

Minnesota Job Exports: An Initial Analysis of the Role Trade Plays in Manufacturing Job Loss

A Report of the

**Job Export Database Project
AFL-CIO Industrial Union Council**

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MINNESOTA JOB EXPORTS: AN INITIAL ANALYSIS OF THE ROLE TRADE PLAYS IN MANUFACTURING JOB LOSS

Introduction

Around the country, states have been shedding good, family-supporting manufacturing jobs at a fast pace since January 2001. Minnesota is no exception: Between January 2001 and August 2004, Minnesota lost more than one in nine of its manufacturing jobs. This dramatic decline in manufacturing is one reason for the sobering difference in the quality of jobs the state is losing compared with those it is adding: Wages in industries that are now expanding within Minnesota are 23.1 percent lower—\$10,429 less annually—than wages in industries that are contracting.

Several factors account for manufacturing job loss in Minnesota and elsewhere, and there is no consensus about the role any single factor plays. Yet identifying causes and measuring their effects is important because this can help shape reasoned and reasonable changes that will maintain American competitiveness while creating and preserving good jobs in the United States.

This report provides a preliminary analysis of trade impact on Minnesota's manufacturing workforce. We examined the U.S. Department of Labor's Trade Adjustment Assistance (TAA) certifications of workers laid off due to import competition or production shifts. For this report, we focused on layoffs affecting more than 50 workers. TAA certifications have limited application and represent only a portion of the actual trade-related job losses because some workers are not aware of the program or do not choose to apply for certification.

Even with these limitations, the trade-related job losses are significant and substantial. **Between January 2001 and March 2004, the Labor Department certified that 11,671 Minnesota workers lost their jobs for trade-related reasons and therefore were eligible for TAA or NAFTA Transitional Adjustment Assistance aid. This represents about one-third of the extended mass layoffs by Minnesota manufacturers reported by the federal Bureau of Labor Statistics (BLS) during this period. These numbers represent only a fraction of total trade-related job losses because the TAA program does not capture all trade impacts.**

Recent AFL-CIO Industrial Union Council job loss studies in other states paint a shocking picture of the breadth and depth of this crisis. Utilizing public media reports, trade association publications and data resources beyond TAA, we performed an in-depth analysis of Worker Adjustment and Retraining Notification (WARN) Act notices in Ohio, Wisconsin, Pennsylvania and Washington (www.aflcio.org/manufacturing). We found trade-related job losses in those states runs from more than 50 percent up to almost 90 percent of all manufacturing layoffs.

The Job Export Database Project's findings regarding trade-related layoffs in Minnesota are a wake-up call for America's policymakers. It is clear that current trade policies are hurting America's working families. Our state job loss reports, taken together, provide powerful ammunition in fighting to change flawed trade policies so we can create and keep good manufacturing jobs in America.

A Snapshot of Minnesota's Manufacturing Jobs Crisis

Since January 2001:

- Minnesota has lost 45,400 manufacturing jobs.
- More than one in nine of Minnesota's manufacturing jobs have disappeared.
- Minnesota has experienced a 49,359 increase in jobless workers and a net job loss of 17,800 non-farm jobs.
- The wages in the growing sectors of Minnesota's economy pay wages on average 23.1 percent lower, some \$10,429 less annually, than the jobs being lost.
- The Minneapolis-St. Paul area lost 23,000, or one in 10, of its manufacturing jobs, while Rochester shed 2,000, or one in six, manufacturing jobs.
- 11,671 jobs, about one-third of the workers affected by mass layoffs, and 25 percent of the net total manufacturing jobs lost in the state were certified as trade related by the Labor Department under its Trade Adjustment Assistance program.
- Minnesota's high-tech industries suffered the largest number and share of TAA-certified trade-related job losses: The electronics and components manufacturing sector led with 4,820 layoffs, followed by the industrial machinery and computer equipment industry with 1,593 job losses.

