

May 11, 2012

Re: Locating your facility in Norwalk, Ohio

To Whom It May Concern:

As a business executive trying to evaluate locations for new facilities, you have a difficult job. Finding the right combination of costs, available resources, local support and proximity to customers and transportation routes is not easy and it takes time. The City of Norwalk has an excellent track record helping companies like yours find a corporate home that meets your long term goals.

Our group of companies has had a great experience doing business in Norwalk, and while we have looked elsewhere, we have continued to return to Norwalk because of the support from City Officials and the resources available here. We have done several projects within the City Limits, including new facilities and expansions to existing facilities. Some of these projects have included Tax Abatement provisions and some of them have not.

In every case, we have found that working with former Mayor Lesch, City Council and Ellen Heinz has been a great help to us. Not only were they able to help with the initial aspects of projects, they continue to provide help and support after the projects are completed. As a specific example of this, former Mayor Lesch worked with the Public Works Coordinator and our contractor to modify the construction requirements for a test facility we constructed, which resulted in considerable savings to us. Many locations can propose initial terms that appear attractive, but the leadership of the City of Norwalk actually follows through with their commitments and the support actually has increased well after the project is concluded and the ongoing business relationship unfolds. Not very many places can claim the level of support that Norwalk provides.

Additionally, the resources available in the Norwalk area are very attractive. Inexpensive utilities and reliable services, great schools, community center and performing arts center combine to create a great quality of life for those employees who relocate to the area.

If you have any questions, please feel free to contact me directly. If you would like to view the projects that we have done, they can be found on the following websites:

www.norweco.com

www.norwalkprecastmolds.com

www.northamericantesting.org

Sincerely,



Gregory D. Graves
President