

Transportation's Impact on Economic Development

The



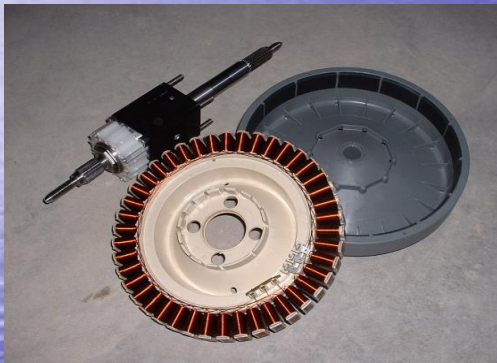
Story

Who is Fisher & Paykel Appliances ?



The Project's Product-Line

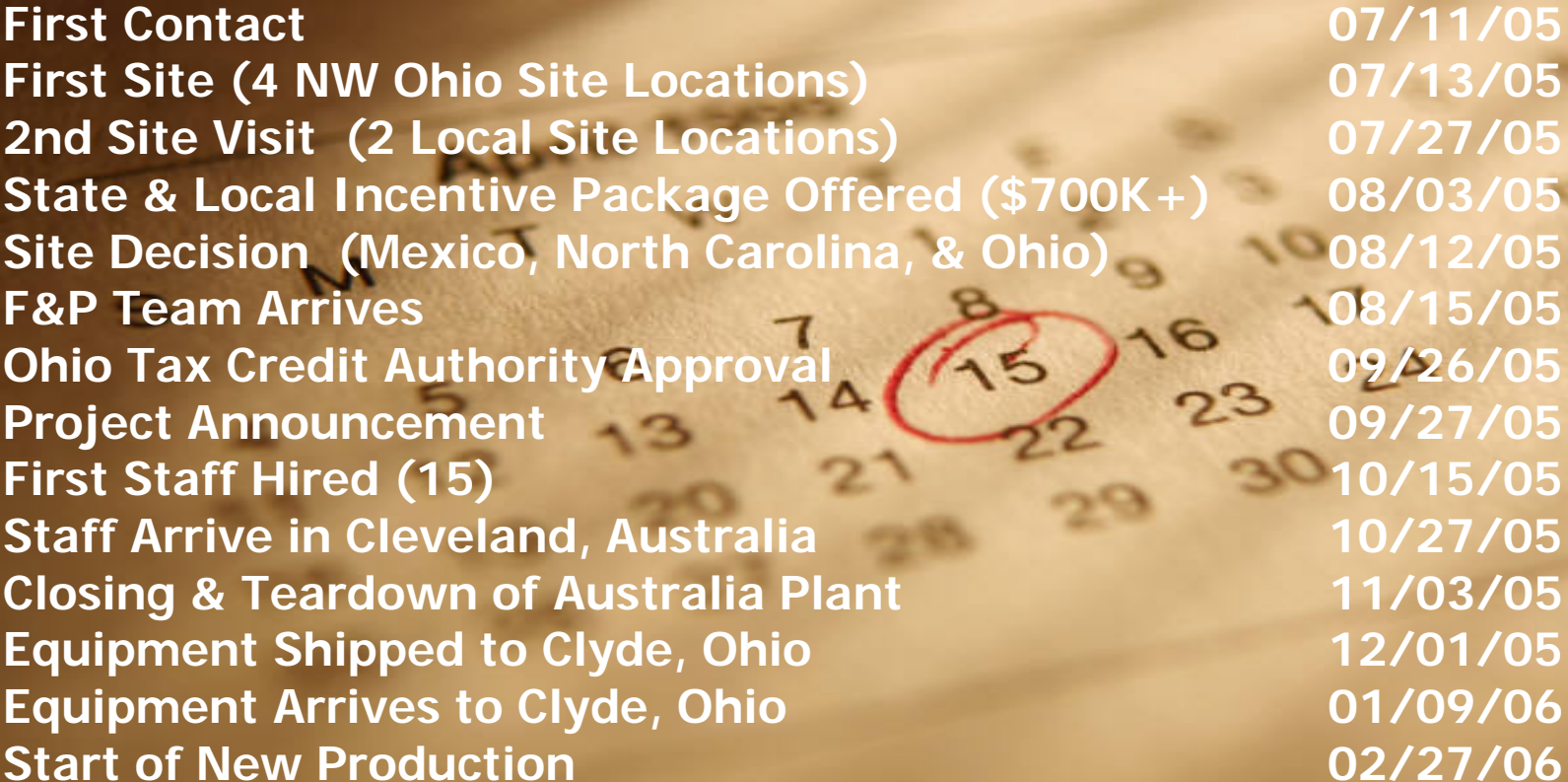
Smart Drive Washing Machine &
Smart Load Dryer



