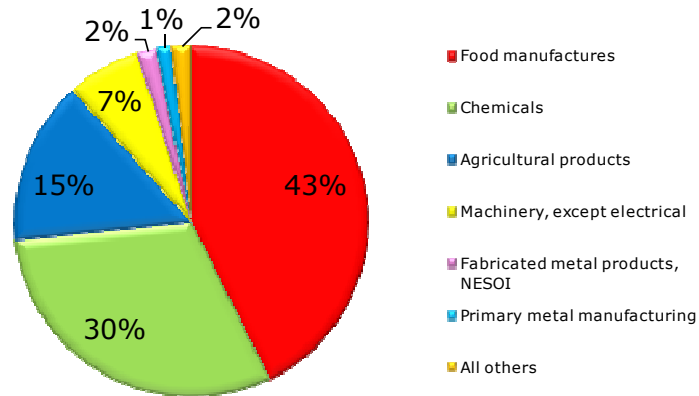


Louisiana and the Russian Market

Top Merchandise Exports to Russia

Percent of Total Exports to Russia January-September 2011



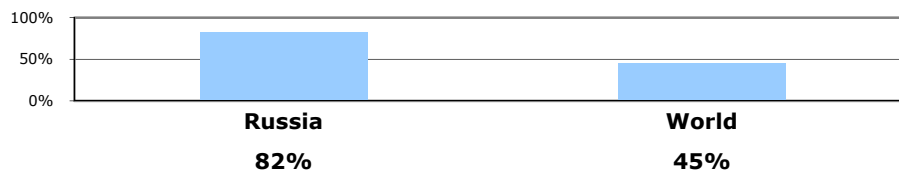
Louisiana's top exports to Russia are on the rise

Exports to Russia in US\$ Thousands¹

Product	2007	2008	2009	2010	Jan-Sep 2010	Jan-Sep 2011	% Change 2010 YTD-2011 YTD
Total	226,237	106,242	199,134	72,860	52,119	94,788	82%
Food manufactures	8,126	35,576	68,297	20,528	6,405	40,465	532%
Chemicals	5,285	5,469	5,798	13,334	7,977	29,022	264%
Agricultural products	10,810	1,777	18,105	0	0	14,206	---
Machinery, except electrical	13,993	4,427	44,258	4,144	3,662	6,445	76%
Fabricated metal products, NESOI	70	212	23,541	449	288	1,700	490%
Primary metal manufacturing	788	443	6,736	1,941	1,688	1,366	-19%
All others	187,164	58,337	32,398	32,462	32,098	1,584	-95%

Louisiana's exports to Russia are growing faster than the state's exports to the world

In January-September 2011, Louisiana's exports to Russia grew 82% over the same period in 2010, while its exports to the world grew only 45%



¹ Source for State Export Data: Office of Trade and Industry Information, Manufacturing and Services, International Trade Administration, U.S. Department of Commerce.
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Success Stories of Louisiana Companies Active in the Russian Market



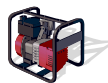
Baker Hughes INTEQ exports drilling machinery to customers in the Russian oil and gas sector from its facility in Broussard, Louisiana. In 2010, exports of Baker Hughes equipment from Broussard to Russia totaled nearly \$270 million.² As the world's largest exporter of energy resources³, Russia is an importer of high-quality extraction machinery, making it a key market for Baker Hughes and other U.S. suppliers of high-quality oil and gas equipment.



Pinnacle Polymers, which operates two polypropylene manufacturing facilities in Garyville, Louisiana, exported more than \$242 million worth of polypropylene fiber cables to Russia in 2010.⁴



Plauche Inc., based in Lake Charles, Louisiana, supplies trenching equipment to customers globally and exported nearly \$437,000 worth of trenching machines to Russian customers in 2010.⁵ With approximately 60% of Russian industrial enterprises seeking to replace obsolete and outdated equipment within the next 3-5 years⁶, Russia is a key market for U.S. exporters providing top-of-the-line machinery.



SEACOR Marine, headquartered in Houma, Louisiana, operates a fleet of offshore marine support vessels, serving the global offshore oil and gas exploration and production industry. In 2010, the company exported electric motors and generators to Russia valued at more than \$120,000.⁷

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

ACE Group of Insurance Companies
Air Products and Chemicals, Inc.
Alcoa, Inc.
Archer Daniels Midland Company
Bentley Systems, Incorporated
The Black & Decker Corporation
The Boeing Company
Cameron International Corporation
Cargill, Inc.
CH2M Hill
Citigroup Inc.
Cummins, Inc.
Deere & Company

Deloitte
The Dow Chemical Company
DuPont
Ernst & Young
Exxon Mobil Corporation
General Electric Company
General Motors Company
International Paper Company
KPMG International
Pantainer
Parker Drilling Company
PricewaterhouseCoopers
Procter & Gamble Co.

² "Louisiana," Trade Supports Jobs Website, <http://www.tradesupportsjobs.com/state/louisiana>, (accessed January 19, 2012).

³ Maria Bartiromo, "Oil Remains King in Russia, But for How Long?" CNBC.com, June 22, 2010, http://www.cnbc.com/id/37851013/Oil_Remains_King_in_Russia_But_for_How_Long, (accessed August 6, 2010).

⁴ "Louisiana," Trade Supports Jobs Website, <http://www.tradesupportsjobs.com/state/louisiana>, (accessed January 19, 2012).

⁵ "Louisiana," Trade Supports Jobs Website, <http://www.tradesupportsjobs.com/state/louisiana>, (accessed January 19, 2012).

⁶ Tai Adelaja, "Industrial Downturn: Years of Neglect Have Come Back to Haunt Russian Industrial Capacity," Russia Profile, June 29, 2011.

⁷ "Louisiana," Trade Supports Jobs Website, <http://www.tradesupportsjobs.com/state/louisiana>, (accessed January 19, 2012).