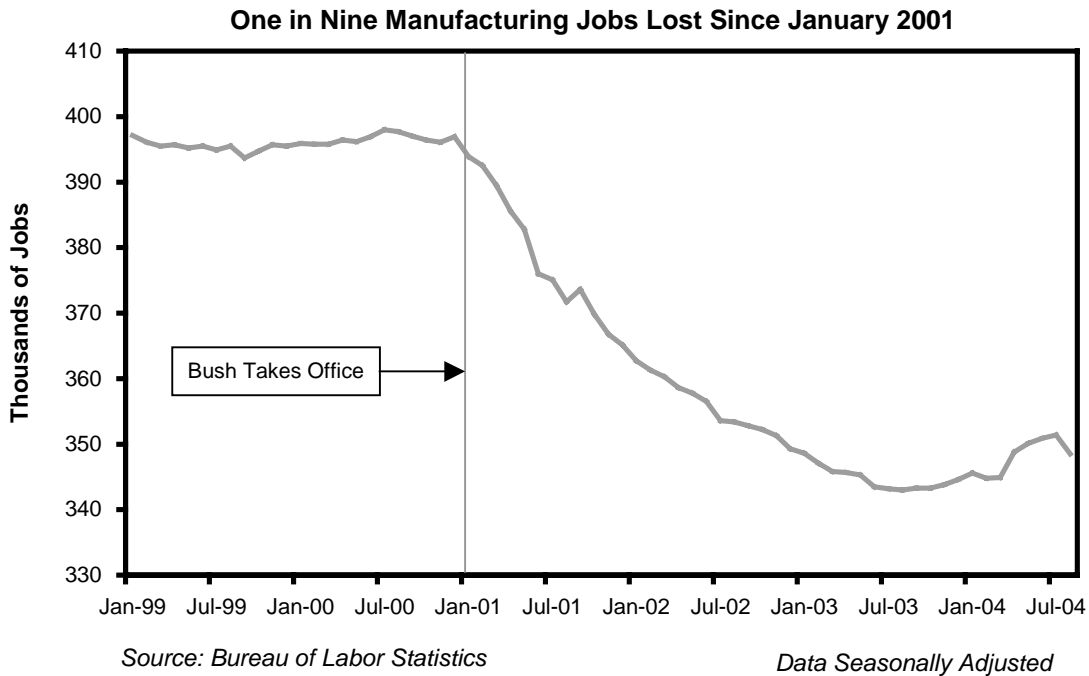
The Manufacturing Crisis in Minnesota

America's manufacturing crisis has hit Minnesota hard. Since January 2001, Minnesota has experienced heavy job losses in manufacturing and information technology industries—sectors that typically provide high wages and good benefits. As the discussion that follows shows, plant closures and layoffs associated with foreign imports and job exporting are a major cause of manufacturing's decline in Minnesota.

The decline in manufacturing matters greatly to Minnesotans, in light of the critical role the sector plays in the state’s economy. In 2000, manufacturing accounted for 17.5 percent of Minnesota gross state product according to the Bureau of Economic Analysis. Currently, manufacturing employment accounts for more than one in every seven private-sector jobs in the state.

According to the BLS, between January 2001 and August 2004 Minnesota lost more than one in every nine of its manufacturing jobs. Over this period, the number of manufacturing jobs in the state fell from 393,900 to 348,500 (data seasonally adjusted), a loss of 45,400 jobs or 11.5 percent. This dramatic decline is illustrated in Figure 1.

Figure 1
Minnesota Manufacturing Employment
January 1999–August 2004



Manufacturing Losses Within Industry Sectors. Nearly every major manufacturing sector in the state experienced job losses (see Table 1) between January 2001 and August 2004. Durable goods manufacturing industries account for three-quarters of manufacturing job losses in the state (data not seasonally adjusted).¹ The computer and electronic products, the fabricated metal products and the machinery manufacturing industries led with largest

¹ All industry sector and metropolitan area employment data reported by the BLS are not seasonally adjusted. Hence, to be consistent, the shares of industry sector and of metro area employment of total manufacturing jobs and job losses are calculated using non-seasonally adjusted manufacturing employment data. Based on these data, total manufacturing employment in Minnesota in January 2001 was 396,000 and the total number of manufacturing jobs lost between January 2001 and August 2004 was 34,600.

numbers of losses, each losing about one in six jobs. The electrical equipment, appliance and components manufacturing sector, although smaller, lost nearly one-quarter of its workforce. Among nondurable goods manufacturing industries, plastics and rubber products suffered the largest job losses, shedding nearly one in five of its workers, followed by printing and related activities and paper manufacturing.

