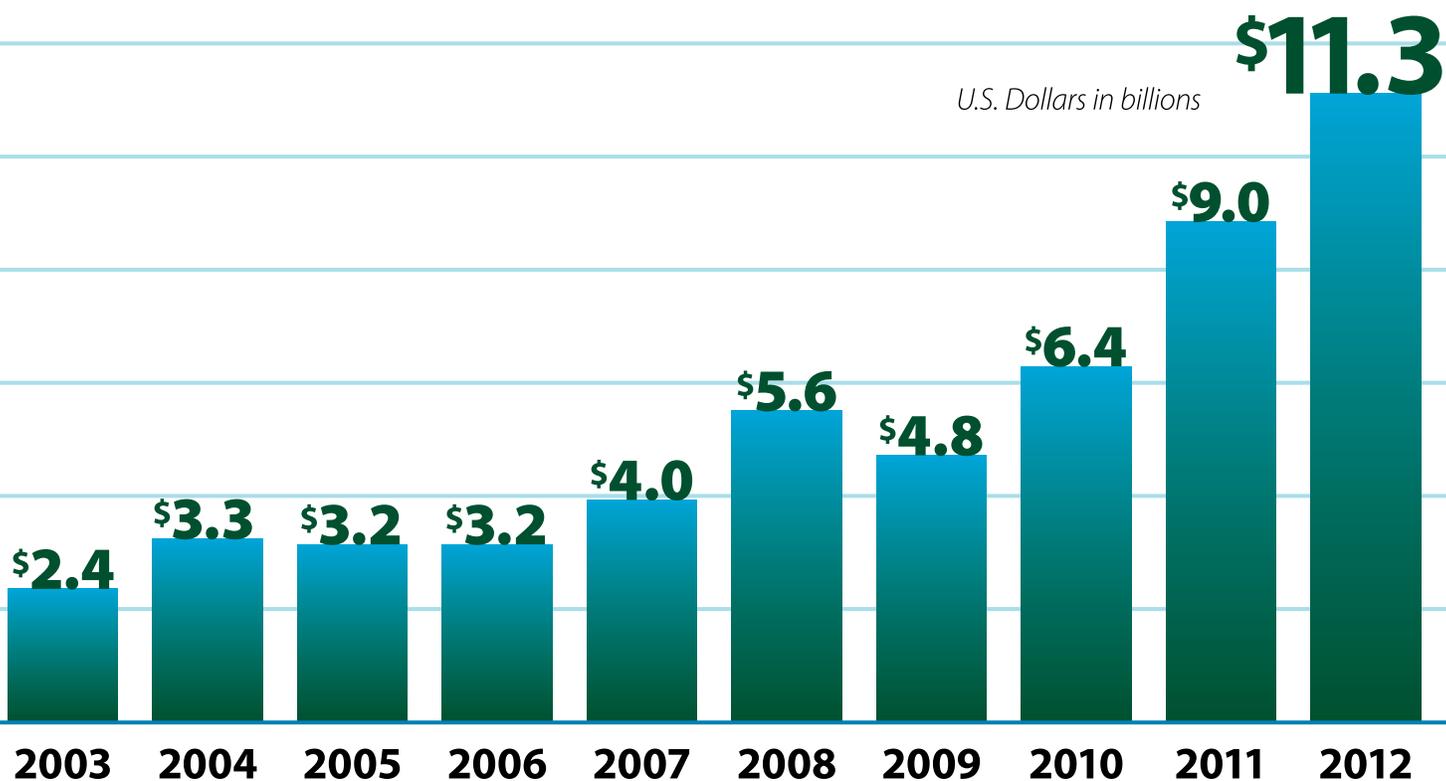


West Virginia

EXPORTS

SETTING RECORD PACE



West Virginia sets record export growth for third consecutive year

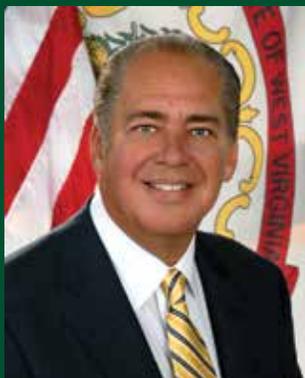
Exports reach record high of \$11.3 billion in 2012

For the third consecutive year, in 2012, West Virginia exports reached record levels. In fact, the state's exports grew by 25 percent—to \$11.3 billion—surpassing the national growth rate of 4.6 percent.

Of our state's increase, coal—a traditional economic strength in the Mountain State—led the way with a 40 percent increase. Plastics—the state's second largest product sector—reached \$1 billion for the second year in a row. Other top exports included manufactured products such as chemicals, machinery and components for medical, automotive and aerospace applications.

Exports contributed greatly to West Virginia's growing and increasingly diverse economy. Of all companies that exported goods from our state in 2012, 77 percent were small and medium-sized businesses.

Exports are a valuable contributor to our state's economic growth and stability, but there is the potential for even more growth, especially among our state's smaller firms. Discovering new markets through international trade offers the greatest potential for growth among West Virginia's small and mid-size manufacturers.

