



Great
Logistics
Sites:

YOU'RE WELCOME

A visit to five U.S. locations that are creating inviting environments for companies striving to achieve logistics excellence.

Despite the tough economic climate, the logistics, distribution, and transportation sector remains an industrial bright spot for many U.S. regions. Goods still need to be imported, exported, stored, and distributed—and the business of doing that continues to be good business. As a result, local and regional governments and economic development organizations have rolled out the welcome mat for companies involved in logistics, distribution, and transportation.

Though each location offers different, distinct advantages, the building blocks of a great logistics site are often the same: prime location, an abundance of industrial facilities, easy access to multiple transportation modes, the right workforce, and tax credits and incentives. Here is a closer look at five regions that offer the right combination to help companies achieve logistics greatness.



ROCKINGHAM COUNTY, NORTH CAROLINA

Logistics Pulls Up a Chair

Though the collapse of North Carolina's textile and furniture industries left a hole in the state's economy, it also left behind an experienced workforce and a number of well-equipped buildings ripe for repositioning. In Rockingham County—a rural area north of Greensboro, N.C., and part of the Piedmont Triad region—many of those buildings now house transportation, logistics, and distribution companies. One example is Service Logistics, which successfully converted a former furniture factory in Stoneville, N.C., into a multi-purpose 3PL location.

The region's workforce, affordable wages, and status as a right-to-work state have also been a draw for large companies. "Companies in a variety of industries—including Miller Brewing, Ball Corporation, Bridgestone Aircraft Tire, and several tobacco companies—have found what they need in Rockingham County," says Graham Pervier, president of Rockingham County Partnership, the area's economic development group.

Rockingham County's position near the newly opened FedEx hub at the Piedmont Triad International Airport is another key attraction for logistics-minded companies. The new facility adds to FedEx's existing ground hub at the airport and provides area businesses a key link to crucial freight transportation capabilities. Highway improvements currently underway will make it possible for businesses to get to the airport in less than one hour from many points in Rockingham County.

The county also offers the logistics sector an ideal Mid-Atlantic location close to the urban areas of Atlanta; Greenville-



A wealth of resources makes North Carolina's Rockingham County popular with bottling companies and logistics providers alike.

Spartanburg, S.C.; Raleigh-Durham, N.C.; and the Baltimore, Md./Washington, D.C./Richmond, Va., region, notes Pervier. Completing Rockingham County's full roster of transportation capabilities is rail access through Norfolk Southern, and an easy drive to the North Carolina ports of Wilmington and Morehead City, as well as the Port of Norfolk and the Port of Charleston.



General Mills reaps the benefits of operating a facility in centrally located Joplin.

JOPLIN, MISSOURI

Midwestern Locale, National Reach

"Companies looking for regional reach and the ability to serve multiple metro areas from a single location are very well-positioned in Joplin," says Rob O'Brian, president of the Joplin Area Chamber of Commerce. The metro areas of Kansas City, Tulsa, Oklahoma City, Little Rock, and St. Louis, for instance, are all a half-day drive from Joplin; while Dallas, Memphis, Omaha, and Chicago are within a full day's drive.

These trips are made possible by Joplin's proximity to major highways including Interstates 40 and 44, and the abundance of trucking companies that maintain operations in the area. "The transportation industry in Joplin makes up about eight percent of total employment or about 6,400 people," O'Brian notes. One of the most well-known local trucking companies is Con-way Freight, which employs some 2,000 workers in the Joplin area.

Another draw for companies considering Joplin as a transportation/distribution hub is the 670-acre Crossroads Business and Distribution Park near the intersection of I-44 and U.S. Highway 71. The park offers full city utilities and an enhanced enterprise zone, and will soon undergo \$5 million in road infrastructure improvements. Snack-food company Frito-Lay recently chose Crossroads as the site of a route service center for delivering products to stores.

Other large companies have also opted to locate distribution facilities in Joplin. Jarden Consumer Solutions, the parent company of Sunbeam and other appliance brands, maintains a 400,000-square-foot operation in Joplin; while cereal giant General Mills uses its Joplin facility as a dough processing, production, and distribution hub for midwestern customers.

More than 35,000 miles of
highways and interstates are in

NEW JERSEY



National Retail Systems, Inc.
Maher Terminals, LLC • Camden
International Commodities Terminal
The company we keep,
keeps getting better.
Port Jersey Logistics • New Century
Transportation, Inc. • Port
Newark Container Terminal

New Jersey's strategic location—halfway between Boston and Washington, D.C.—means overnight delivery to more than 100 million consumers who purchase \$2 trillion in goods and services annually.

