955	94	1,399,887
MICHIGAN	5	51,080	3	749,505	1	1,584
MINNESOTA	69	1,240,475	30	890,114	22	2,658,925
NEBRASKA	31	153,025	26	116,855	28	949,493
NO. DAKOTA	2	8,000	-	-	-	-
SO. DAKOTA	17	281,849	7	96,450	9	179,590
WISCONSIN	84	1,938,294	91	2,719,449	93	1,443,310
WYOMING	5	20,000	1	40,000	3	41,200
 TOTAL -	 350	 \$10,546,085	 333	 \$ 6,752,996	 270	 \$ 7,428,754

OUR NEW CUSTOMERS

1965 - 1963

	<u>1 9 6 5</u>		<u>1 9 6 4</u>		<u>1 9 6 3</u>	
	<u>NUMBER</u>	<u>ESTIMATED REVENUE</u>	<u>NUMBER</u>	<u>ESTIMATED REVENUE</u>	<u>NUMBER</u>	<u>ESTIMATED REVENUE</u>
ILLINOIS	40	\$ 5,621,732	16	\$ 677,802	17	\$ 744,759
IOWA	60	923,689	100	983,686	69	1,224,095
MICHIGAN	3	28,870	3	749,505	1	1,584
MINNESOTA	52	1,101,830	22	650,664	20	2,657,025
NEBRASKA	19	110,387	20	95,065	22	902,558
NO. DAKOTA	2	8,000	-	-	-	-
SO. DAKOTA	14	263,999	7	96,450	7	161,590
WISCONSIN	49	1,304,253	42	2,327,607	52	637,639
WYOMING	5	20,000	1	40,000	2	16,200
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TOTAL -	244	\$ 9,382,760	211	\$ 5,620,779	190	\$ 6,345,450

OLD CUSTOMERS WITH NEW BUSINESS

1965 - 1963

	<u>1 9 6 5</u>		<u>1 9 6 4</u>		<u>1 9 6 3</u>	
	<u>NUMBER</u>	<u>ESTIMATED REVENUE</u>	<u>NUMBER</u>	<u>ESTIMATED REVENUE</u>	<u>NUMBER</u>	<u>ESTIMATED REVENUE</u>
ILLINOIS	13	\$ 127,026	4	\$ 306,866	3	\$ 10,006
IOWA	24	180,915	55	172,269	25	175,792
MICHIGAN	2	22,210	-	-	-	-
MINNESOTA	17	138,645	8	239,450	2	1,900
NEBRASKA	12	42,638	6	21,790	6	46,935
NO. DAKOTA	-	-	-	-	-	-
SO. DAKOTA	3	17,850	-	-	2	18,000
WISCONSIN	35	634,041	49	319,842	41	805,671
WYOMING	-	-	-	-	1	25,000
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TOTAL -	106	\$1,163,325	122	\$1,132,217	80	\$1,083,304

NEW CUSTOMERS

<u>CITY</u>	<u>I L L I N O I S</u> <u>NAME & TYPE OF INDUSTRY</u>	<u>C&NW GROSS</u> <u>REVENUE</u>
Abingdon	California Chemical Co. (Fertilizer)	\$ 650.00
Belvidere	Belvidere Pellets, Inc. (Feed)	12,000.00
Belvidere	Chrysler Corporation (Automobile Assembly Plant)	4,779,200.00
Benld	Baima Distributing Co. (Beer Distributor)	10,165.00
Blodgett	Solo Cup Co. (Manufacture Plastic Cups)	59,690.00
Bright Star (Formerly Rapatee)	Rapatee Grain Co. (Grain)	500.00
Broadmoor	International Minerals & Chemical Co. (Fertilizer)	6,573.00
Broadmoor	International Minerals & Chemical Co. (Fertilizer)	4,303.00
Chicago	Henry M. Goodman Furniture Co. (Furniture)	2,240.00
Cortland	W. R. Grace & Co., Nitrogen Prods. Division (Fertilizer)	3,269.00
Des Plaines	J.W. Butler Paper Co. (Warehouse & Sales Office)	17,000.00
Des Plaines	Union Bag-Camp Paper Corp. (Pulpboard & Corrugated Pulpboard & Box Mfg.)	207,750.00
Dixon	General Cable Corp. (Manufacture Plastic Covered Wire)	5,000.00
Earlville	W. R. Grace & Co. (Fertilizer)	1,124.00
Elgin	Standard Packing Corp. (Production of Plastic Bags)	21,900.00
Elk Grove Village	Georgia Pacific Co. (Manufactures Corrugated Cartons)	29,740.00
Elk Grove Village	Hartman Sanders Corp. (Manufacturers of Moulding, Lumber)	3,500.00

NEW CUSTOMERS (Continued)I L L I N O I S

<u>CITY</u>	<u>NAME & TYPE OF INDUSTRY</u>	<u>C&NW GROSS REVENUE</u>
Elk Grove Village	Inlander-Steindler Paper Co. (Paper Processors)	\$ 8,050.00
Elk Grove Village	National Material Corp. (Stge. of Steel, Slitting & Cutting to order)	63,300.00
Elk Grove Village	Owens-Corning Fiberglass Co. (Warehouse)	29,600.00
Elk Grove Village	Pace Warehouse Corp. (Warehouse)	25,654.00
Elk Grove Village	Prefinish Metals, Inc. (Metal Coatings)	13,920.00
Elk Grove Village	Premier Paint & Varnish Co. (Paint Manufacturer)	6,500.00
Elk Grove Village	Service Plastics Co. (Manufacture Plastic Articles)	1,920.00
Franklin Park	O K Paper Co. (Warehouse to receive Mixed C/L's of Paper)	9,000.00
Galt	H. L. Drum (DBA-D&H Ice Co.) (Ice Company for Armour & Co.)	1,560.00
Gurnee	Anchor Hocking Glass Co. (Manufacturing of Glass Containers)	217,140.00
Lick	Aylco Chemical Co. (Fertilizer)	1,300.00
Manlius	Phil-Rich Agricultural Service (Feed & Fertilizer)	2,752.00
Marengo	McHenry F. S., Inc. (Fertilizer & Lumber)	3,162.00
Mommouth	W. R. Grace & Co. (Fertilizer)	16,175.00
Morrison	Monsanto Chemical Co. (Fertilizer)	24,320.00
Nachusa	Smith Douglas, Div. Borden Chemical Co. (Fertilizer)	500.00

NEW CUSTOMERS (Continued)I L L I N O I S

<u>CITY</u>	<u>NAME & TYPE OF INDUSTRY</u>	<u>C&NW GROSS REVENUE</u>
Speer	International Minerals & Chemical Co. (Fertilizer)	\$ 2,899.00
Speer	International Minerals & Chemical Co. (Fertilizer)	8,525.00
Sweetwater	W. R. Grace & Co. (Fertilizer)	1,500.00
Troy Grove	Co-Operative Grain & Supply Co. (Grain)	1,130.00
Union	Nicolet Industries, Inc. (Asbestos Building Paper)	12,527.00
Van Petten	Tuloma Gas Products Co. (Fertilizer)	1,144.00
Winnebago	California Chemical Co. (Fertilizer)	<u>4,550.00</u>
		\$5,621,732.00

