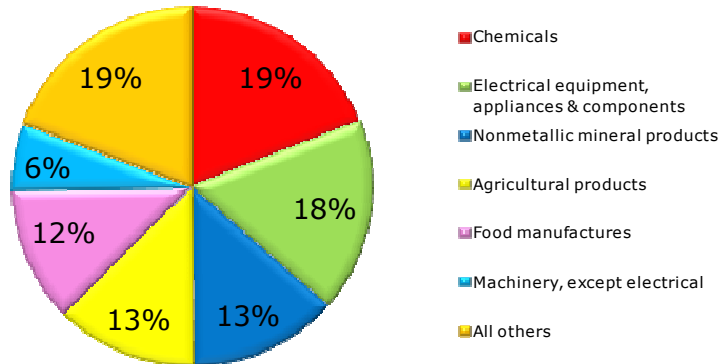


North Carolina and the Russian Market

Top Merchandise Exports to Russia

Percent of Total Exports to Russia in January-September 2011



North Carolina's top exports to Russia are on the rise

Exports to Russia in US\$ Thousands¹

Product	2007	2008	2009	2010
Total	110,977	167,059	105,766	179,351
Chemicals	11,109	6,560	3,490	70,376
Electrical equipment, appliances & components	3,699	1,017	768	7,348
Nonmetallic mineral products	15,336	20,484	8,251	20,770
Agricultural products	26,167	47,162	8,183	20,215
Food manufactures	13,170	29,285	28,784	28,511
Machinery, except electrical	4,520	6,316	2,385	3,288
All others	36,977	56,236	53,907	28,844

Jan-Sep 2010	Jan-Sep 2011	% Change 2010 YTD-2011 YTD
101,787	179,920	77%
30,674	34,253	12%
7,273	31,399	332%
15,797	24,010	52%
7,268	23,011	217%
21,006	21,798	4%
1,700	10,792	535%
18,070	34,657	92%

North Carolina is the 8th-largest exporter to Russia among U.S. states, and its exports to Russia are growing faster than its exports to the world

In January-September 2011, North Carolina's exports to Russia grew by 77%, while its exports to the world grew by only 8%



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 North Carolina Companies Active in the Russian Market



Russia's ongoing modernization plans are creating business opportunities for U.S. financial institutions like Charlotte-based **Bank of America**, which is advising the Russian government on the establishment of a global financial center in Moscow.²



As one of the most important mining markets in the world, Russia is a key market for **Caterpillar, Inc.**, which employs approximately 1,000 employees at 10 locations across North Carolina. Caterpillar is the leading retailer in Russia of machines used for both onshore and offshore drilling, gas compression, production and well services.³ The company also sells excavators and other construction equipment on the Russian market.⁴



Columbiana Hi Tech, a Greensboro, North Carolina-based company specializing in custom fabrication and specialty products for the nuclear industry, exported more than \$11 million worth of nuclear reactors and uranium to customers in Russia's power generation sector in 2010.⁵



Charlotte-based **Midrex**, a provider of innovative steel furnace technologies, has supplied engineering services and equipment for the factories of Russian steel companies such as OEMK and Lebedinsky Mining and Processing Integrated Works.⁶ In 2010, Midrex's exports to Russia from North Carolina totaled more than \$2.5 million worth of reaction catalysts and ceramic goods.⁷

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

3M Company
ACE Group of Insurance Companies
Air Products and Chemicals, Inc.
Alcoa, Inc.
Alliance One International Inc.
Alltech Inc.
Alpha Coal Sales Company
APCO Worldwide Inc.
Archer Daniels Midland Company
The Black & Decker Corporation
Black & Veatch Corporation
The Boeing Company
Cameron International Corporation
Caterpillar, Inc.
Center for Creative Leadership
Chrysler, LLC
Cisco Systems, Inc.
Cummins, Inc.
Cyril Bath Co.
Dechert LLP
Deere & Company
Deloitte
Design Source International
Dixon Valve and Coupling Company
The Dow Chemical Company

DuPont
Ernst & Young
Fluor Corporation
General Electric Company
General Motors Company
Google, Inc.
Hughes Network Systems, LLC
Intel Corporation
International Paper Company
Intertech Corporation
KPMG International
LKQ Heavy Duty Truck
Medtronic, Inc.
Merck & Co., Inc.
Microsoft Corporation
Norman Group
PricewaterhouseCoopers
Qualcomm Inc.
R.J. Reynolds Tobacco Company
Schober International
Seamates International Inc.
Static Control Components Inc.
Textron Inc.
United Tobacco Company
Wm. T. Burnett & Co.

² "Bank of America, Credit Suisse Advise Russia on Building Financial Center," Bloomberg, January 11, 2011.

³ Pat Davis Szymczak, "Caterpillar Stakes Its Claim in Power Sales Through a Coordinated Dealer Network," *Oil & Gas Eurasia*, № 6, June 2010.

⁴ "Caterpillar to Build Excavators in Russia," *Kommersant*, March 13, 2008; based on March 13, 2008 exchange rate of 1 Euro = US\$1.54, <http://www.oanda.com/convert/fxhistory>, (accessed September 1, 2009).

⁵ "North Carolina," Trade Supports Jobs Website, <http://www.tradesupportsjobs.com/state/north-carolina>, (accessed October 24, 2011).

⁶ "LOK 2 Unveiled," Midrex Website, http://www.midrex.com/press-detail.cfm?news_id=1276&cat_id=5, (accessed February 11, 2011); "OEMK Contracts Midrex for Plant Expansion," Midrex Website, http://www.midrex.com/press-detail.cfm?news_id=11&cat_id=5, (accessed February 11, 2011).

⁷ "North Carolina," Trade Supports Jobs Website, <http://www.tradesupportsjobs.com/state/north-carolina>, (accessed July 5, 2011).