Table 1
Minnesota Manufacturing Employment
Major Industrial Sectors
January 2001–August 2004

Industry Sector	January 2001	Change Jan. '01–Aug. '04	% Change Jan. '01–Aug. '04
<i>Durable Goods</i>	251,800	-26,100	-10.4%
Wood Product Manufacturing	15,900	2,200	13.8%
Fabricated Metal Product Manufacturing	49,700	-8,900	-17.9%
Machinery Manufacturing	43,600	-7,300	-16.7%
Computer and Electronic Product Manufacturing	65,600	-11,200	-17.1%
Electrical Equipment, Appliance and Component Manufacturing	9,800	-2,400	-24.5%
Transportation Equipment Manufacturing	17,500	0	0.0%
Furniture and Related Product Manufacturing	13,600	-700	-5.1%
Miscellaneous Manufacturing	19,400	100	0.5%
<i>Nondurable Goods</i>	137,200	-8,500	-6.2%
Food Manufacturing*	50,800	-500	-1.0%
Paper Manufacturing	15,200	-2,500	-16.4%
Printing and Related Support Activities	33,500	-2,900	-8.7%
Plastics and Rubber Products Manufacturing	19,700	-3,800	-19.3%

Source: Bureau of Labor Statistics. The table uses non–seasonally adjusted data. Industry sector categories are from the North American Industrial Classification System (NAICS).

** Data for Food Manufacturing sector are from August 2001–August 2004.*

Manufacturing Losses Within Major Metropolitan Areas. All of Minnesota’s largest metropolitan areas lost manufacturing jobs. Minneapolis-St. Paul, by far the largest metropolitan area in the state with the largest manufacturing sector, lost 23,000 manufacturing workers since President George W. Bush took office, or one in 10 of its manufacturing jobs. The Rochester area, though much smaller, lost about one in six of its manufacturing jobs.

Table 2
Minnesota Manufacturing Employment
Major Metropolitan Areas
January 2001–August 2004

Metropolitan Area	January 2001	Change Jan. '01– Aug. '04	% Change Jan. '01– Aug. '04
Minneapolis-St Paul	233,600	-23,000	-9.8%
Rochester	12,500	-2,000	-16.0%
St. Cloud	17,800	-800	-4.5%
Duluth	7,600	-600	-7.9%

Data Not Seasonally Adjusted

Source: Bureau of Labor Statistics

Minnesota Job Exports: Preliminary Findings

To develop a preliminary assessment of how many manufacturing job losses are tied to trade and offshore production shifts, the AFL-CIO Industrial Union Council's Job Export Database Project (the project) reviewed TAA certifications of layoffs of more than 50 workers between January 2001 and March 2004.

These findings provide strong evidence that trade-related factors have played a significant role in the dramatic decline in Minnesota's manufacturing sector since President Bush took office. Based on an analysis of TAA and NAFTA TAA certifications of manufacturing layoffs in Minnesota, project researchers found at least 72 manufacturing companies in the state have laid off workers since January 2001, and at least 11,671 Minnesota manufacturing workers have lost their jobs for trade-related reasons.

These numbers can be compared with the BLS report of extended mass layoffs in manufacturing within Minnesota between January 2001 and June 2004. The BLS numbers show Minnesota's manufacturing sector experienced a total of 217 extended mass layoff² events affecting 33,726 workers over this period. Therefore, the project's analysis of Minnesota's TAA-certified layoffs over a comparable period shows trade-related layoffs in the state accounted for about one-third of the BLS mass layoff events and of the total number of workers affected in these events.

Layoffs by Industry Sectors. Manufacturing layoffs receiving TAA and NAFTA TAA certifications were spread across most major manufacturing industry sectors in Minnesota. Table 3 summarizes the number of mass layoffs in 13 manufacturing sectors

² "Extended mass layoffs" refers to a situation in which an employer lays off 50 or more workers for 30 or more days.

ranked according to total layoffs,³ which accounted for all the trade-related manufacturing job layoffs identified in the analysis.

