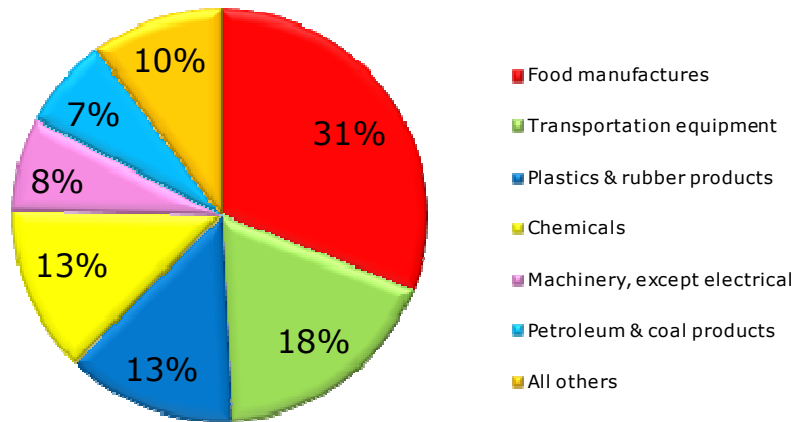


Delaware and the Russian Market

Top Merchandise Exports to Russia

Percent of Total Exports to Russia in January-September 2011



Exports to Russia in US\$ Thousands¹

Product	2006	2007	2008	2009	2010
Total	17,084	17,564	19,202	27,505	15,153
Food manufactures	7,923	4,680	7,266	21,889	13,348
Transportation equipment	4,764	10,048	2,028	0	280
Plastics & rubber products	11	42	198	0	188
Chemicals	26	12	655	138	320
Machinery, except electrical	3,682	1,548	7,353	4,146	384
Petroleum & coal products	55	219	153	197	152
All others	622	1,015	1,547	1,134	480

Jan-Sep 2010	Jan-Sep 2011	% Change 2010 YTD-2011 YTD
3,330	3,613	9%
1,828	1,118	-39%
209	660	216%
135	477	254%
320	466	46%
342	265	-23%
152	259	70%
343	368	7%

¹ Source for State Export Data: Office of Trade and Industry Information, Manufacturing and Services, International Trade Administration, U.S. Department of Commerce.

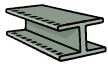
Success Stories in Delaware-Russia Commercial Ties



In 2010, **Baker Hughes** exported nearly \$2.3 million worth of insulated copper wire from its Oilfield Operations subsidiary in Wilmington, Delaware, to customers in Russia's oil and gas sector.²



DuPont, which has been active in the Russian market since 1974, supplies Russian customers with a broad range of chemical products, ranging from high-performance coatings to crop protection products.³ Distribution of DuPont products in Russia is supported by the company's Russkie-Kraski joint venture, which operates the country's largest automotive coatings development center in Yaroslavl, Russia⁴, and ZAO DuPont Khimprom⁵, which produces agents for the protection of agricultural crops.⁶ In 2010, DuPont exported nearly \$12 million worth of titanium oxides and synthetic fibers to Russia from its headquarters in Wilmington, Delaware.⁷



Russian direct investments in the United States are supporting jobs in Delaware. Russian steel maker **Evraz Group** owns Delaware's **Claymont Steel**, a carbon plate mini-mill that manufactures custom-order discrete steel plates. When operating at full capacity, Claymont Steel employs approximately 500 workers and draws on the services of 75 contracting businesses.⁸



Procter & Gamble, which operates a plant that manufactures baby care products in Dover, Delaware, has been selling consumer products to Russian customers since 1991. P&G sells more than 70 of its brands in Russia and holds a leading market share in 75% of the categories in which it operates, including detergents, shampoos and diapers.⁹ The company supports its sales and distribution in Russia with facilities in St. Petersburg, the Tula Region and the Nizhniy Novgorod Region.¹⁰

Other Companies with a Presence in Delaware that Export to and/or Do Business with Russia

ACE Group of Insurance Companies
Air Products and Chemicals, Inc.
ALICO Insurance Company
The Boeing Company
Buchanan, Ingersoll & Rooney PC
Chrysler, LLC
Citigroup Inc.
Cummins, Inc.
Ernst & Young
General Motors Company
Greenberg Traurig, LLP
Johnson & Johnson
MasterCard
Port to Port International Corp.

² "Delaware," Trade Supports Jobs Website, U.S. Chamber of Commerce, <http://www.tradesupportsjobs.com/state/delaware>, (accessed January 5, 2012).

³ "DuPont Science and Technologies," DuPont Website, http://www2.dupont.com/DuPont_Home/en_RU/, (accessed April 26, 2010).

⁴ "DuPont Venture Opens R&D Center in Russia; Fresh Paint," *Coatings World*, September 1, 2008.

⁵ "DuPont to Set Up Sales Network in Russia," *Interfax*, October 18, 2005.

⁶ "ZAO DuPont Khimprom," DuPont Website, http://www2.dupont.com/Our_Company/en_RU/DuPont_Khimprom_en.html, (accessed August 20, 2009).

⁷ "Delaware," Trade Supports Jobs Website, U.S. Chamber of Commerce, <http://www.tradesupportsjobs.com/state/delaware>, (accessed January 5, 2012).

⁸ "About Claymont," Evraz Claymont Website, http://www.evrazcs.com/about_ourcompany.html, (accessed April 27, 2011); "Community Report," Evraz Claymont Steel, Summer/Fall 2010.

⁹ "Procter&Gamble/Basic Info in English," Procter & Gamble Co. Website, http://www.procterandgamble.ru/english_info/, (accessed October 19, 2009).

¹⁰ "Procter&Gamble/В России," Procter & Gamble Co. Website, http://www.procterandgamble.ru/about/pg_russia/, (accessed August 27, 2009).