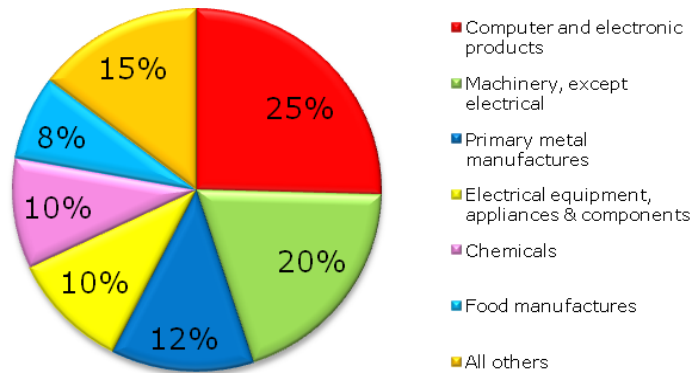


Pennsylvania and the Russian Market

Top Merchandise Exports to Russia

Percent of Total Exports to Russia in 1H 2011¹

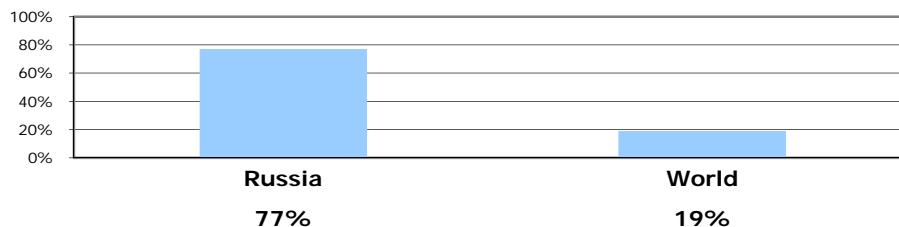


Exports to Russia in US\$ Thousands

Product	2007	2008	2009	2010	1H 2010	1H 2011	% Change 1H 2010-1H 2011
Total	120,326	148,709	136,066	121,504	55,288	97,756	77%
Computer and electronic products	7,514	9,200	7,631	12,776	8,352	24,850	198%
Machinery, except electrical	22,086	44,573	39,413	28,760	6,201	19,120	208%
Primary metal manufactures	4,004	15,290	13,531	26,468	15,298	12,231	-20%
Electrical equipment, appliances & components	23,843	25,560	28,956	17,308	9,083	10,226	13%
Chemicals	8,028	9,953	7,587	9,678	5,707	9,654	69%
Food manufactures	1,256	6,508	6,861	10,672	5,074	7,369	45%
All others	53,596	37,625	32,088	15,840	5,572	14,307	157%

Pennsylvania's exports to Russia are growing faster than its exports to the world

In the first half of 2011, Pennsylvania's exports to Russia grew 77% over the same period in 2010, while its exports to the world grew 19%



Success Stories in Pennsylvania-Russia Commercial Ties



Alcoa, Inc. sees a growing aluminum market in Russia², where the company supplies customers in the packaging, aerospace, automobile, building and construction, and oil and gas sectors.³



Bentley Systems, Inc. provides infrastructure software solutions to Russian customers ranging from mining companies to the Moscow Metro.⁴ Bentley also has a partnership with the Russian National Research Nuclear University, whose professors and students use Bentley technology in their work on design, construction, operations, and maintenance of nuclear power plants.⁵



The Boeing Company, which employs 5,400 workers at its factory in Ridley Park, Pennsylvania, sees a strong market in Russia for passenger and freighter aircraft. Over the next 20 years, Boeing forecasts that Russia and the CIS will require roughly 1,080 new planes valued at approximately \$110 billion. In the past 5 years, Russian airlines have purchased Boeing aircraft valued at \$11.5 billion at catalog prices, including twenty-two 787s and eight 777s sold to Aeroflot; five 747-8 Freighters sold to Volga-Dnepr; and fifty 737s sold to Russian Technologies.⁶



Russian direct investments support Pennsylvania jobs. **TMK IPSCO**, a division of Russia-based oil and gas pipe producer OAO TMK, owns and operates steel plants that employ nearly 700 workers in the western Pennsylvania towns of Koppel and Ambridge.⁷

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

3M Company	CONSOL Energy Inc.	Keystone Human Services International
ABB Inc.	Cummins, Inc.	Koppers Inc.
ACE Group of Insurance Companies	Dechert LLP	KPMG International
Air Products and Chemicals, Inc.	Deloitte	Lehigh Heavy Forge Corporation
Akin Gump Strauss Hauer & Feld LLP	Duane Morris LLP	Marks & Sokolov, LLC
Alpha Coal Sales	DuPont	Mars, Inc.
AlturnaMATS, Inc.	Electronic Fluorocarbons, LLC	Medtronic, Inc.
Archer Daniels Midland Company	Elliott Group	Merck & Co., Inc.
Areva	Ernst & Young	Microsoft Corporation
Autosource Enterprise Inc.	FedEx Corporation	Mid-Atlantic-Russia Business Council
BDP International, Inc.	General Electric Company	MMC Norilsk Nickel
Betts Industries, Inc.	General Motors Company	Nomad Brands, Inc.
BJ Services Company USA	Google, Inc.	PBS Coals
The Black & Decker Corporation	Grand Medical Equipment	PricewaterhouseCoopers
Black & Veatch Corporation	Greenberg Traurig, LLP	Procter & Gamble Co.
Buchanan, Ingersoll & Rooney PC	Guardian Industries Corporation	Red Square Corporation
Cameron International Corporation	H.J. Heinz Company	Sanofi-Aventis U.S. LLC
Case New Holland Inc. (CNH)	Hogan Lovells	Schnader Harrison Segal & Lewis LLP
CFC Logistics Inc.	Intel Corporation	Traxton Inc.
CH2M Hill	International Paper Company	TMK IPSCO
Chemtura	Johnson & Johnson	United Technologies Corporation
Citigroup Inc.	Jones Day	VSMPO Tirus U.S. Inc.

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

² "Alcoa Inc. CEO Expects the Russian Aluminum Market to Grow," Alcoa, Inc. Press Release, October 21, 2010, http://www.alcoa.com/russia/en/news/releases/KK_exp_growth.asp, (accessed December 15, 2010).

³ "Alcoa in Russia: Figures and Facts," Alcoa, Inc. Website, http://www.alcoa.com/russia/en/info_page/profile.asp, (accessed December 15, 2010).

⁴ "Bentley Infrastructure 500," Bentley Systems, Inc. Website, <http://www.bentley.com/en-US/Corporate/Bentley-Infrastructure-500/A-to-Z.htm>, (accessed December 15, 2010).

⁵ "Bentley Systems and Russia's MEPhI Ink Agreement to Create Nuclear Center of Excellence," Bentley Systems, Inc. Press Release, February 25, 2010.

⁶ The Boeing Company.

⁷ "Koppel and Ambridge Steel Plants Celebrate 20 Years," TMK IPSCO Press Release, October 8, 2010.