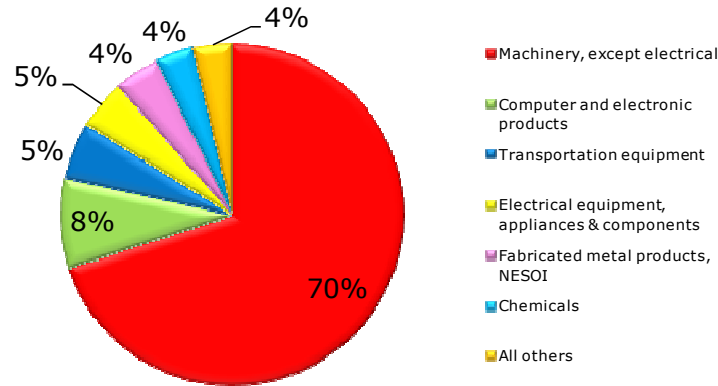


Maryland and the Russian Market

Top Merchandise Exports to Russia

Percent of Total Exports to Russia in January-September 2011



Maryland's top exports to Russia are on the rise

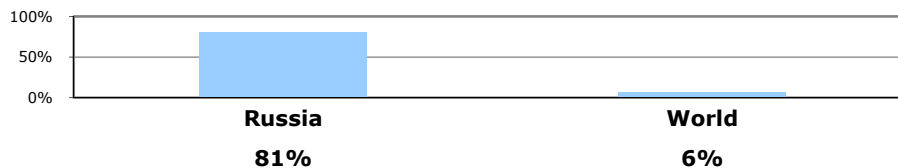
Exports in US\$ Thousands¹

Product	2007	2008	2009	2010
Total	67,252	242,990	58,878	98,676
Machinery, except electrical	8,617	15,384	23,324	68,924
Computer and electronic products	5,976	6,190	4,110	9,064
Transportation equipment	38,986	190,558	5,077	6,567
Electrical equipment, appliances & components	5,432	6,581	3,136	4,576
Fabricated metal products, NESOI	356	773	390	482
Chemicals	3,037	3,287	11,622	4,136
All others	4,847	20,217	11,218	4,927

Jan-Sep 2010	Jan-Sep 2011	% Change 2010 YTD-2011 YTD
62,991	113,733	81%
38,692	79,612	106%
7,957	9,613	21%
4,688	6,056	29%
3,605	5,379	49%
440	4,877	1,009%
3,489	4,033	16%
4,121	4,164	1%

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

In January-September 2011, Maryland's exports to Russia grew 81%, while its exports to the world grew only 6%



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 Maryland Companies Active in the Russian Market



General Electric, whose network of GE Aviation factories in the United States includes the Middle River Aircraft Systems facility in Baltimore, has been active in Russia since the 1920s. Each of GE's businesses – Energy, Healthcare, Aviation, Transportation, GE Capital, and Home & Business Solutions – has a significant presence in Russia, where the company has experienced significant growth in recent years. Collectively generating annual revenues of more than \$1.5 billion, GE's businesses in Russia provide a full range of innovative products and services that meet the needs of customers and society in Russia.²



Mfitness International, Inc., a Rockville-based supplier of sporting goods, exported more than \$2 million worth of exercise equipment to customers in the Russian market in 2010.³



Perdue Grain and Oilseed LLC buys, processes and exports agricultural products from more than 5,500 U.S. farmers, including soybeans grown on Mid-Atlantic and Midwestern farms.⁴ In 2010, Perdue's facility in Salisbury, Maryland, exported more than \$14 million worth of soybeans to Russia.⁵



Procter & Gamble, which operates a personal beauty care products factory in Cockeysville, Maryland, 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.⁶ The company supports its sales and distribution in Russia with facilities in St. Petersburg, the Tula Region and the Nizhny Novgorod Region.⁷

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

3M Company
Air Products and Chemicals, Inc.
Alcoa, Inc.
Argus Ltd.
The Black & Decker Corporation
Black & Veatch Corporation
The Boeing Company
BP America, Inc.
Cambridge International
Cameron International Corporation
CH2M Hill
Citigroup Inc.
Cummins, Inc.
Deloitte
Development Finance International, Inc.
Discovery Communications, Inc.
Dixon Valve and Coupling Company
DuPont

Ernst & Young
General Motors Company
Hogan Lovells
Hughes Network Systems, LLC
Intel Corporation
Lawson International, Inc.
Lockheed Martin Corporation
Manheim Export
Marriott International, Inc.
New Health Sciences, Inc.
Petroff and Company LLC
Russian-American Institute
T. Thomson & Associates
The Ritz-Carlton Hotel Company, L.L.C
UBM LLC
Venable LLP
Visicron Systems, Inc.
W.R. Grace & Co.

² The Boeing Company.

³ "Maryland," Trade Supports Jobs Website, <http://www.tradesupportsjobs.com/state/maryland>, (accessed November 2, 2011).

⁴ Perdue Grain and Oilseed LLC

⁵ "Maryland," Trade Supports Jobs Website, <http://www.tradesupportsjobs.com/state/maryland>, (accessed November 2, 2011).

⁶ "Procter&Gamble/Basic Info in English," Procter & Gamble Co. Website, http://www.procterandgamble.ru/english_info/, (accessed October 19, 2009).

⁷ Procter&Gamble/В России, Procter & Gamble Co. Website, http://www.procterandgamble.ru/about/pg_russia/, (accessed August 27, 2009).