Table 3
TAA Certified and NAFTA TAA Certifications
In Minnesota, by Industry Sector
January 2001–March 2004

Industry Sector	Number of Events	Workers Affected
Electronics and Components	28	4,820
Industrial Machinery and Computer Equipment	11	1,593
Measuring, Analyzing and Controlling Instruments	6	1,377
Fabricated Metal Products	4	741
Rubber and Misc. Plastics	7	592
Paper Products	4	483
Primary Metals	1	479
Food Products	2	458
Stone, Clay, Glass and Concrete	2	453
Textile Mill Products	1	270
Furniture and Fixtures	2	205
Apparel and Related Products	3	152
Transportation Equipment	1	48

Minnesota’s high-tech industries suffered the largest number of trade-related losses in the TAA-certified sample of mass layoff events. The electronics and components sector led the way, with three times the number of TAA-certified layoffs as the next-largest sector. Alone it accounted for about 40 percent of the layoff events and affected workers in this group. The industrial and commercial machinery and computer equipment sector was second, with 15 percent of layoff events and nearly 14 percent of jobs lost. Following closely behind was the measuring, analyzing and controlling instruments sector, with six layoff events and 12 percent of the total.

³ Because the WARN notices use the Standard Industry Classification (SIC) system to categorize the industry sectors to which the notifying firms belong, industry sector data in the Job Export Database Project study are also reported according to the SIC categories. The BLS employment data that were the source of data in Table 1 are based on the newer North American Industrial Classification System (NAICS). The SIC-based categories used in the Job Export Database Project’s WARN-based study do not track one-to-one with the NAICS-based categories. Nevertheless, the same industry segments in one set also are in the other, even though they may be grouped differently within the major sectors of each system.

Conclusion

The Job Export Database Project provides a useful preliminary tool for shedding light on how global forces are hurting state economies, especially states with large manufacturing sectors, such as Minnesota. But the project certainly understates substantially the total number of trade-related layoffs.

First, TAA certifications are made as much as a year—and often more than a year—after initial trade-induced impacts on employment occur. Hence, the numbers only reflect layoffs occurring through 2003 or even earlier. They do not include job loss events since mid-2003, which may have received TAA certifications after March 2004 or are still under consideration.

Second, the project discovered in its other state studies trade-related layoffs that for a variety of reasons did not receive TAA certification or were never submitted for certification by impacted companies or workers. An analysis based solely on TAA certifications, therefore, understates trade-related job losses.

Third, this analysis only looks at TAA certifications for mass layoffs—layoffs affecting more than 50 workers. A review of TAA-certified layoffs of fewer than 50 workers identifies another 40 companies with 780 job losses due to import competition or job exporting. Moreover, as the project's other state studies show, there are a large number of small manufacturers that serve as upstream suppliers or downstream producers for larger trade-impacted manufacturers—or that have directly suffered trade-related losses—that are neither TAA-certified nor included in the project's WARN database.

In short, the Minnesota TAA-based findings understate the breadth and depth of the crisis. This is only a tip of the iceberg. A more in-depth study examining the causes of job losses in Minnesota⁴ undoubtedly would show many more trade-related job losses beyond those identified by TAA certification.

⁴ The IUC, in fact, does intend to do a follow-up report on Minnesota's trade-related job losses using its WARN-based methodology.