Programs & Services

Site Selection Assistance
Permitting and Regulatory Facilitation
State Program Coordination
Export Assistance
Financing, Loans & Loan Guarantees
Incentive & Tax Credit Programs

Although companies locate in New Jersey for many reasons, the ability to ship goods to market quickly and efficiently is especially crucial. The state was recently ranked #1 in the country for transportation, warehousing and highway connectivity and #2 for railroad service*. New Jersey also has the largest port complex on the eastern seaboard with facilities in Newark and Elizabeth, supplemented by major ports on the Delaware River. These ports handle more than 620 million tons of freight, valued at over \$850 billion annually. And, with two major airports—Newark Liberty and Atlantic City International—New Jersey serves as an intermodal gateway for trade across the country and around the world.

As the third largest industrial real estate market in the country (with nearly 800 million square feet of space), New Jersey offers a wide range of choices. The state has more than 23,000 establishments devoted to warehousing, logistics and distribution; 3,000 warehouse facilities have ceiling heights over 20 feet.

A number of major firms that store and move their products, as well as the thousands of logistics firms that serve them, are located in New Jersey. Contact us at 866-534-7789, we'll put you in touch with one of our Account Executives so you can learn more about why New Jersey is the right place for your business.



THE STATE OF NEW JERSEY

www.NewJerseyBusiness.gov • 866-534-7789



GEORGIA

Logistics Business is Just Peachy

With the world's busiest airport, the nation's fourth-largest seaport, and the third-best transportation infrastructure in the country, it is no surprise that Georgia considers logistics a strategic industry. The state formed the Center of Innovation for Logistics (COI) to help attract and expand businesses within the logistics, transportation, and distribution sector. The Center also helps companies connect to industry leaders and logistics technology providers, explains Page Siplon, COI Logistics' executive director.

"Georgia has one of the best stories to tell for logistics and transportation companies," adds Siplon. "Delta, UPS, Manhattan Associates, and Saia, for example, all decided to base their operations in Georgia."

In addition, the state's Mid-Atlantic location and top-notch transportation assets

have attracted retailers such as Target, IKEA, and Home Depot, which maintain distribution facilities there. Small businesses have also found a home in The Peach State, with nearly 10,000 companies comprising the state's logistics sector.

Among Georgia's transportation assets is Hartsfield-Jackson Atlanta International Airport, which is the busiest passenger airport in the world and ranks 11th in the country for airfreight volume, handling more than 700,000 tons annually. The airport offers Georgia businesses access to 80 percent of the U.S. market within two hours' flight time. Georgia also boasts The Port of Savannah, which has emerged as the fastest-growing containerport in the United States.

Companies in the logistics sector are also attracted to Georgia because of its relatively low operating costs. "Land is reasonably priced, taxes are favorable, and incentives are abundant," notes Siplon.

Abundant transportation assets keep Georgia's businesses on the go.



Life is Good Distribution is Great!

- Efficient highway transportation from coast to coast and Canada to Mexico
- More than forty trucking companies
- Highway and rail served sites up to 1,500 acres
- Three railroads and air cargo service
- Third party warehouse/distribution operations
- Reliable, modestly priced utilities
- Skilled, productive and available workforce

See our specialized distribution profile at: www.joplincc.com/distributionprofile

FOR MORE INFORMATION:

Rob O'Brian, CEcD

President, Joplin Area Chamber of Commerce

www.joplincc.com

robrian@joplincc.com

Phone: 417.624.4150 * Fax: 417.624.4303



“Toledo offers a good mix of cost and quality for businesses in value-added logistics.”

— IBM Global Business Services



Within a 300-mile radius of Toledo, you can reach more industrial space than from any other location in North America.



When you're in search of a location for your business, consider what the experts at IBM Global Business Services pinpointed as a key advantage to the Toledo area: value-added logistics including infrastructure, industry presence and labor availability.

No other metro area in the U.S. has every form of transportation resource readily available — road, rail, sea and international heavy air freight. It's no wonder Toledo was named a 5-Star Logistics Metro by *Expansion Management* magazine.