NEW CUSTOMERSI O W A

<u>CITY</u>	<u>NAME & TYPE OF INDUSTRY</u>	<u>C&NW GROSS REVENUE</u>
Ackley	Monsanto Co. (Fertilizer)	\$ 2,000.00
Ames	W. R. Grace & Co. (Fertilizer Plant)	80,000.00
Auburn	American Cyanamid Co. (Fertilizer)	2,725.00
Beaver	Sinclair Petrochemicals, Inc. (Fertilizer Storage & Distribution)	2,500.00
Belle Plaine	Walnut Grove Products, Div. W. R. Grace & Co. (Fertilizer Distribution & Storage)	1,000.00
Belmond	Smith Douglass, Div. of Borden Chemical Co. (Storage of Tank Cars - Track Lease Only)	2,560.00
Calamus	American Agricultural Chemical Co. (Anhydrous Ammonia Fertilizer Plant)	590.00
Carroll	American Oil Co. (Fertilizer Distributor, & L.P. Gas)	22,100.00
Carroll	Walnut Grove Products, Div. of W.R. Grace & Co. (Fertilizer Distributor)	2,100.00
Clemons Grove	Clemons Grain & Supply Co. (Storage of Posts, Fence, Poles, etc.)	250.00
Corwith	Custom Farm Services, Inc. (Fertilizer Blending Plant)	10,468.00
Denison	Nebraska Consolidated Mills (Feed Manufacturer)	20,606.00
Des Moines	Carpenter Paper Co. (Storage of Paper & Paper Products)	1,120.00
DeWitt	Walnut Grove Products Co. (Fertilizer Distribution Facility)	1,000.00
Dike	Allied Chemical Co. (Fertilizer Distribution)	600.00
Dolliver	Schrock Brothers Co. (Liquid Fertilizer)	1,200.00

NEW CUSTOMERS (Continued)I O W A

<u>CITY</u>	<u>NAME & TYPE OF INDUSTRY</u>	<u>C&NW GROSS REVENUE</u>
Eldora	Walnut Grove Prods., Div. W. R. Grace & Co. (Fertilizer Storage & Distribution)	\$ 500.00
Fort Dodge	Swaney Equipment Co. (Storage of Equipment)	100.00
Galbraith	California Chemical Co. (Fertilizer)	750.00
Garwin	Walnut Grove Prods., Div. of W. R. Grace & Co. (Fertilizer Storage & Distribution)	850.00
Grand Junction	Allied Chemical Corp. (Storage of Tank Cars of Fertilizer)	3,000.00
Grand Mound	Monsanto Co. (Fertilizer Distribution Plant)	18,000.00
Granville	California Chemical Co. (Ortho Division) (Fertilizer)	1,500.00
Grinnell	Poweshiek-Jasper Farm Service (Dry Fertilizer Mixing Plant)	800.00
Grinnell	Spencer Chemical Co. (Storage of Tank Cars)	1,760.00
Hampton	L. C. Steelman (Cob Loading Facility)	2,500.00
Havelock	American Cyanamid Co. (Fertilizer Distributor)	13,600.00
Holstein	Walnut Grove Prods., Div. of W. R. Grace & Co. (Fertilizer Distributor)	1,250.00
Hospers	H. E. Nore (Individual) (Storage & Shipping Corn Cobs)	3,500.00
Iowa Falls	Walnut Grove Prods., Div. W.R. Grace & Co. (Anhydrous Ammonia Facilities)	400.00
Ireton	American Cyanamid Co. (Fertilizer)	16,800.00

NEW CUSTOMERS (Continued)I O W A

<u>CITY</u>	<u>NAME & TYPE OF INDUSTRY</u>	<u>C&NW GROSS REVENUE</u>
Irwin	Gulf Oil Corp., Spencer Chem. Div. (Bulk Fertilizer Distribution)	\$ 4,250.00
Kamrar	Custom Farm Services, Inc. (Fertilizer)	9,800.00
Kelley	Tuloma Gas Products Co. (Fertilizer Mixing Plant)	450.00
Kingsley	Spencer Chem. Div. Gulf Oil Corp. (Fertilizer)	5,380.00
Ledyard	Sunray, Inc. (Stge. of Tank Cars-Perm. Track Lease)	500.00
Loveland	Farm Service Co. (Fertilizer)	295.00
Lowden	Rex Feed & Grain Co. (Grain Storage)	1,500.00
Low Moor	Mobil Agricultural Chemical Co. (Stge. & Unloading of Anhydrous Ammonia)	600.00
Mallard	Smith Douglass, Div. of Borden Chem. Co. (Liquid Fertilizer Set Up)	1,400.00
Mapleton	Walnut Grove Prods. Div. W.R. Grace & Co. (Fertilizer Distributor)	2,100.00
Mason City	Ashton Wholesale Service (Building Materials)	1,440.00
McCallsburg	Sinclair Petrochemicals, Inc. (Fertilizer Distribution)	900.00
Mt. Vernon	Smith Douglass Co., Inc. (Fertilizer Blending & Distr. Plant)	1,500.00
Oakville	Kerr-McGee Oil Industries, Inc. (Fertilizer Blending Plant)	10,000.00
Odebolt	Phillips Petroleum Co. (Fertilizer)	400.00
Rockwell	Spencer Chemical, Div. Gulf Oil Co. (Stge. of Tank Cars of Fertilizer)	650.00

NEW CUSTOMERS (Continued)I O W A

<u>CITY</u>	<u>NAME & TYPE OF INDUSTRY</u>	<u>C&NW GROSS REVENUE</u>
Rolfe	Iowa Corn By-Products (Cob Loading & Storage)	\$ 7,500.00
Salix	Tuloma Gas Products Co. (Fertilizer Distributor)	850.00
Schaller	Schaller Fertilizer Co. (Fertilizer)	1,500.00
Schaller	Phillips Petroleum Co. (Fertilizer)	2,750.00
Scranton	W. R. Grace & Co. (Fertilizer Blending Plant)	4,150.00
Salter	Sinclair Petrochemical Co. (Fertilizer Blending & Mfg. Plant)	27,200.00
Stanwood	American Cyanamid Co. (Fertilizer Distribution)	15,000.00
State Center	Kewash Co. (Fertilizer Distribution)	400.00
State Center	Walnut Grove Prods., Div. W.R. Grace & Co. (Fertilizer Mixing & Distribution)	900.00
Tama	Tama Packing Co. (Beef Abattoir)	592,800.00
Westside	C & I Farm Service Co. (Fertilizer)	2,300.00
Whiting	American Crystal Sugar Co. (Storage of Sugar Beets)	<u>9,945.00</u>
		\$ 923,689.00

NEW CUSTOMERS (Continued)M I C H I G A N

<u>CITY</u>	<u>NAME & TYPE OF INDUSTRY</u>	<u>C&NW GROSS REVENUE</u>
Iron River	Northland Wood Products Co. (Manufacturing)	\$ 18,980.00
Menominee	Campbell-Bruce Oil Co. (Petroleum Products Dealer)	680.00
Powers	Midland Co-Operatives, Inc. (Fertilizer Blending Plant)	<u>9,210.00</u>
		\$ 28,870.00

M I N N E S O T A

Adrian	Tuloma Gas Products Co. (Fertilizer)	\$ 2,400.00
Arlington	American Agricultural Chemical Co. (Anhydrous Ammonia Storage)	2,500.00
Bingham Lake	Tuloma Gas Products Co. (Anhydrous Ammonia)	2,400.00
Brewster	Monsanto Co. (Fertilizer)	21,700.00
Cedar Mills	Tuloma Gas Products Co. (Anhydrous Ammonia Installation)	5,000.00
Ceylon	Clair Clark (Agric. Implement Dealer)	320.00
Delhi	Tuloma Gas Products Co. (Anhydrous Ammonia Installation)	5,000.00
Dudley	Tuloma Gas Products Co. (Bulk Liquid Fertilizer Plant & Trackage)	2,400.00
Dundee	Farmers Coop. Elevator Co. (Grain)	14,000.00
Echo	Ferti-Chem., Inc. (Fertilizer Blending Plant)	6,000.00

NEW CUSTOMERS (Continued)

