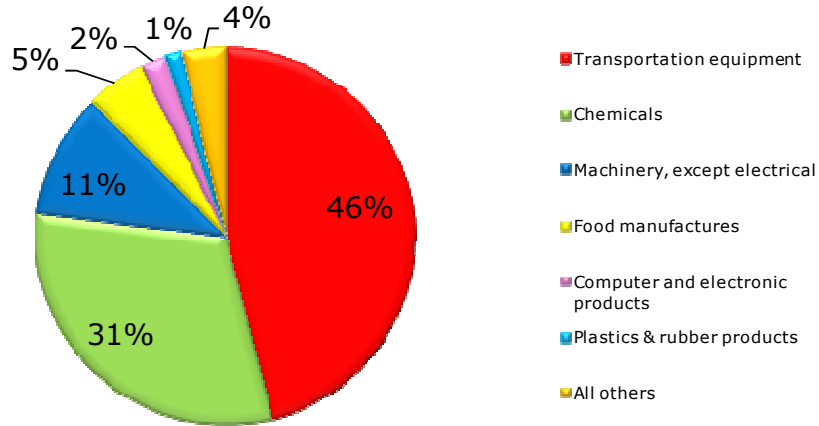


Michigan and the Russian Market

Top Merchandise Exports to Russia

Percent of Total Exports to Russia in January-September 2011



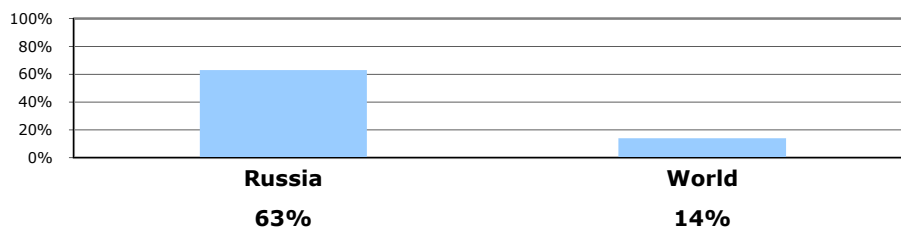
Many of Michigan's top exports to Russia are on the rise

Exports to Russia in US\$ Thousands¹

Product	2007	2008	2009	2010	Jan-Sep 2010	Jan-Sep 2011
Total	244,089	364,949	118,400	141,697	100,237	163,742
Transportation equipment	87,920	150,615	4,499	28,914	13,158	75,502
Chemicals	95,611	151,405	77,634	70,067	53,247	50,527
Machinery, except electrical	31,600	29,206	7,173	11,783	8,564	17,333
Food manufactures	9,691	11,986	14,989	15,889	13,933	8,344
Computer and electronic products	1,724	3,045	3,840	2,191	1,459	3,687
Plastics & rubber products	5,389	6,602	1,544	1,703	1,262	2,315
All others	12,154	12,091	8,721	11,150	8,614	6,034

Michigan is one of the top ten exporters to Russia among U.S. states, and its exports to Russia are growing faster than its exports to the world

In January-September 2011, Michigan's exports to Russia grew 63% over the same period in 2010, while its exports to the world grew only 14%



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 in Michigan-Russia Commercial Ties



The Dow Chemical Company has been active in Russia since 1974. The company saw its sales in the former Soviet Union reach \$600 million in 2009², with much of that activity taking place in Russia. Dow is the market leader in Russia for cold-applied adhesives used in automobile windshield replacements.³



Ford Motor Company's Focus model was the best-selling foreign car model on the Russian market in 2010, with Russian drivers buying more than 67,000 Ford Focus cars, marking growth of 29% over sales in 2009.⁴ Ford's strong presence in the Russian market is complemented by the company's 120 dealerships spread across 77 Russian cities, a parts center in Moscow⁵, and a \$330 million plant near St. Petersburg, which is the first auto production facility in Russia wholly owned by a foreign company.⁶ Ford also exports vehicles from the U.S. to Russia.⁷



General Motors Company had five models listed among Russia's top 25 best-selling cars for 2010, with Chevrolet maintaining its ranking as the number one foreign brand and number two overall brand – a position it has held since 2007. The company reached a market share of 8% in Russia for 2010, supported by sales increases of 11% and 19% for its Chevrolet and Opel brands, respectively. GM operates two assembly plants in Russia: a joint venture with Russian auto company AvtoVaz in Togliatti and a wholly owned plant in St. Petersburg. GM also exports vehicles and components from the U.S. to Russia.⁸



Severstal North America, Inc., the U.S. subsidiary of Russia-based steel company Severstal, employs hundreds of Michigan workers at its Dearborn headquarters, which utilizes state-of-the-art, environmentally-friendly blast furnaces to supply steel products to automotive, construction, pipe, tubing, appliance and furniture companies.⁹

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

3M Company
Access Business Group International, LLC
ACE Group of Insurance Companies
Air Products and Chemicals, Inc.
Alcoa, Inc.
Altacor Inc.
Ameriform Products, Inc.
Amway Corporation
ASECO Container Services, Inc.
Balum, Inc.
Bandit Industries, Inc.
Berry Moorman P.C.
The Black & Decker Corporation
Black & Veatch Corporation
The Boeing Company
Cameron International Corporation
Caterpillar, Inc.
CH2M Hill
Chrysler, LLC
Cummins, Inc.
Deloitte
DuPont

Ernst & Young
First Midwest Agricultural Capital
General Electric Company
Google
Guardian Industries Corporation
Haworth, Inc.
Hughes Network Systems, LLC
Intel Corporation
International Paper Company
Kellogg Company
Kelly Services
KPMG International
Language Link
MasterCard
Medtronic, Inc.
Microsoft Corporation
Pettibone Traverse Lift, LLC
Pfizer, Inc.
PricewaterhouseCoopers
TRW Automotive Inc.
Visteon Corporation
Whirlpool Corporation

² "Dow: Reliable Partner for the Russian Chemical Industry." The Dow Chemical Company Website, March 17, 2010, <http://easterneurope.dow.com/news/2010/20100317a.htm>, (accessed April 26, 2010).

³ "Dow Automotive Systems at Interauto in Moscow." The Dow Chemical Company Website, September 15, 2009, <http://automotive.dow.com/about/news/english/2009/20090915a.htm>, (accessed October 30, 2009).

⁴ "In 2010 sales of new cars and light commercial vehicles in Russia showed growth on the market for nine months out of twelve," Association of European Businesses Press Release, January 13, 2011.

⁵ "Хронология деятельности компании Ford в России," Ford Motor Company Website, <http://www.ford.ru/AboutFord/FordCompany>, (accessed July 2, 2010).

⁶ "Основные факты," Ford Motor Company Website, <http://www.ford.ru/AboutFord/Plant>, (accessed July 2, 2010); Andrew E. Kramer, "Ford Celebrates Its Growth and Success in Russia," *The New York Times*, July 17, 2007.

⁷ Ford Motor Company.

⁸ General Motors Company.

⁹ Severstal – North America – Severstal Dearborn," Severstal Website, http://severstal.com/eng/businesses/international/north_american/dearborn/, (accessed July 7, 2010).