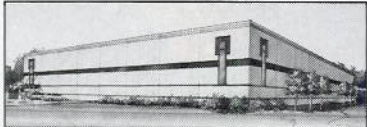


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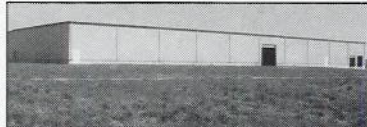
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MANUFACTURING IN CANADA, THE U.S. AND MEXICO: COMPARISONS OF PRODUCTIVITY AND PROFITABILITY

VARIABLES	CANADA	U.S.	MEXICO
BACKGROUND DATA			
Manufacturing output (\$US billions)	\$256	\$2,861	\$133
Manufacturing value added (\$US billions)	\$112	\$1,322	\$57
Manufacturing wages and salaries (\$US billions)	\$51	\$471	\$11
Number of manufacturing employees (thousands)	1,869	17,496	2,600
Average wage (\$US thousands)	\$28	\$27	\$4
PRODUCTIVITY MEASURES			
Output per employee (\$US thousands)	\$137	\$164	\$51
Value added per employee (\$US thousands)	\$60	\$76	\$22
PROFITABILITY MEASURES			
Intermediate inputs	56%	54%	57%
Wages and salaries	20%	16%	8%
Gross margin	24%	30%	35%
Profit per employee (\$US thousands)	\$33	\$49	\$18

Data are for 1990. Sources: Financial Post, Mexican National Institute for Statistics, Geography and Information (INEGI), Statistics Canada, U.S. Department of Commerce and United Nations Industrial Development Organization. **Manufacturing output.** Value of manufacturing goods and services produced. **Manufacturing value added.** Value of manufacturing output minus the value of inputs purchased. **Manufacturing wages and salaries.** Payments made to employees for working at manufacturing establishments. **Number of manufacturing employees.** The number of persons who worked in or for manufacturing establishments other than working proprietors, active business partners and unpaid family workers. **Average wage.** Manufacturing wages and salaries divided by number of manufacturing employees. **Output per employee.** Manufacturing output divided by number of manufacturing employees. **Value added per employee.** Manufacturing value added divided by number of manufacturing employees. **Intermediate inputs.** Manufacturing output minus manufacturing value added, divided by manufacturing output. Indicates how much manufacturers spent on materials and supplies as a share of total output. Inputs include costs related to fuel, electricity, and industrial services received such as contract and commission work, repairs and maintenance. **Wages and salaries.** Manufacturing wages and salaries divided by manufacturing output. Indicates how much manufacturers spent on wages as a share of total output. **Gross margin.** Manufacturing value added minus manufacturing wages and salaries, divided by manufacturing output. Indicates the gross margins of manufacturers as a share of total output. The total of intermediate inputs, wages and salaries and gross margin equals 100%. **Profit per employee.** Manufacturing output times gross margin, divided by number of manufacturing employees.