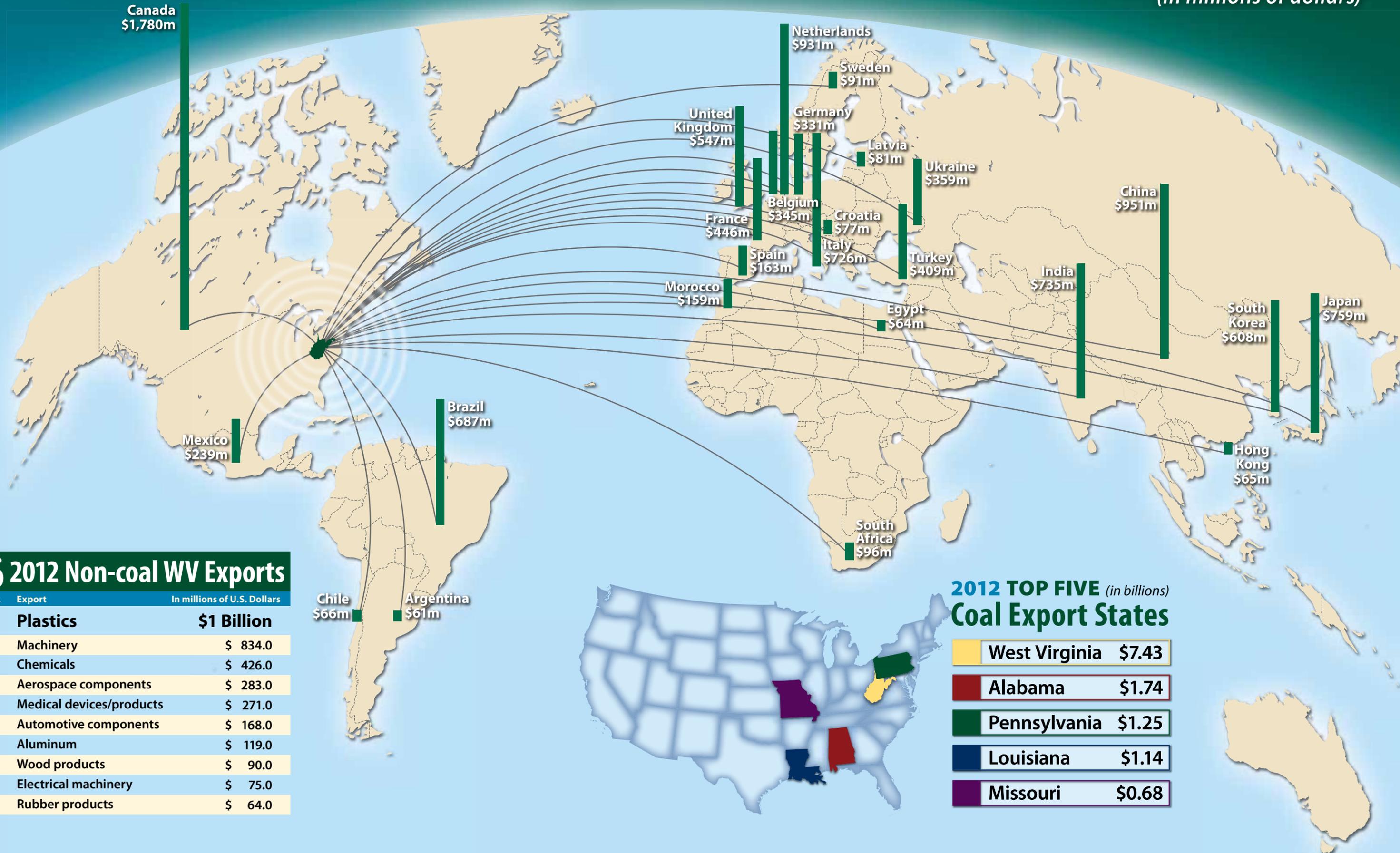


Earl Ray Tomblin
Governor



WEST VIRGINIA'S TOP 25 EXPORT MARKETS

(in millions of dollars)



TOP 10 2012 Non-coal WV Exports

Rank	Export	In millions of U.S. Dollars
1.	Plastics	\$1 Billion
2.	Machinery	\$ 834.0
3.	Chemicals	\$ 426.0
4.	Aerospace components	\$ 283.0
5.	Medical devices/products	\$ 271.0
6.	Automotive components	\$ 168.0
7.	Aluminum	\$ 119.0
8.	Wood products	\$ 90.0
9.	Electrical machinery	\$ 75.0
10.	Rubber products	\$ 64.0

2012 TOP FIVE (in billions) Coal Export States

West Virginia	\$7.43
Alabama	\$1.74
Pennsylvania	\$1.25
Louisiana	\$1.14
Missouri	\$0.68

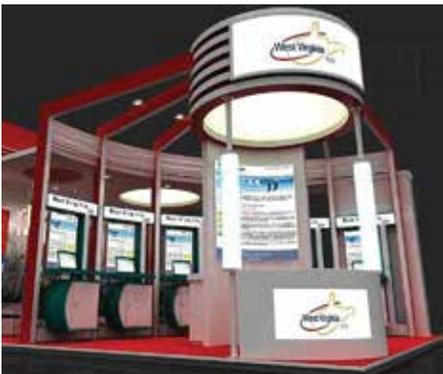
TRADE ASSISTANCE



A variety of services are available to assist West Virginia businesses in expanding into global markets. Through the combined efforts of the **West Virginia Development Office**, the Charleston and Wheeling offices of the **U.S. Commercial Service** and the **West Virginia Export Council**, the following services are offered:

- Free consultation to determine a company's export readiness
- Free assistance in identifying foreign markets for an exporter's product or service
- Inexpensive trade missions to dynamic markets
- Subsidized costs for exhibiting in international trade shows
- Logistics support for companies participating in international trade shows and missions

For more information on export services available to West Virginia companies, contact the **West Virginia Development** or **U.S. Commercial Service** or visit www.worldtradewv.com.



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for Excellence in Export Service

