

Governor, Commissioner Kisber Announce Winners of 2010 Governor's Award for Trade Excellence

STATE RECOGNIZES COMPANIES CREATING JOBS THROUGH GLOBAL MARKET EXPANSION

NASHVILLE – Governor Phil Bredesen and Economic and Community Development Commissioner Matt Kisber today announced that Jarden Zinc Products, LLC in Greeneville, DuPont Tate & Lyle BioProducts Company, LLC in Loudon and Christie Medical Holdings, Inc. in Memphis are the recipients of the fourth annual Governor's Awards for Trade Excellence (GATE). The GATE recognition honors large, medium and small companies demonstrating excellence through expansion of global trade. The winners will be presented their award by Governor Bredesen and Commissioner Kisber at the Economic and Community Development Governor's Conference on Friday, September 17 at 11:30 a.m. during the Governor's luncheon at the Nashville Convention Center in Nashville.

"I'm convinced Tennessee companies are capable of competing in open markets no matter where they may be around the world," said Governor Bredesen. "These companies have demonstrated remarkable resilience by reaching out to customers beyond the U.S. borders despite one of the most challenging economic environments in a half century. They are leading the way to economic recovery for our state."

The companies represent winners in three categories: ***Jarden Zinc Products, LLC for the large company category***, DuPont Tate & Lyle Bio Products Company, LLC for the medium company category and Christie Medical Holdings, Inc. for the small company category.

"Doing business in foreign markets can be a challenge and there can sometimes be a learning curve," Commissioner Kisber said. "But these companies have innovated with high quality products and persisted through sometimes complex regulations. They stand as an example of how to grow your bottom line in tough times."

Jarden Zinc Products, LLC manufactures plated nickel, brass, bronze and copper over steel and zinc substrates for coinage, industrial and cathodic protection products worldwide. Originally, a producer of the historic Ball home canning jars, Jarden can trace its origins as a company back to 1880. Bolstered by a major contract to produce nickel-plated coin blanks for the treasury of the Philippines in 2009, Jarden overcame significant obstacles to win the business. More than half of Jarden Zinc Products, LLC's 2009 sales were direct export sales. The company plans a multi-million dollar expansion to handle demand in 2011 adding 16 new jobs in Greeneville, Tennessee and preserving over 1,000 jobs among suppliers in Clarksville, Gordonsville and Strawberry Plains, Tennessee.

DuPont Tate & Lyle BioProducts utilizes biotechnology to transform agricultural feedstocks such as corn sugar or glucose into functional ingredients for a variety of consumer and industrial applications. The Loudon facility's primary product is an industrial form of the molecule propanediol marketed under the trade names Susterra and Zemea, used in the cosmetics and personal care industry. When products scented for the U.S. market proved to be a barrier to gaining market share for the Japanese and Korean markets, DuPont, Tate & Lyle devised a post production process which gave the product a different

scent and Asian customers responded enthusiastically. Approximately 42 percent of DuPont Tate & Lyle BioProducts' annual sales were direct export sales, up from 30 percent the previous year.

Christie Medical Holdings, Inc.'s market leading product, VeinView, is a vascular imaging system that allows health care professionals to clearly see accessible vasculature veins, making clinical treatments for varicose and spider veins much more effective. The product is exported to 40 countries around the globe and Christie Medical Holdings has 28 international partnerships throughout the top medical markets in the world. In 2009, 60 percent of Christie Medical Holdings, Inc.'s annual sales were attributed to exports, up 5 percent from the previous year.

Tennessee companies exported more than \$20 billion dollars worth of goods and services to other countries in 2009, nearly double the rate of exports only five years ago. Tennessee is the 16th largest exporting state in the U.S. and one of the country's fastest growing exporters. Over the last five years alone, Tennessee exports to China have grown by 114.42 percent according to the Office of Trade and Industry Information, Manufacturing and Services, International Trade Administration, U.S. Department of Commerce making Tennessee China's fastest growing export partners among U.S. states.

The Department of Economic and Community Development's annual Governor's Conference was held September 16 and 17 at the Nashville Convention Center. For more information, call 615-253-1390 or visit www.tn.gov/ecd.

About the Tennessee Department of Economic and Community Development

The Tennessee Department of Economic and Community Development's mission is to create higher skilled, better paying jobs for all Tennesseans. The department seeks to attract new corporate investment in Tennessee and works with Tennessee companies to facilitate expansion and economic growth. To find out more, go to www.tn.gov/ecd or www.investtennessee.org.

###