Additionally, Northwest Ohio offers:

- An international cargo hub — BAX Global/Schenker
- Tier 1 manufacturers
- Excellent road/railroad infrastructure — CSX Transportation, Norfolk Southern and Roadway Express
- An experienced manufacturing and logistics workforce
- UPS hub and FedEx (multistate facilities)
- Menards and Walgreens (multistate distribution centers)

Make your move to Northwest Ohio. Contact the Regional Growth Partnership to learn more about how we can help meet your location needs.



Call 419-252-2700 and talk to Dean Monske (ext. 311) or Lee Springer (ext. 315).





NEW JERSEY

Top Transport Options, Top Workers

As home to more than 23,000 transportation, logistics, and distribution establishments, it is no surprise that *Expansion Magazine* recently ranked New Jersey first in the United States for transportation, warehousing, and highway connectivity. Backing up that ranking are the state's 35,000 miles of interconnected roadways; a three-airport network—Newark, John F. Kennedy International, and LaGuardia—that handles nearly 25 percent of all U.S. international air cargo; and the Port of New York and New Jersey, which is the largest port complex on the eastern seaboard and is responsible for more than \$100 billion in trade.

In addition, New Jersey's ports and freight industry support approximately 500,000 jobs, helping more than 620 million tons of freight move into, through, and out of New Jersey each year, notes Glenn J. Phillips, public affairs officer for the New Jersey Economic Development Authority.

	2007	2008	% CHANGE vs. 2007
General Cargo Tonnage at Port of NY/NJ (Thousands of Metric Tons)			
Imports	22,045	22,091	0.2%
Exports	10,772	11,543	7.2%
Total	32,817	33,634	2.5%

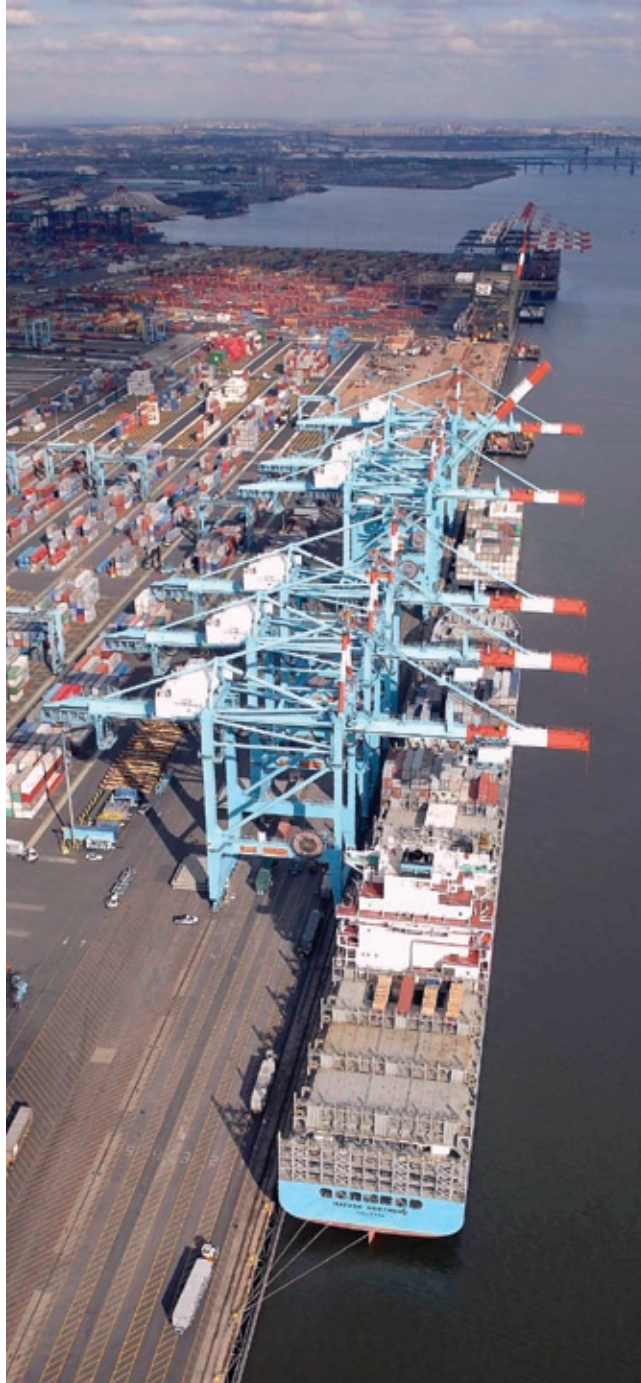
Bulk Cargo Tonnage at Port of NY/NJ			
Imports	47,116	45,296	-3.9%
Exports	7,298	9,977	36.7%
Total	54,414	55,273	1.6%
Total Cargo Tonnage	87,231	88,907	1.9%