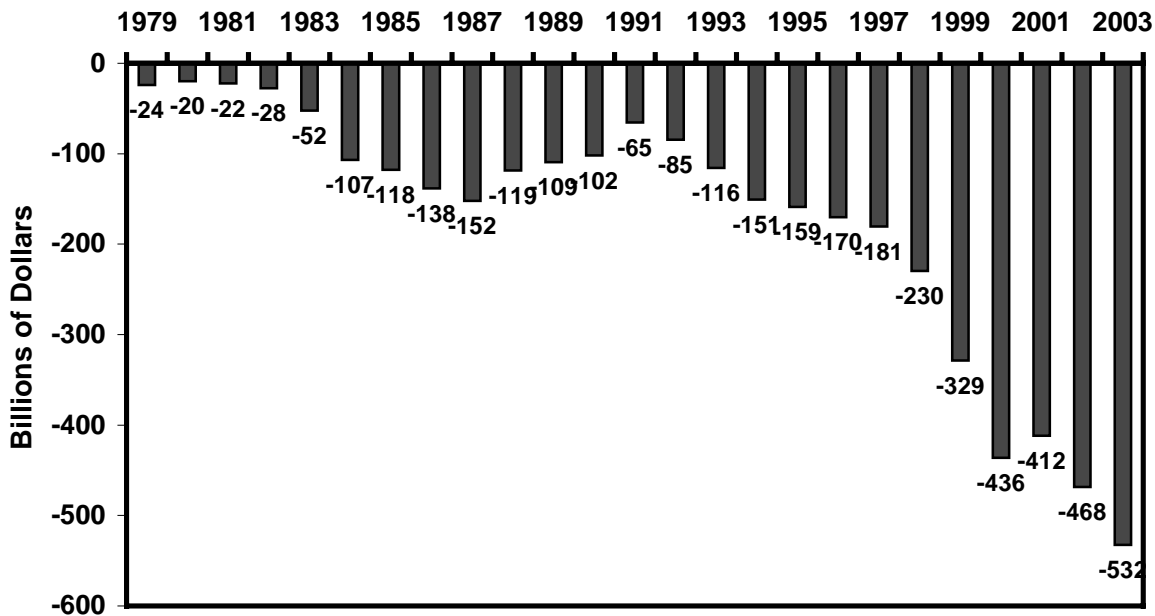
Background

The Crisis in American Manufacturing

The crisis in American manufacturing continues. Despite recovery in some sectors of the economy, manufacturing employment remains at its lowest level since 1950. American manufacturing suffered 42 consecutive months of job losses between August 2000 and January 2004—and nearly 2.7 million manufacturing jobs have been shed since January 2001. The manufacturing crisis has hurt regional, state and local economies across the nation.

Simultaneously with the decline in domestic manufacturing, the U.S. trade deficit in goods grew to a record-breaking \$532 billion in 2003 (see Figure 2), an unprecedented 5 percent of U.S. gross domestic product. The goods deficit with China hit \$124 billion in 2003, up 20 percent over the previous year, also a record (see Figure 3). The growth in the trade deficit represents jobs and job opportunities lost because of shrinking export markets, as well as jobs displaced due to import competition or production shifts offshore.

Figure 2
U.S. Merchandise Trade Deficit, 1979–2003
(Census Basis)