<u>CITY</u>	<u>M I N N E S O T A</u> <u>NAME & TYPE OF INDUSTRY</u>	<u>C&NW GROSS REVENUE</u>
Elgin	Phillips Petroleum Co. (Bulk Fertilizer Blending Plant)	\$ 5,000.00
Fairmont	Fairmont Furniture (Furniture Warehouse)	1,200.00
Franklin	Tuloma Gas Products Co. (Anhydrous Ammonia Installation)	25,000.00
Gaylord	American Agricultural Chemical Co. (Anhydrous Ammonia Installation)	5,000.00
Gibbon	Smith-Douglass Co., Inc. (Liquid Fertilizer Installation)	1,250.00
Green Isle	Tuloma Gas Products Co. (Anhydrous Ammonia Installation)	5,000.00
Hartland	Southern Minn. Agric. Chemical Co. (Bulk Liquid & Dry Fert. Plant & Trackage)	3,200.00
Heron Lake	H. E. Nore (Individual) (Storage & Shipping Corn Cobs)	9,300.00
Heron Lake	Totman Building Corporation (Fertilizer)	1,700.00
Janesville	Janesville Creamery Association (Dry Fertilizer Warehouse & Blending Plant)	3,000.00
Janesville	Monsanto Chemical Co. (Fertilizer Blending & Storage Plant)	12,000.00
Jeffers	Monsanto Co. (Fertilizer)	21,700.00
Kiester	Smith-Douglass Co. (Bulk, Liquid & Dry Fertilizer Storage)	2,500.00
Klossner	American Agricultural Chemical Co. (Liquid Fertilizer)	2,100.00
Klossner	Tuloma Gas Products Co. (Fertilizers - Liquid)	2,000.00
LaFayette	Farmers Coop. Creamery Association (Fertilizer Storage Warehouse)	3,300.00

NEW CUSTOMERS (Continued)M I N N E S O T A

<u>CITY</u>	<u>NAME & TYPE OF INDUSTRY</u>	<u>C&NW GROSS REVENUE</u>
Lake Crystal	Key City Oil Company, Inc. (Fertilizer)	\$ 2,800.00
Lake Elmo	Reliance Hardwood & Dimension Co. (Wholesale Lumber Dealer)	15,000.00
Lake Lillian	Tuloma Gas Products Co. (Anhydrous Ammonia Installation)	5,000.00
Lamberton	Phillips Petroleum Co. (Bulk Fertilizer Blending Plant)	4,500.00
Lamberton	Renco Gas Co. (Fertilizer Blending Plant)	4,500.00
Lewiston	Smith-Douglass Co. (Bulk Liquid Fertilizer Tanks)	800.00
Mankato	Union Texas Petroleum Co. (Trackage Lease to Store Tank Cars Naptha)	1,800.00
Minneapolis	Murphy Warehouse Co. (Warehousing)	150,000.00
Montgomery	Tuloma Gas Products Co. (Anhydrous Ammonia Installation)	5,000.00
Nicollet	American Agricultural Chemical Co. (Liquid Fertilizer)	2,100.00
Northrop	Smith-Douglass Co. (Bulk, Liquid & Dry Fertilizer Plant)	2,500.00
Ormsby	American Cyanamid Co. (Fertilizer Blending & Storage Plant)	7,200.00
Otisco	Tuloma Gas Products Co. (Schrock Bros.) (Bulk, Liquid Fertilizer Plant & Trackage)	2,400.00
Plymouth	Joseph T. Ryerson & Son, Inc. (Wholesale Steel Distributors)	120,500.00
Port Cargill	Cargill, Inc. (Grain Elevator)	375,000.00
Prinsburg	Tuloma Gas Products Co. (Anhydrous Ammonia Installation)	5,000.00

NEW CUSTOMERS (Continued)

<u>M I N N E S O T A</u>			
<u>CITY</u>	<u>NAME & TYPE OF INDUSTRY</u>		<u>C&NW GROSS REVENUE</u>
Sanborn	Tuloma Gas Products Co. (Schrock Bros.) (Bulk, Liquid Fertilizer Plant & Trackage)	\$	2,400.00
Sleepy Eye	Monsanto Agricultural Centers (Fertilizer Blending & Storage Plant)		11,000.00
Storden	Tuloma Gas Products Co. (Anhydrous Ammonia)		2,400.00
Trimont	Pet Re Corporation (Liquid Fertilizer)		1,500.00
Wesota	Tuloma Gas Products Co. (Anhydrous Ammonia Installation)		5,000.00
Westbrook	California Chemical Co. (Anhydrous Ammonia)		5,000.00
Windom	Glen Lake Warehouse (Open Storage of Salt)		2,500.00
Winsted	Cominco Products, Inc. (Fertilizer Blending Plant)		12,000.00
Worthington	Nebraska Consolidated Mills-Nixon & Co. (Feeds & Fertilizer)		30,000.00
Worthington	Worthington Freezer Warehouse (Cold Storage Plant)		<u>160,960.00</u>
			\$ 1,101,830.00
<u>N E B R A S K A</u>			
Ainsworth	Farmers Ranchers Co-op. (Fertilizer)	\$	5,350.00
Atkinson	Charles Shane (Fertilizer Blending Plant)		2,000.00
Cedar Bluffs	Farmers Union Coop. Oil Co. (Fertilizer)		4,154.00
Ceresco	Farmers Union Coop. Oil Co. (Fertilizer)		626.00
Chadron	Reitz Redi-Mix (Highway Contractor)		2,000.00

NEW CUSTOMERS (Continued)

<u>CITY</u>	<u>N E B R A S K A</u> <u>NAME & TYPE OF INDUSTRY</u>	<u>C&NW GROSS</u> <u>REVENUE</u>
Dakota City	Pre-Cast Products Co., Inc. (Mfg. of Pre-Cast Concrete Products)	\$ 2,800.00
Eli	Cherry County District No. 3 (Gravel Storage)	877.00
Fremont	Fremont Red-I-Mix, Inc. (Cement)	7,500.00
Fort Calhoun	Ft. Calhoun Stone Co., Inc. (Crushed Stone)	18,000.00
Geneva	Geneva Grain Co. (Fertilizer)	450.00
Herman	Freeman Oil Co. (Fertilizer Distributor)	480.00
Lincoln	Nebraska Farmers Co. (Paper Storage)	6,000.00
Norfolk	Cornhusker Paving Co. (Concrete Ready Mix)	6,000.00
Norfolk	Norfolk Feed Mills, Inc. (Molasses Storage)	6,250.00
Norfolk	Simpson Insulating Co. (Truck Parking)	2,160.00
Oakland	Acorn Fertilizer Co. (Fertilizer)	450.00
O'Neill	Phillips Petroleum Co. (Fertilizer)	1,400.00
South Sioux City	South Soo Warehouse (Feed)	37,500.00
Verdigre	N & B Gas Co. (L.P. Gas Storage)	<u>2,340.00</u>
		\$ 110,387.00

NEW CUSTOMERS (Continued)