Source: U.S. Dept. of Commerce, Bureau of Census

Container Trade at Port of NY/NJ			
Loaded Import TEUs	2,619,592	2,548,973	-2.7%
Loaded Export TEUs	1,477,903	1,616,238	9.4%
Total, Loaded TEUs	4,097,495	4,165,211	1.7%
Total TEUs (loads and empties)	5,299,105	5,265,053	-0.6%
Total Containers (loads and empties)	3,099,644	3,068,935	-1.0%

Source: PONYNJ Terminal Operator Data

"We also have a talented workforce that makes New Jersey a leader in innovation, research, and development, and a location in the heart of one of the world's largest workplaces between New York City and Philadelphia," Phillips adds. These attributes, along with the ability to reach some 60 million consumers within a four-hour drive, have lured major companies such as Barnes & Noble, Toys R Us, and Home Depot, which all maintain warehousing and distribution facilities in New Jersey.



The Port of New York and New Jersey is the third-largest seaport in North America and the largest maritime cargo center on the East Coast.

New Jersey also hosts a wide range of logistics companies including UPS, New Century Transportation, Port Jersey Logistics, and National Retail Systems. Its industries range from food processing and medical and pharmaceutical manufacturing to oil, chemical, and steel production.

New Jersey's educational institutions work closely with the business community to ensure that these industries are staffed with qualified workers, notes Phillips. Rutgers University and the New Jersey Institute of Technology both offer MBAs with a logistics concentration, while several community colleges provide programs to earn certificates in logistics and/or supply management, resulting in a broad pool of educated logistics workers.

**32° 5.40' N
81° 6.32' W**

**Where
logistics
companies go
to become
global leaders**



Discover Georgia, and find the premier location for logistics across sea, air, and land. Georgia is home to North America's largest single-terminal container operation and one of the world's busiest cargo and commercial airports. From here, trucks reach more than 80% of the U.S. industrial market within two days. Plus rail cargo travels along the largest railroad network in the Southeast. It is easy to see why half of the world's top 100 third-party logistics providers are already located in Georgia. To get your bearings, call **404.962.4122** or visit **www.georgia.org/logistics**.





**More space.
Optimal water.
Valuable incentives.
Easy access.**

Logistics has a strategic new home
on the Eastern Seaboard in
Rockingham County...
North Carolina's North Star. Make
your move and we'll help.

Contact **1.800.316.ROCK** or
NCNorthStar.com



TOLEDO, OHIO

Small-Town Vibe Meets Big-City Assets

Combining a small-community environment with access to major markets has helped Toledo, Ohio, land at the top of many site selectors' lists. The Toledo metro area—which encompasses 18 counties in northwest Ohio and three counties in southeast Michigan and comprises nearly one million people—boasts superior highway access thanks to its location near Interstates 80 and 90 and U.S. Highway 75.

It also offers shipping access on the Great Lakes Waterway and ample air cargo capabilities at Toledo Express Airport, which houses a Schenker/BAX Global hub with nightly service to major North American markets, plus twice-weekly service to Frankfurt, Germany and Dubai, UAE; and weekly service to Sydney, Australia.

"Toledo offers the infrastructure of a big metropolitan region without the political challenges," says Steve Weathers, CEO of Regional Growth Partnership (RGP), an area economic development company. "If a company wants to build a 500,000-square-foot facility here, we will bend over backwards to accommodate it. That might not happen in a larger city."

One way RGP bends over backwards is by operating its own venture capital (VC) fund, which allows it to invest in certain economic development deals. "The VC fund lets us put our money where our mouth is," notes Weathers.

Businesses are also drawn to the Toledo area's abundant open space for development. Available acreage exists for airfreight distribution centers at Toledo Express Airport; deepwater sites for heavy industry at the Port of Toledo; and manufacturing or distribution center sites at the intersection of I-80, I-90, and U.S. 75. This available land has helped attract the solar industry—Toledo is now one of the country's most active regions for photovoltaic research and solar panel manufacturing. The automotive industry has also found Toledo ideal for distribution activity, investing more there than in any other U.S. location since 2000.

Other companies making a logistics home in Toledo include Walgreen's, Home Depot, Cardinal Health, UPS, and FedEx.