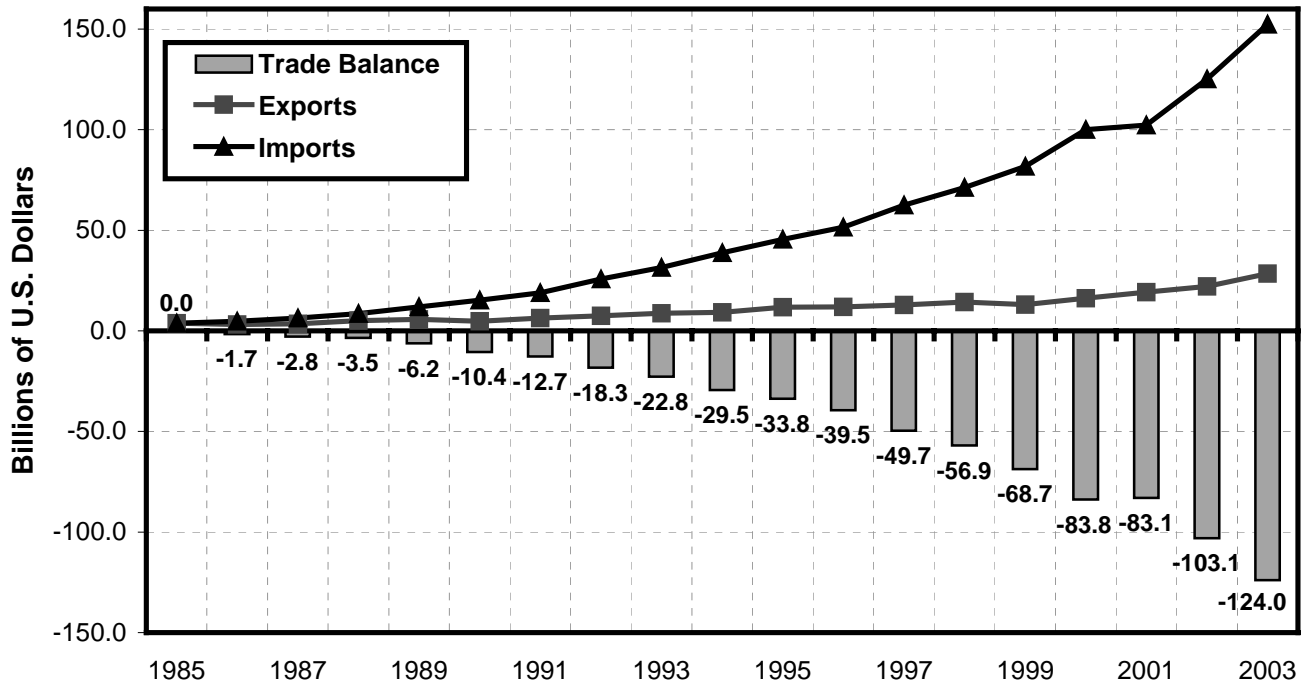


Data Source: U.S. Census Bureau

Some economists attempt to blame the job decline on productivity growth and the normal business cycle. They discount or ignore growing evidence that the real roots of the problem lie in the massive, steady exporting of U.S. manufacturing jobs to low-cost offshore labor markets and the low-road business practices that drive this movement.

To shed light on how America’s manufacturing decline is linked to this movement of jobs offshore, the AFL-CIO Industrial Union Council (IUC) initiated an ongoing, intensive research effort, the Job Export Database Project. This project is a crucial tool in helping identify the causes of manufacturing job loss, especially jobs lost to imports and offshore production.

Figure 3
United States Annual Trade with China



Source: U.S. Census Bureau

IUC State Manufacturing Studies: Trade-Related WARN Job Losses

The IUC’s Job Export Database Project has produced in-depth reports on job exports in four states: Ohio, Washington, Pennsylvania and Wisconsin. The project examined Worker Adjustment and Retraining Notification (WARN) notices filed in every state on an ongoing basis, which provide extensive, but not exhaustive, listings of layoff events. For greater information and causal details, the project compiled records from the U.S.–China Economic and Security Review Commission (USCC)⁵, Trade Adjustment Assistance (TAA) petitions⁶, foreign investment information and other databases. These

⁵ These data were provided by Dr. Kate Bronfenbrenner, School of Industrial Labor Relations, Cornell University, and were compiled for a study conducted by Dr. Bronfenbrenner et al. for the U.S.–China Security Review Commission/U.S. Trade Deficit Review Commission: “Impact of U.S.–China Trade Relations on Workers, Wages and Employment, Pilot Study Report,” June 30, 2001.

⁶ TAA application data are submitted to the U.S. Department of Labor. The department’s TAA information is available online but excludes the number of affected workers. This information, including the numbers of employees affected, was obtained from the Labor Department by Public Citizen and by

were supplemented by a news-based (Lexis-Nexis or Web-based) search to shed further light on the reasons for a particular layoff. The findings of the state reports are summarized in Table 4. Taken together, the reports confirm that trade-related factors—import competition and production shifts offshore—account for a significant share of manufacturing jobs lost in these states since January 2001.

Table 4
Summary of IUC State Report Findings
January 2001–May 2004

Manufacturing Share of GSP	Manufacturing Jobs Lost (BLS)	Job Loss Impacts	WARN-Related Layoffs	Trade-Related Layoffs (WARN-based)	Trade-Related % of Total Layoffs (WARN-based)	New Jobs' Wages Compared with Lost Jobs
Ohio						
25.8% 2001 GDP	170,000	1 in 6 manufacturing jobs lost	38,830	20, 124	52%	\$11,355 less
Wisconsin						
23.2% 2001 GDP	67,500	1 in 9 manufacturing jobs lost	26,243	15,912	61%	\$9,312 less
Pennsylvania						
17.0% 2001 GDP	161,200	1 in 5 manufacturing jobs lost	40,733	28,259	70%	\$12,456 less
Washington						
12.3% 2001 GDP	66,700	1 in 5 manufacturing jobs lost	30,991	27,196	88%	\$18,400 less

Moreover, because of limitations of the data and methodology employed in these studies, the numbers are actually conservative measures of job losses in each state and especially of the events that have been determined to be trade related. Full reports, including methodology, are available at www.aflcio.org/manufacturing.

the Food and Allied Service Trades Department, AFL-CIO, through Freedom of Information Act requests and subsequently made available to the project.