N O R T H D A K O T A

<u>CITY</u>	<u>NAME & TYPE OF INDUSTRY</u>	<u>C&NW GROSS REVENUE</u>
Oakes	Phillips Petroleum Co. (Fertilizer Blending Plant)	\$ 3,000.00
Oakes	Weatherhead Distributing Co. (Beverage Distributor)	<u>5,000.00</u>
		\$ 8,000.00
	<u>S</u> <u>O</u> <u>U</u> <u>T</u> <u>H</u> <u>D</u> <u>A</u> <u>K</u> <u>O</u> <u>T</u> <u>A</u>	
Alcester	R. L. Hughes (Fertilizer)	\$ 3,750.00
Beresford	Herbert Nore (Storage & Loading of Corn Cobs)	2,910.00
Centerville	The American Agricultural Chemical Co. (Fertilizer)	9,100.00
Deadwood	Garhart & Pool (Pole Peeling)	9,000.00
Ellis	Eagle Materials Co. (Ready-Mix Cement)	14,616.00
Humboldt	Humboldt Lumber Co. (Lumber - Building Materials)	1,200.00
Hurley	American Agricultural Chemical Co. (Fertilizer)	10,423.00
Hurley	Beach Farm Service (Liquid Fertilizer)	750.00
Jolly Dump	Rushmore Propane Co. (L.P. Gas)	13,000.00
Parker	The American Agricultural Chemical Co. (Fertilizer)	9,300.00
Rapid City	Pioneer Foods, Inc. (Retail & Wholesale Canned Goods Warehouse)	3,750.00
Salem	Western Contracting Corp. (Paving Contractor)	170,000.00
Seneca	Robert Morse, D.B.A. Morse Fertilizer Service, Inc. (Liquid Fertilizer)	1,200.00
Sioux Falls	Roberts & Dybdahl (Lumber & Building Materials)	<u>15,000.00</u>
		\$ 263, 999.00

NEW CUSTOMERS (Continued)

<u>CITY</u>	<u>W I S C O N S I N</u> <u>NAME & TYPE OF INDUSTRY</u>	<u>C&NW GROSS</u> <u>REVENUE</u>
Appleton	Schultz Mfg. & Supply, Inc. (Building & Roofing Materials)	\$ 3,544.00
Ashippun	Schrock Bros. (Liquid Fertilizer Distribution)	1,300.00
Augusta	Smith Douglass Co., Inc. (Fertilizer Plant)	5,000.00
Baraboo	Director of Civil Defense (Storage of Shelter Supplies)	250.00
Baraboo	Libby, McNeill & Libby Can Mfg. Co. (Primary Metals, etc.)	29,500.00
Bowler	Schmidt & Zeinert (Fuelwood)	1,067.00
Chetek	Chetek Boat Co. (Construction of Fiber Glass & Veneer Boats)	1,800.00
Denmark	Smith-Douglass, Div. of The Borden Chem. Co. (Fertilizer Blenders & Distributors)	900.00
Eau Claire	Central Storage & Warehouse (Cold & Dry Storage Warehouse)	30,375.00
Eau Claire	Max Phillips & Son, Inc. (Scrap Metal Yard)	136,850.00
Eau Claire	Phoenix Steel Corporation (Steel Fabrication)	67,260.00
Edgar	Ewald Weinkauf (Individual) (Distributor)	2,930.00
Fairchild	Northern States Power Co. (Electrical Transmission Line)	2,000.00
Footville	Tuloma Gas Products Co. (Liquid Fertilizer)	385.00
Footville	Tuloma Gas Products Co. (Liquid Fertilizer)	360.00

NEW CUSTOMERS (Continued)W I S C O N S I N

<u>CITY</u>	<u>NAME & TYPE OF INDUSTRY</u>	<u>C&NW GROSS REVENUE</u>
Green Bay	Green Bay Builders Supply, Inc. (Building Materials & Supplies)	\$ 12,500.00
Green Bay	Joerns Bros. Furniture Co. (Manufacturing)	960.00
Green Bay	Moore Business Forms, Inc. (Printed Business Forms)	19,875.00
Kelly	Wausau Feed & Grain Co. (Bulk Fertilizer Sales)	3,196.00
Lake Mills	Tuloma Gas Products Co. (Liquid Fertilizer Distributor)	900.00
Lancaster	Bloomington Produce Co. (Fertilizer Distribution Facility)	875.00
Lancaster	Lancaster Concrete Co., Inc. (Redi-Mix Cement)	1,500.00
Madison	Central Soya, Incorporated (Manufacture of Feed)	184,209.00
Marinette	Rock Island Millwork Co. (Particle Board Mfg. Plant)	120,000.00
Marshfield	Hunter Eng. Co., Div. of American Metal Climax Co. (Aluminum Supplier)	1,760.00
Menasha	Union Carbide Corporation (Storage of Plastic Pellets)	2,148.00
Milwaukee	Badger Paper Excelsior Co. (Scrap Paper Dealer)	9,600.00
Milwaukee	General Amer. Milw. Terminal Corp. (Stge. & Transfer to Vessels of Liq. Bulk Comm.)	40,000.00
Milwaukee	Inland Steel Products Co. (Mfg. Pre-Fabricated Buildings)	420,720.00
Milwaukee	Martin Brower Paper Co. of Wisconsin (Suppliers of Paper Products)	2,200.00

NEW CUSTOMERS (Continued)

<u>CITY</u>	<u>NAME & TYPE OF INDUSTRY</u>	<u>C&NW GROSS REVENUE</u>
Milwaukee	Milw. Gas Light Company, Subsidiary of American Natural Gas Co. (Pipe Storage Yard)	\$ 12,000.00
Milwaukee	Poly Plastic Bottle Co., Inc. (Manufacture Plastic Bottles)	4,750.00
Montfort	Virginia Carolina Chemical Co. (Liquid Fertilizer)	400.00
Neenah	Southern Warehousing, Inc. (General Warehousing)	100,000.00
Oconto Falls	U. S. Plant Foods, Inc. (Manufacturing)	725.00
Oregon	Tuloma Gas Products Co. (Liquid Fertilizer Distribution)	900.00
Oshkosh	Plywood Oshkosh, Inc. (Plywood & Building Materials Dist.)	48,900.00
Princeton	Green Giant Co. (Storage of Canned Goods)	2,000.00
Reedsburg	Director of Civil Defense (Storage of Shelter Supplies)	250.00
Reedsburg	Tuloma Gas Products Co. (Liquid Fertilizer Distribution)	900.00
Rewey	Tuloma Gas Products Co. (Liquid Fertilizer Distribution)	900.00
Ridgeway	Tuloma Gas Products Co. (Liquid Fertilizer)	400.00
Roberts	Integrity Sales Co. (Outside Lumber Storage)	450.00
So. Beaver Dam	Tuloma Gas Products Co. (Liquid Fertilizer)	450.00
So. Janesville	Monsanto Company (Liquid Fertilizer Distribution)	1,200.00
So. Randolph	Tuloma Gas Products Co. (Liquid Fertilizer Distribution)	900.00

NEW CUSTOMERS (Continued)W I S C O N S I N

<u>CITY</u>	<u>NAME & TYPE OF INDUSTRY</u>	<u>C&NW GROSS REVENUE</u>
Stitzer	Tuloma Gas Products Co. (Liquid Fertilizer Distribution)	\$ 900.00
Stratford	Heiton Farm Equipment Co. (Mfg. of Wood Forage Bins)	1,764.00
West Almond	Erickson Produce Co. (Corn Drying Facility)	<u>22,500.00</u>
		\$ 1,304,253.00

W Y O M I N G

Douglas	Wyoming-Nebraska Pipe Project (Storage of Used Pipe for Shipment)	\$ 2,500.00
Lusk	Ranchers Feed Service (Wool Storage Warehouse)	4,500.00
Riverton	California Company (Bulk Plant Storing Alchohol)	1,500.00
Riverton	Major's Equipment Company (Bulk Fertilizer Warehouse)	7,500.00
Douglas	Pure Gas Service (Fertilizer Storage Warehouse)	<u>4,000.00</u>
		\$ 20,000.00

