

“FTZ status has helped Nissan Forklift to eliminate and delay duty payments of foreign supplied materials used in finishing forklifts and parts distribution. Import costs are reduced. Therefore, forklift production continues to occur domestically rather than overseas like many of our competitors. Employment levels have been maintained here... In fact, this year we are bringing manufacturing back from Japan to the U.S. Despite the economic downturn, we are holding our own.”

Larry Stephan (Senior Manager, Corporate Procurement & Logistics, Nissan Forklift of NA/Marengo, IL) 2007 & 2008

“We live in a world where global trade is imperative. The FTZ program gives us a common ground with larger cities and makes us more than competitive with smaller cities that don’t have a foreign-trade zone. Global firms know the FTZ brand and seek out this program. Growth in the Rockford area is clustered within companies with foreign business component. The aspect of local control makes the Rockford area even more competitive in the world marketplace. The community-centered partnership established in the past two years between the airport staff and economic development offices in the greater Rockford region enables all of us to work more effectively together.”

Eric Voyles (Vice President, Rockford Area Economic Development Council), 2008



“The airport’s choice to expand and reorganize its foreign-trade zone, to develop new FTZ users and remove designation from properties not utilizing the FTZ designation has proven to be a wise choice. In addition, the GRAA has also increased its local and national marketing efforts and established the infrastructure to grow its international trade presence. These efforts have been noticed by major real estate companies and international trade companies as a place to review for sites.”

Tommy Berry (President, PointTrade Services, Inc.), 2008

“During the past year, Cardinal Health used the FTZ on behalf of a customer whose product was not yet approved by the FDA. The product was far enough along in the approval process where the goods could be packaged in anticipation of imminent approval..., allowing the customer to be ready to go to market immediately upon approval. Without the FTZ, Cardinal Health most likely would not have received the packaging business from this customer.”

Chris Brooks (formerly Cardinal Health, now Catalent Pharma Solutions), 2006

“International competition is increasing and American corporations are finding it more difficult to compete with foreign operations. Moving product through the zone creates local jobs and retains business that otherwise may have gone outside of the country.”

Franz Olson (Deputy Director of Operations, Greater Rockford Airport Authority)

“Some of our competitors are locating in Puerto Rico, due to the many pharmaceutical manufacturers on the island. By establishing the FTZ in Rockford, Anderson Packaging is able to offer the same marketing advantage of packaging at the customer’s direction and risk, prior to the product receiving the final approval from the FDA. In an arena when the delay of a single day to market of a product can be \$1 million per day, this represents a significant advantage.”

Chad Spatz (Anderson Packaging, Inc.), 2007



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