



Indiana Manufacturers Association, Inc.

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To whom it may concern:

Indiana has made wonderful strides in creating an economic climate that will lead to growth. A business such as the proposed state-of-the-art Waelz Sustainable Products (WSP) facility in Cass County will be an excellent addition in Hoosier business footprint and help Indiana to continue to compete globally. With an investment of \$110 million and a substantial annual payroll of \$4.5 million, WSP will be a significant source of economic activity in Central Indiana. Creating 90 new, permanent good-paying jobs, with a starting average salary of \$49,000 – 35% higher than the average salary in the region – WSP will be a major employer for hard working Hoosier families.

WSP will support the Midwest metals sector by providing a sustainable, environmentally sound manufacturing solution for zinc-rich emission control dust from the electric arc furnaces operated by steel mini-mills in our region. Zinc is widely-used in numerous applications such as animal feed, galvanizing (i.e., protecting) steel, tire and rubber, ceramics, lubricants, motor oil, ointments, cold remedies and cosmetics.

WSP represents a bridge between our manufacturing and heavy industrial heritage and a future based on green, sustainable business. Cass County has the opportunity to showcase WSP as an example of sustainable economic development – helping grow the local and state economy with jobs of the future. We strongly urge you to support WSP and the necessary economic incentives to make this project a reality. It is our hope that WSP will be a beacon and attract other sustainable businesses to the area and our state.

Sincerely,

A handwritten signature in black ink, appearing to read 'B. Burton', written in a cursive style.

Brian Burton
President & CEO
Indiana Manufacturers Association