OLD CUSTOMERS WITH NEW BUSINESSI L L I N O I S

<u>CITY</u>	<u>NAME & TYPE OF INDUSTRY</u>	<u>C&NW GROSS REVENUE</u>
Barr	Amac, Inc. (Grain & Feed)	\$ 2,500.00
Belvidere	Central Grain Company (Grain Elevator)	30,000.00
Belvidere	Central Grain Company (Grain Elevator)	11,775.00
Belvidere	Green Giant Company (Canning)	36,818.00
Caledonia	Ralston, Inc. (Feed Mill & Elevator)	13,500.00
Chicago	Blommer Chocolate Co. (Mfg. of Milk Chocolate, Cocoa, Butter & Chocolate Bars)	8,500.00
Cramers	Capron-Kornmeyer (Feed)	360.00
DeKalb	American Agricultural Chemical Co. (Fertilizer)	2,288.00
Hahnaman	Hahnaman Elevator Co. (Grain - Fertilizer)	1,500.00
Maxwell	Rohn Manufacturing Co. (Manufacture Towers)	1,135.00
Monmouth	Spencer Chemical Co. (Fertilizer)	2,000.00
Morrison	Farmers Elevator & Supply Co. (Grain & Feed)	7,650.00
Mount Prospect	Charles A. Bruning Co., Div. Addressograph- Multigraph	9,000.00
	(Manufacture Copy Machines)	\$ 127,026.00

OLD CUSTOMERS WITH NEW BUSINESS (Continued)

I O W A

<u>CITY</u>	<u>NAME & TYPE OF INDUSTRY</u>	<u>C&NW GROSS REVENUE</u>
Alton	Bitucote Products Co. (Asphalt Supplier)	\$ 5,000.00
Ames	Hoffman-La Roche & Co. (Feed Mixing Plant)	5,000.00
Ames	Schoeneman Bros. (Retail Lumber & Building Material)	500.00
Aredale	Farmers Coop. Society (Fertilizer Storage)	660.00
Ayrshire	Farmers Coop. Elevator Co. (Fertilizer)	850.00
Callender	Big Four Coop. Oil Association (Fertilizer)	500.00
Clinton	Hawkeye Chemical Co. (Fertilizer Manufacturing)	125,000.00
Dakota City	Iowa Public Service Co. (Storage of Poles & Equipment)	100.00
Gilman	Spencer Chemical, Div. Gulf Oil Corp. (Fertilizer Warehouse)	500.00
Kanawha	Iowa Corn By Products (Storage & Loading of Corn Cobs)	3,000.00
Ledyard	Spencer Chemical Div., Gulf Oil Corp. (Storage of Tank Cars of Fertilizer)	100.00
Ledyard	Sunray, Inc. (Storage of Tank Cars of Fertilizer)	100.00
Lone Rock	Lone Rock Coop. Exchange (Fertilizer)	400.00
Mechanicsville	Ralston Purina (Feed Storage & Distribution)	7,900.00
Minburn	Minburn Coop. Elevator (Anhydrous Ammonia Storage)	1,000.00
Minerva	Spencer Chemical Div. Gulf Oil Corp. (Storage & Distribution of Fertilizer)	900.00

OLD CUSTOMERS WITH NEW BUSINESS (Continued)

I O W A

<u>CITY</u>	<u>NAME & TYPE OF INDUSTRY</u>	<u>C&NW GROSS REVENUE</u>
New Sharon	Kewash Company (Storage of Tank Cars)	\$ 250.00
Oskaloosa	Iowa Valve Company (Pipe Foundry)	22,225.00
Parkersburg	Kewash Company (Storage of Tank Cars)	250.00
Pierson	Gulf Oil Corporation (Spencer Chem.Div.) (Fertilizer)	3,900.00
Sioux Rapids	Ranco Fertiservice, Inc. (Fertilizer, Dry, Liquid & Ammonia)	480.00
Sheldahl	Sheldahl Coop. Company (Fertilizer Blending Plant)	800.00
Tipton	Tipton Lumber Company (Lumber & Coal Sales)	1,000.00
Toledo	Farm Bureau Service Company (Fertilizer Mixing Plant & Storage Warehouse)	500.00
		\$ 180, 915.00

M I C H I G A N

Iron River	Caspian Construction Co. (Contractors)	\$ 19,760.00
Norway	Lori Feed Mill (Feed & Grain, Etc.)	2,450.00
		\$ 22,210.00

M I N N E S O T A

Beaver Creek	Beaver Creek Coop. Elevator (Grain-Feed-Fertilizer)	\$ 6,000.00
Echo	Farmers Union Oil Co. (Fertilizer Blending Plant)	5,000.00
Emmons	Speltz Grain & Coal Co., Inc. (Fertilizer Storage)	1,100.00

OLD CUSTOMERS WITH NEW BUSINESS (Continued)

	<u>M</u> <u>I</u> <u>N</u> <u>N</u> <u>E</u> <u>S</u> <u>O</u> <u>T</u> <u>A</u>	
<u>CITY</u>	<u>NAME & TYPE OF INDUSTRY</u>	<u>C&NW GROSS REVENUE</u>
Gaylord	Spencer Chemical Div., Gulf Oil Corp. (Fertilizer Blending Plant)	\$ 6,500.00
Fairfax	Merwyn Sheesley Fertilizers (Liquid Fertilizer Installation)	5,000.00
Jeffers	Jeffers Farmers Coop. Elev. Co. (Elevator & Building Supplies)	1,000.00
Mankato	Farmers Union Central Exchange (Fertilizer - Liquid & Dry)	2,500.00
Mountain Lake	Land O Lakes Creameries (Creamery)	73,100.00
Mountain Lake	Midland Cooperatives, Inc. (Fertilizer)	2,250.00
New Ulm	Home Gas Company (Liquid Fertilizers & L.P. Gas)	10,000.00
Oshawa	Peavey Company (Trackage Lease for Storage Tank Car Liq.Fert.)	450.00
Sherburn	Tuloma Gas Products Co. (Liquid Fertilizer)	720.00
St. James	The American Agric. Chemical Co. (Fertilizer)	4,500.00
St. Paul	Lan-O-Sheen, Inc. (Cleaning Compounds)	4,800.00
Valley Park	Valley Warehouse, Inc. (Warehouse)	6,400.00
Windom	Ralston Purina Co. (Feed)	4,000.00
Worthington	King Gas Sales, Inc. (Liquid Fertilizer)	5,325.00
		<hr/> \$ 138,645.00

OLD CUSTOMERS WITH NEW BUSINESS (Continued)

<u>CITY</u>	<u>N E B R A S K A</u> <u>NAME & TYPE OF INDUSTRY</u>	<u>C&NW GROSS</u> <u>REVENUE</u>
Ainsworth	Farmers Ranchers Coop. (Fertilizer)	\$ 1,000.00
Bloomfield	Farmers Union Elevator Co. (Fertilizer Distribution)	5,200.00
Clinton	Retzlaff Grain Co. (Grain Dealer)	23,682.00
Emerson	Emerson Liquid Fertilizer Co. (Fertilizer)	600.00
Lyons	Logan Valley Fertilizer Co. (Fertilizer)	400.00
Superior	Boettcher Enterprizes, Inc. (Dry Fertilizer Storage)	1,956.00
Tekamah	Great Plains Service (Fertilizer Distribution)	3,100.00
Tilden	Spencer Chemical, Div. of Gulf Oil Company (Fertilizer Storage)	1,500.00
West Point	Ortmeier Seed, Feed & Produce (Feed Storage)	1,450.00
Winside	Winside Consumers Non-Stock Coop. Association (Bulk Fertilizer)	1,600.00
Winside	Winside Consumers Non-Stock Coop. Association (Fertilizer, Grain & Feed)	1,400.00
Winside	Winside Dehy. Company (Bulk Fertilizer)	750.00
		<hr/> \$ 42,638.00
	<u>S O U T H D A K O T A</u>	
Beresford	Farmers Coop. Elevator Co. (Fertilizer)	\$ 350.00
Groton	Top Crops Company, Inc. (Fertilizer Blending & Storage Plant)	5,000.00
Parker	Terminal Grain Corp. (Corn Cob Storage & Loading)	12,500.00
		<hr/> \$ 17,850.00