Table A1
Minnesota Companies with Mass Layoffs
TAA Certified and NAFTA Certified as Trade Related
January 2001–March 2004

Company	Location	Industry Sector	Products	Workers Affected
Hoffman Enclosures	Anoka	Fabricated Metal Products	Electrical Enclosures	300
IMI Cornelius	Anoka	Industrial Machinery and Computers	Beverage Dispensers	500
Nortech Systems	Bemidji	Electronics and Components	Fiber Optics	52
Clore Automotive LLC	Bloomington	Electronics and Components	Battery Chargers, Welding Equipment	71
Potlatch Corp.	Brainerd	Paper Products	Printing Paper	60
Caterpillar Inc.	Brooklyn Park	Industrial Machinery and Computers	Double Drum Rollers	58
Honeywell Inc.	Buffalo	Electronics and Components	Printed Circuit Boards	120
Stearns Inc.	Carlton	Rubber and Misc. Plastics	Personal Flotation Devices	78
Minnesota Twist Drill	Chisholm	Industrial Machinery and Computers	Drill Bits	63
Potlatch Corp.	Cloquet	Paper Products	Wood Products, Paper Board, Tissue	77
Timesavers, Inc.	Crystal	Industrial Machinery and Computers	Speedbelt Sanding Machines	129
Home Products Intl.	Eagan	Rubber and Misc. Plastics	Food Storage Containers (Plastics)	158
Clore Automotive	Eden Prairie	Industrial Machinery and Computers	Chargers Batteries, Welders Equipment	100
General Mills	Eden Prairie	Food Products	Frozen and Baked Croissants	308
Mercury Minnesota Inc.	Faribault	Industrial Machinery and Computers	Computer Frames	75
American Mold & Engineer	Fridley	Rubber and Misc. Plastics	Injection Molds	50
Cummins Inc.	Fridley	Electronics and Components	Printed Circuit Boards	71
Cummins Inc.	Fridley	Electronics and Components	Generator Sets, Switch Gear	50
Tower Electronics	Fridley	Electronics and Components	Custom Power Supplies	52
Starkey Laboratories	Glencoe	Measuring, Analyzing and Controlling Instruments, etc.	Hearing Aids	112
Starkey Labs	Glencoe	Measuring, Analyzing and Controlling Instruments, etc.	Hearing Aids	244
Blandin Paper Company	Grand Rapids	Paper Products	Coated Magazine Paper	265

Table A1 (continued)
Minnesota Companies with Mass Layoffs
TAA Certified and NAFTA Certified as Trade Related
January 2001–March 2004

Company	Location	Industry Sector	Products	Workers Affected
Smead Manufacturing	Hastings	Paper Products	Color File Folders	81
Reptron Manufacturing	Hibbing	Measuring, Analyzing and Controlling Instruments, etc.	Medical Electronic Assemblies	70
Honeywell Inc.	Hopkins	Electronics and Components	Printed Circuit Boards	304
Technical Research Center	Keewatin	Primary Metals	Flat Rolled Steel	479
ADC Telecommunications	Le Sueur	Electronics and Components	Broadband Test and Access Panels	398
Aspen Trailer	Litchfield	Transportation Equipment	Heavy Haul Trailers	48
Rennoc, Butwin Division	Litchfield	Apparel and Related Products	Jackets	45
Scimed Life Systems	Maple Grove	Measuring, Analyzing and Controlling Instruments, etc.	Diagnostic Catheters	823
Schott Corp.	Marshall	Electronics and Components	Magnetic Transformers	307
Gorecki Manufacturing Inc.	Milaca	Measuring, Analyzing and Controlling Instruments, etc.	Overhead Projectors	65
Kraft Foods	Minneapolis	Food Products	Instant Hot Cereals and Gelatin Products	150
Minnesota Rubber Division	Minneapolis	Rubber and Misc. Plastics	Molded Black Rubber Parts	89
Northern Cap Manufacturing	Minneapolis	Apparel and Related Products	Headwear: Hats and Caps	62
Northwest Swiss-Matic	Minneapolis	Fabricated Metal Products	Screw Machine Products	50
Parker Hannifin	Minneapolis	Fabricated Metal Products	Hydraulic Valves	311
Quadion Corp.	Minneapolis	Rubber and Misc. Plastics	Molded Black Rubber Parts	89
Ault Inc.	Minneapolis	Electronics and Components	Power Conversion, Transformers, etc.	102
Bureau of Engraving Inc.	Minneapolis	Electronics and Components	Printed Circuit Boards	164
Schott Corp.	Minneota	Electronics and Components	Transformer and Inductors	34
ADC Telecommunications	Minnetonka	Electronics and Components	Telecommunications Equipment	240
Honeywell Inc.	Minnetonka	Electronics and Components	Printed Circuit Boards	408