"Smart Drive"
Motor



The Project's 7-Month Timeline



First Contact	07/11/05
First Site (4 NW Ohio Site Locations)	07/13/05
2nd Site Visit (2 Local Site Locations)	07/27/05
State & Local Incentive Package Offered (\$700K+)	08/03/05
Site Decision (Mexico, North Carolina, & Ohio)	08/12/05
F&P Team Arrives	08/15/05
Ohio Tax Credit Authority Approval	09/26/05
Project Announcement	09/27/05
First Staff Hired (15)	10/15/05
Staff Arrive in Cleveland, Australia	10/27/05
Closing & Teardown of Australia Plant	11/03/05
Equipment Shipped to Clyde, Ohio	12/01/05
Equipment Arrives to Clyde, Ohio	01/09/06
Start of New Production	02/27/06

Why Clyde, Ohio

- ❖ Skilled Labor
- ❖ Best Location for Shipping Product

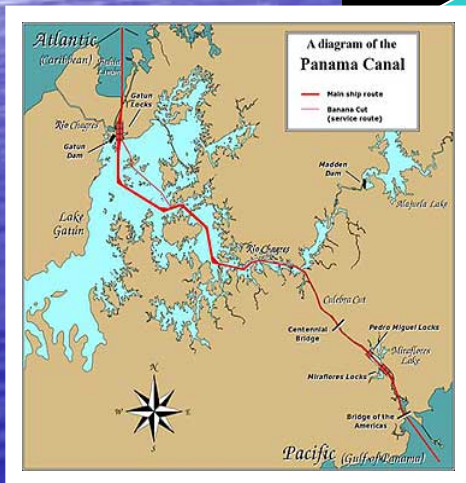
"Labor costs in Mexico are very low & attractive, but the bottom line for us was we had to weigh the lower labor costs in Mexico vs. the cheaper logistics facing us in Ohio"

John Bongard, CEO , Fisher & Paykel Appliances , New Zealand

Project's Local Impact

- ❖ \$31M Capital Investment – *A Fast Track Project*
- ❖ 105,000 Sq Ft Building – *Existing & New*
- ❖ Equipment - *\$15M Existing & \$5M New*
- ❖ 164 New Jobs – *Average Pay \$20 per hr*

Cleveland, Australia to Clyde, Ohio



The Project's Transportation Needs



Ground

Water



Transportation - Dollar Impact

Before The Move:

Cleveland, Australia to USA Container Costs

1 container (2,400 motors) = \$5,000 (\$2.50 ea.)

1 container (102 washers/dryers) = \$6,120 (\$60.00 ea.)



After The Move:

**80% Savings for all Product Lines
Manufactured in Clyde, Ohio**

The Economic Report

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Leaders In Economic Development: *Doing Business in a Global Economy*

CCN - 52 Networks Nationwide
Beginning October 15th



Transportation's Impact on Economic Development

Questions/Answers

**TMACOG - 2008 Ohio Conference on Freight
Tuesday, September 16th, 2008**

**Kay E. Reiter, Executive Director,
Sandusky County Economic Development Corporation**