OLD CUSTOMERS WITH NEW BUSINESS (Continued)

W I S C O N S I N

<u>CITY</u>	<u>NAME & TYPE OF INDUSTRY</u>	<u>C&NW GROSS REVENUE</u>
Appleton	Western Elevator Company (Grain Milling)	\$ 600.00
Augusta	Standard Oil Co., Div. of American Oil (Petroleum Products Distribution)	850.00
Baldwin	Midland Co-Operatives (Mpls. Minn.) (Bulk Fertilizer Blending Plant)	1,000.00
Black River Falls	Federation Coop., Inc. (Fertilizer Storage & Distribution)	400.00
Black River Falls	Hart Tie & Lumber Co., Inc. (Lumber Mill, R.R. Ties, Etc.)	6,480.00
Butler	J. C. Penney Co. (Distribution of Merchandise)	13,500.00
Clinton Jct.	DeLong Company (Wholesale Feed & Fertilizer)	2,700.00
Cottage Grove	Farmers Union Central Exchange, Inc. (Fertilizer Blending Plant)	6,000.00
Deer Park	Walt P. Grant, D.B.A. Deer Park Elevator (Feed Mill & Grain Elevator)	600.00
Eau Claire	Sterling Pulp & Paper Co. (Sanitary Paper Manufacturer)	13,750.00
Eau Claire	United States Rubber Co. (Tire Manufacturing)	24,500.00
Evansville	Tuloma Gas Products Co. (Liquid Fertilizer Distribution)	900.00
Fennimore	Fennimore Roller Mills (Feed & Fertilizer Distribution)	320.00
Fennimore	Fennimore Rollers Mills (Feed & Fertilizer)	2,500.00
Green Bay	F. S. Services, Inc. (Fertilizer Manufacturer)	3,852.00

OLD CUSTOMERS WITH NEW BUSINESS (Continued)

W I S C O N S I N

<u>CITY</u>	<u>NAME & TYPE OF INDUSTRY</u>	<u>C&NW GROSS REVENUE</u>
Green Bay	Gustafson Oil Company (Petroleum Products)	\$ 22,500.00
Green Bay	Hines Lumber Company (Building Materials)	392.00
Manitowoc	Invincible Metal Furniture Co. (Manufacturing)	1,726.00
Manitowoc	Mirro Aluminum Company (Aluminum Article Manufacturer)	10,497.00
Manitowoc	Manitowoc Co., Inc. (Manufacturing)	37,584.00
Manitowoc	Warehouse Terminal Co., Inc. (Warehouse Operator)	19,694.00
Manitowoc	Warehouse Terminal, Inc. (Storage Warehouse)	6,232.00
Milwaukee	Crowley Hydrocarbon Chem. Co., Inc. (Track Lease for Stge. of Cars of Naptha)	2,610.00
Milwaukee	Poly Plastic Bottle Company (Manufacture Plastic Bottles)	28,800.00
Mondovi	Farmers Union Central Exchange (Farm Fertilizers)	800.00
Mondovi	Mondovi Equity Co-Operative (Farm Supplies, Fertilizers, Etc.)	6,995.00
Niagara	Kimberly Clark Corporation (Paper & Pulp Manufacturing)	210,215.00
Oxford	Marquette County Farmco Coop. (Feed)	319.00
Shawano	Phenix Mfg. Co. (Mfg. of Doors & Millwork)	6,106.00
Sheboygan	Schultz Sav-O-Stores, Inc. (Wholesale Groceries)	3,510.00
So. Janesville	Tuloma Gas Products Co. (Liquid Fertilizer Distribution)	750.00

OLD CUSTOMERS WITH NEW BUSINESS (Continued)

W I S C O N S I N

<u>CITY</u>	<u>NAME & TYPE OF INDUSTRY</u>	<u>C&NW GROSS REVENUE</u>
Two Rivers	Hamilton Manufacturing Company (Manufacturing Appliances)	\$ 36,425.00
Two Rivers	Mirro Aluminum Company (Manufacturing)	2,184.00
Waxdale	S. C. Johnson & Son, Inc. (Mfg. of Waxes & Polishing Compounds)	140,000.00
West Bancroft	Central Sands Produce, Inc. (Processing of Potatoes)	<u>18,750.00</u>
		\$ 634,041.00

WITH US FOR AWHILEI L L I N O I S

<u>CITY</u>	<u>NAME & TYPE OF INDUSTRY</u>	<u>C&NW GROSS REVENUE</u>
Blodgett	L. B. Foster Company (Tearing Up Old Railroad Track)	\$ 24,000.00
Earlville	W. R. Grace Co. (Fertilizer)	1,124.00
Hanny City	Central Illinois Light Co. (Utility)	300.00
Keithsburg	Illinois Power Co. (Utility)	250.00
Lick	Aylco Chemical Co. (Fertilizer)	600.00
Middle Grove	Mid-America Pipeline Co. (Pipeline Contractors)	250.00
South Pekin	Panhandle Eastern Pipe Line Co. (Utilities)	9,000.00
South Pekin	Tuloma Gas Products Co.	<u>1,500.00</u>
		\$ 37,024.00

I O W A

Ackley	J. M. Hunt & Son (Storage of Fertilizer In Tank Cars)	\$ 500.00
Alden	Alden Coop. Elevator Co. (Storage of Cars Liquid Fertilizer)	400.00
Alexander	Farmers Grain & Feed Company (Storage of Cars of Fertilizer)	400.00
Algona	Hodgman & Son, Inc. (Storage of Cars of Road Oil)	3,500.00
mes	Cooper's Mill, Inc. (Fertilizer Distribution)	400.00
Ankeny	Story-Polk Farm Service (Storage of Tank Cars of Fertilizer)	1,500.00
Ayrshire	Farmers Coop. Elevator (Storage of Tank Cars of Fertilizer)	600.00

WITH US FOR AWHILE (Continued)I O W A

<u>CITY</u>	<u>NAME & TYPE OF INDUSTRY</u>	<u>C&NW GROSS REVENUE</u>
Badger	Badger Coop. Co. (Storage of Tank Cars of Fertilizer)	\$ 400.00
Belle Plaine	Farmers 4-County Gop. (Storage of Fertilizer in Tank Cars)	250.00
Belle Plaine	American Agric. Chem. Co.	3,100.00
Belle Plaine	Phillips Petroleum Co. (Storage of Tank Cars Fertilizer)	1,000.00
Belle Plaine	W. R. Grace & Co. (Storage of Cars Anhydrous Ammonia)	7,500.00
Belle Plaine	Walnut Grove Prods. Div. W. R. Grace & Co. (Storage of Tank Cars of Fertilizer)	700.00
Belmond	Smith-Douglass Co., Inc. (Storage of Tank Cars of Fertilizer)	100.00
Boone	B. & H. Farm Service Co. (Storage of Cars of Fertilizer)	2,000.00
Bradgate	Farmers Coop. Company (Storage of Tank Cars of Fertilizer)	200.00
Burt	Farm Service Company (Storage of Tank Cars of Fertilizer)	500.00
Callender	Callender Coop. Grain Co. (Storage of Tank Cars of Fertilizer)	400.00
Carroll	National Construction Co. (Paving Contractor)	10,495.00
Chapin	Farmers Coop. Elevator Co. (Storage of Tank Cars of Fertilizer)	500.00
Clare	Clare Coop. Elevator Co. (Storage of Cars of Fertilizer)	274.00
Clemons Grove	Hodgman & Son, Inc. (Storage of Tank Cars)	2,500.00
Colo	American Agric. Chemical Co. (Storage of Tank Cars of Fertilizer)	900.00
Colo	Farmers Grain Company (Storage of Tank Cars of Fertilizer)	450.00
Corwith	American Agricultural Chemical Co. (Storage of Tank Cars of Fertilizer)	500.00