Table A1 (continued 2)
Minnesota Companies with Mass Layoffs
TAA Certified and NAFTA Certified as Trade Related
January 2001–March 2004

Company	Location	Industry Sector	Products	Workers Affected
GE Interlogix	N. St. Paul	Electronics and Components	Printed Circuit Boards	247
Sheldahl Inc.	Northfield	Electronics and Components	Flexible Circuitry	80
Viracon Inc.	Owatonna	Stone, Clay, Glass and Concrete	Architectural Glass	103
Stearns Inc.	Paynesville	Rubber and Misc. Plastics	Personal Flotation Devices	55
Dana Spicer	Plymouth	Industrial Machinery and Computers	Axles and Gears	167
Mallinckrodt Medical	Plymouth	Measuring, Analyzing and Controlling Instruments, etc.	Specialized Medical Tools	63
Newport Corp.	Plymouth	Electronics and Components	Precision Mechanical Stage Products	63
Nilfisk–Advance Inc.	Plymouth	Industrial Machinery and Computers	Flooring Cleaning Equipment	120
Circuit Science	Plymouth	Electronics and Components	Printed Circuit Boards	53
Smith Systems	Princeton	Furniture and Fixtures	Office and Computer Furniture	54
Artesyn Technologies	Redwood Falls	Electronics and Components	AC/DC Power Supplies	274
Celestica Corp.	Rochester	Electronics and Components	Electronic Card Manufacturing	140
IBM Corp.	Rochester	Industrial Machinery and Computers	Glass Substrates	220
Honeywell Inc.	Roseville	Electronics and Components	Printed Circuit Boards	418
Multilayer Technology Inc. (Multek)	Roseville	Electronics and Components	Printed Circuit Boards	215
SPX Corp.	Sartell	Fabricated Metal Products	Industrial Valves	80
SPX Corp.	Sartell	Rubber and Misc. Plastics	Valves	73
ADC Telecommunications	Shakopee	Electronics and Components	Fiber Optics and Telecommunication Equip	274
Honeywell Inc.	St. Louis	Electronics and Components	Printed Circuit Boards	141
3M Center	St. Paul	Stone, Clay, Glass and Concrete	Sandpaper, Mineral and Misc. Tape Products	350
Buckbee-Mears St. Paul	St. Paul	Industrial Machinery and Computers	Etched and Electro-Formed Components	120

Table A1 (continued 3)
Minnesota Companies with Mass Layoffs
TAA Certified and NAFTA Certified as Trade Related
January 2001–March 2004

Company	Location	Industry Sector	Products	Workers Affected
Paper Calmenson	St. Paul	Industrial Machinery and Computers	Ground Engaging Tools	41
Rennoc, Butwin Division	St. Paul	Apparel and Related Products	Sportswear Jackets	45
Cummins Inc.	St. Peter	Electronics and Components	Transfer Switches for Generators	350
Homecrest Industries Inc.	Wadena	Furniture and Fixtures	Casual Furniture	151
Emerson Electronic	Waseca	Electronics and Components	Coaxial Connectors	192
Winona Knitting Mills	Winona	Textile Mill Products	Men's and Women's Sweaters	270