WITH US FOR AWHILE (Continued)I O W A

<u>CITY</u>	<u>NAME & TYPE OF INDUSTRY</u>	<u>C&NW GROSS REVENUE</u>
Corwith	Corwith Community Coop. (Storage of Tank Cars of Fertilizer)	\$ 1,000.00
Dallas Center	Farmers Coop. (Liquid Fertilizer Storage & Dist.)	2,500.00
Dana	American Agric. Chemical Co. (Storage of Tank Cars of Fertilizer)	2,750.00
Denison	Western Engineering Co. (Highway Contractor)	4,500.00
Dougherty	Farmers Inc. Coop. Society (Storage of Tank Cars)	900.00
Dunlap	Midwest Paving Co., Inc. (Highway Contractor)	8,000.00
Eagle Grove	Western Engineering Co. (Storage of Tank Cars of Asphalt)	20,115.00
Eldora	Farm Bureau Service Co. (Storage of Tank Cars Fertilizer)	500.00
Eldora	Spencer Chemical Co., Div. Gulf Oil (Storage of Tank Cars of Fertilizer)	500.00
Farnhamville	Farmers Coop. Co. (Storage of Cars of Fertilizer)	1,000.00
Faulkner	Faulkner Grain Co. (Storage of Tank Cars of Fertilizer)	325.00
Galva	Hallett Construction Co. (Highway Contractor)	27,000.00
Geneva	Geneva Grain & Feed Company (Storage of Tank Cars of Fertilizer)	650.00
Gilbert	American Agric. Chemical Co. (Storage of Tank Cars of Fertilizer)	500.00
Gladbrook	Pippert Grain & Milling Co. (Storage of Tank Cars of Fertilizer)	500.00

WITH US FOR AWHILE (Continued)I O W A

<u>CITY</u>	<u>NAME & TYPE OF INDUSTRY</u>	<u>C&NW GROSS REVENUE</u>
Goldfield	Farmers Elevator Coop. (Storage of Cars of Fertilizer)	\$ 600.00
Grinnell	Poweshiek-Jasper Farm Service (Storage of Tank Cars of Fertilizer)	400.00
Hampton	Hampton Farmers Coop. (Storage of Tank Cars of Fertilizer)	500.00
Hanlontown	Interstate Power Co. (Storage of Transformers)	500.00
Hanlontown	Western Engineering Co. (Storage of Tank Cars of Asphalt)	8,893.00
Hubbard	Farmers Coop. Elevator Co. (Storage of Tank Cars Liquid Fertilizer)	602.00
Iowa Falls	Farmers Coop. Elevator (Storage of Tank Cars of Fertilizer)	500.00
Jefferson	Armour Agric. Chemical Co. (Storage of Tank Cars of Liq. Fertilizer)	225.00
Jefferson	Cal-Car Service Co. (Liquid Fertilizer Storage & Distribution)	1,689.00
Joice	Dean Lindflott (Storage of Tank Cars of Fertilizer)	200.00
Kanawha	American Agricultural Chemical Co. (Storage of Tank Cars of Fertilizer)	600.00
Kanawha	Farmers Coop. Elevator Co. (Storage of Tank Cars of Fertilizer)	600.00
Kesley	J. M. Hunt & Son (Storage of Cars of Fertilizer)	550.00
Lawn Hill	Lawn Hill Cooperative (Storage of Cars of Fertilizer)	1,000.00
Livermore	Farmers Coop. Elevator Co. (Storage of Fertilizer in Tank Cars)	500.00
Lone Rock	Lone Rock Coop. Exchange (Storage of Tank Cars of Fertilizer)	200.00
Marshalltown	Marshall Farm Service Co. (Storage of Tank Cars of Fertilizer)	400.00

WITH US FOR AWHILE (Continued)I O W A

<u>CITY</u>	<u>NAME & TYPE OF INDUSTRY</u>	<u>C&NW GROSS REVENUE</u>
Marshalltown	Thermogas (Storage of Tank Cars of Fertilizer)	\$ 560.00
Mason City	American Agric. Chemical Co. (Storage of Tank Cars of Fertilizer)	5,000.00
McCallsburg	McCallsburg Coop. Elevator Co. (Storage of Tank Cars of Fertilizer)	900.00
Missouri Valley	Hallett Construction Co. (Highway Contractors)	4,000.00
Moville	Irving F. Jensen Co., Inc. (Highway Paving Contractor)	46,760.00
Nevada	Story-Polk Farm Service (Storage of Fertilizer in Tank Cars)	450.00
New Sharon	Taintor Cooperative Co. (Storage of Tank Cars of Fertilizer)	500.00
Norfolk	Kaneb Pipeline Co. (Pipe Storage)	4,651.00
Northwood	Tri-County Farm Service, Inc. (Storage of Tank Cars of Fertilizer)	400.00
Onawa	Western Engineering Co., Inc. (Paving Contractor)	55,539.00
Oskaloosa	Mahaska Farm Service Co. (Storage of Tank Cars of Fertilizer)	850.00
Owasa	Owasa Coop. Elevator (Storage of Fertilizer in Tank Cars)	500.00
Pierce	National Construction Co. (Construction)	3,780.00
Radcliffe	Continental Oil Co. (Storage of Tank Cars of Fertilizer)	1,528.00
Radcliffe	Farmers Coop. Elevator Co. (Storage of Tank Cars of Fertilizer)	200.00
Ralston	Farmers Coop. Association (Storage of Tank Cars of Fertilizer)	1,000.00
Randall	Farmers Coop. Grain Co. (Storage of Cars of Liquid Fertilizer)	843.00

WITH US FOR AWHILE (Continued)

<u>CITY</u>	<u>I O W A</u> <u>NAME & TYPE OF INDUSTRY</u>	<u>C&NW GROSS</u> <u>REVENUE</u>
Renwick	Farmers Coop. Company (Storage of Fertilizer in Tank Cars)	\$ 800.00
Ringsted	International Minerals & Chem. Co. (Storage of Tank Cars of Fertilizer)	200.00
Rippey	Rippey Farmers Coop. (Storage of Tank Cars of Fertilizer)	840.00
Roland	Farmers Coop. Elevator Co. (Storage of Tank Cars of Fertilizer)	500.00
Rolfe	Farmers Coop. Elevator Co. (Storage of Tank Cars of Fertilizer)	300.00
Ruthven	Miller Truck Service (Storage of Tank Cars of Fertilizer)	200.00
Scranton	Ellwanger Grain & Feed Co. (Storage of Tank Cars of Fertilizer)	500.00
Scranton	Farmers Elevator Coop. (Storage of Tank Cars of Fertilizer)	850.00
Sheffield	Sheffield Farmers Coop. (Storage of Fertilizer in Tank Cars)	500.00
Sheldon	Midwest Paving Co., Inc. (Contractor)	135,000.00
Spencer	C - D Farm Service Co. (Storage of Tank Cars of Fertilizer)	500.00
Stratford	Stratford Grain & Supply Co. (Storage of Tank Cars of Fertilizer)	1,000.00
Tama	Hawkeye Chemical Co. (Storage of Tank Cars)	3,000.00
Tama	Tuloma Gas Products Co. (Fertilizer Storage in Tank Cars)	400.00
Terril	Farmers Coop. Co. (Storage of Tank Cars of Fertilizer)	200.00
Toldeo	Farm Bureau Service Co. (Storage of Fertilizer in Tank Cars)	400.00

WITH US FOR AWHILE (Continued)I O W A

<u>CITY</u>	<u>NAME & TYPE OF INDUSTRY</u>	<u>C&NW GROSS REVENUE</u>
Voorhies	J & E Spraying Co. (Track Lease for Stge. of Tank Cars of Fertilizer)	\$ 400.00
Wall Lake	Hallett Construction Co. - Paving Division (Highway Contractor)	2,700.00
Waukee	Farmers Coop. Elevator Co. (Storage of Tank Cars)	850.00
Zearing	American Agricultural Chemical Co. (Storage of Tank Cars of Fertilizer)	400.00
Zearing	Zearing Fertilizer Co. (Storage of Tank Cars of Fertilizer)	<u>600.00</u>
		\$ 405,369.00

WITH US FOR AWHILE (Continued)

M I C H I G A N

<u>CITY</u>	<u>NAME & TYPE OF INDUSTRY</u>	<u>C&NW GROSS REVENUE</u>
Carney	Proksch Construction Co. (Contractor)	\$ 232.00
Menominee	J. W. Wells Lumber Co. (Lumber & Flooring Mfg.)	7,595.00
Norway	Michigan Consolidated Gas Co. (Pipe Line Operator)	6,000.00
Powers	Reilly Tar & Chemical Co. (Tar & Chemical Suppliers)	4,243.00
Quinnesec	Michigan Consolidated Gas Co. (Pipe Line Operator)	3,000.00
Stephenson	Michigan Consolidated Gas Co. (Pipe Line Operator)	1,638.00
Wallace	Michigan Consolidated Gas Co. (Pipe Line Operator)	16,100.00
Wallace	Reilly Tar & Chemical Co. (Tar & Chemical Suppliers)	2,545.00
		<hr/>
		\$ 41,353.00

M I N N E S O T A

Duluth	Johnson Bros. Highway & Heavy Const., Inc. (Contractors)	\$ 3,500.00
Duluth	The Bunge Corp. of New York (Dealers in Lard, Tallow, Grease)	7,000.00
Jeffers	United Building Centers, Inc. (Building Materials)	854.00
Jeffers	W. Hodgman & Sons, Inc. (Storage & Unloading Asphalt)	4,500.00
LaSalle	Smith-Douglass Co. (Bulk Liquid Fertilizer)	2,400.00
Luverne	Farmers Cooperative Elevator (Fertilizer)	1,200.00
Redwood Falls	Home Gas Company (Liquid Fertilizers)	750.00

WITH US FOR AWHILE (Continued)

M I N N E S O T A

<u>CITY</u>	<u>NAME & TYPE OF INDUSTRY</u>	<u>C&NW GROSS REVENUE</u>
Rochester	Home Gas Company (Liquid Fertilizers)	\$ 750.00
Worthington	Phillips Petroleum Company (Fertilizer)	<u>37,280.00</u> \$ 58,234.00

N E B R A S K A

Anoka	Missouri Valley Construction Co. (Asphalt)	\$ 2,250.00
Fordyce	Kaneb Pipe Line Co. (Pipe Line Contractors)	5,100.00
Fremont	Phillips Petroleum Co. (Fertilizer)	3,200.00
Hartington	Booth & Olson, Inc. (Paving Contractor)	4,000.00
Norfolk	Phillips Petroleum Co. (Fertilizer)	3,000.00
Pilger	Blacktop, Inc. (Storage of Asphalt)	1,145.00
Randolph	Abel Construction Co. (Paving Contractor)	24,000.00
Randolph	Kaneb Pipe Line Co. (Pipe Line Contractors)	5,100.00
Scribner	Farmers Coop. Mercantile Co. (Fertilizer)	3,200.00
Superior	Phillips Petroleum Company (Fertilizer)	<u>1,350.00</u> \$ 52,345.00

S O U T H D A K O T A

Canistota	C. H. Lindekugel & Sons, Inc. (Contractor)	\$ 15,000.00
Canova	Northern States Power Co. (Utility)	750.00
Spencer	G. H. Lindekugel & Sons, Inc. (Contractors)	<u>7,000.00</u> \$ 22,750.00

WITH US FOR AWHILE (Continued)W I S C O N S I N

<u>CITY</u>	<u>NAME & TYPE OF INDUSTRY</u>	<u>C&NW GROSS REVENUE</u>
Barneveld	Thoni Feed & Fuel Co. (Feed Business)	\$ 200.00
Black River Falls	Standard Materials Corp. (Highway Paving Materials)	1,000.00
Black River Falls	Midland Co-Operatives (Farm Fertilizers)	400.00
Clintonville	Clintonville Co-Op. (Distributor of Feed)	500.00
Monico	Wisconsin Public Service Corp. (Public Utility)	2,250.00
Summit Lake	Wisconsin Public Service Corp. (Public Utility)	1,500.00
Washburn	Isaksson Lumber Co. (Pulpwood Shipper)	<u>5,500.00</u>
		\$ 11,350.00
<u>W</u> <u>Y</u> <u>O</u> <u>M</u> <u>I</u> <u>N</u> <u>G</u>		
Shawnee	Larson Construction Co. (Electric Trans.Line Construction)	<u>\$ 4,000.00</u>
		\$ 4,000.00

OUT OF BUSINESSI L L I N O I S

<u>CITY</u>	<u>NAME & TYPE OF INDUSTRY</u>	<u>C&NW GROSS REVENUE</u>
Chicago	Heinemann's Bakery (Bakery Goods)	\$ 2,154.00
Chicago	Lord & Bushnell Lumber Co. (Lumber)	3,774.00
Geneva	M. A. Joshel Co. (Handling Coal & Feed)	2,402.00
Harvard	Bowman Dairy Co. (Handling Dairy Milk)	1,606.00
Lincolnwood	Web Press Publications, Inc. (Printers)	2,252.00
Marengo	Shurtleff & Co. (Lumber & Coal Business)	2,371.00
Normandy	George H. Cameron (Implement Dealer)	2,500.00
Rockford	Simplex Forms Systems, Inc. (Plywood Forms)	3,183.00
Skokie	Biwax Corporation (Manufacture Wax, Resins, Asphalt)	327.00
St. Charles	St. Charles Lumber & Fuel Co. (Sales & Retail Yard)	2,172.00
Union	Protective Papers, Inc. (Sold out to Nicollet Industries) (Asbestos Building Papers)	7,200.00 \$ 29,941.00

I O W A

Perry	Anderson Independent Lumber (Lumber Yard)	\$ 529.99
		\$ 529.99

M I C H I G A N

Ironwood	Pickands, Mather & Co. (Mining - Geneva Mine)	\$ 1,046,124.00
Menominee	Mobil Oil Co., Div. Soc. Mobile Oil) (Petroleum Products Distributor)	171.00
Norway	Lodal, Inc. (Manufacturing)	27,381.00
		\$ 1,073,676.00

OUT OF BUSINESS (Continued)N E B R A S K A

<u>CITY</u>	<u>NAME & TYPE OF INDUSTRY</u>	<u>C&NW GROSS REVENUE</u>
Ewing	Pollock Sand & Gravel Co.	\$ 3,240.00
		\$ 3,240.00

S O U T H D A K O T A

Ellis	Eagle Sand & Gravel Co. (Sold-Eagle Mat'ls. (Ready-Mix Cement)	\$ 14,616.00
Humboldt	John W. Tuthill Lumber Co. (Lumber & Building Materials)	300.00
		\$ 14,916.00

W I S C O N S I N

Cuba City	Kivlahan Coal Co. (Coal)	\$ 3,750.00
Dundas	Fall River Canning Co. (Canned Goods Producer)	8,383.00
Green Bay	Norcor Mfg. Co. (Furniture Manufacturer)	12,214.00
Hurley	Pickands, Mather & Co. (Cary Mine) (Mining)	507,334.00
		\$ 531,681.00