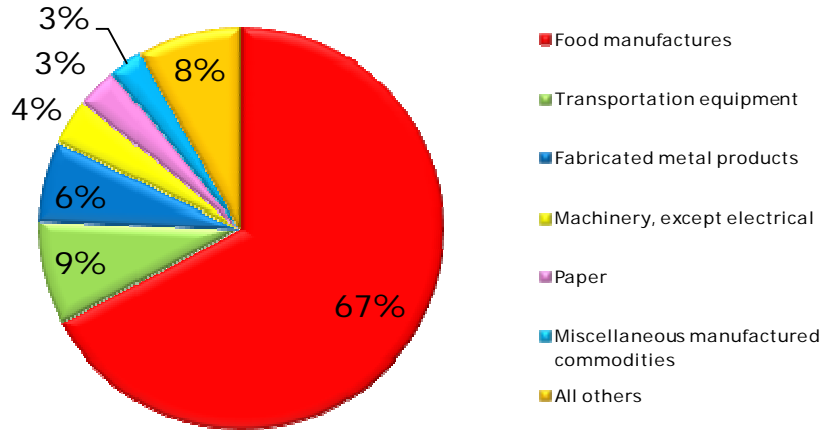


Alabama and the Russian Market

Top Merchandise Exports to Russia

Percent of Total Exports to Russia in January-September 2011¹



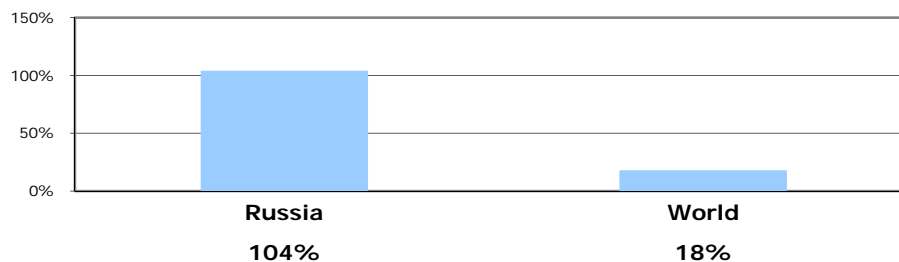
Exports to Russia in US\$ Thousands

Product	2007	2008	2009	2010
Total	33,171	309,126	332,671	57,998
Food manufactures	3,810	161,488	316,701	34,275
Transportation equipment	1,088	128,185	342	346
Fabricated metal products	3,398	7,090	5,554	5,820
Machinery, except electrical	18,596	1,558	1,852	1,627
Paper	18	657	461	2,240
Misc. manuf. commodities	1,252	2,976	1,352	1,597
All others	5,009	7,172	6,408	12,092

Jan-Sep 2010	Jan-Sep 2011	% Change 2010 YTD-2011 YTD
28,485	58,239	104%
10,904	39,166	259%
337	4,917	1,357%
5,349	3,699	-31%
1,164	2,162	86%
1,406	1,895	35%
904	1,574	74%
8,421	4,826	-43%

Alabama's exports to Russia have grown faster than the state's exports to the world

In January-September 2011, Alabama's exports to Russia grew more than doubled over the same period in 2010, while its exports to the world grew 18%



Success Stories of Alabama Companies Active in the Russian Market



Russia's aviation sector holds opportunities for Alabama manufacturers. **The Boeing Company**, which employs more than 2,500 workers in Alabama², forecasts that over the next 20 years 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.³ Sales of Boeing aircraft in Russia benefit Boeing's engine suppliers like **General Electric**⁴, which is building a 400-employee jet engine manufacturing facility in Alabama.⁵



Highway and construction services company **B.L. Harbert International**, headquartered in Birmingham, exported more than \$4.5 million worth of iron and steel tubes, pipes and structure parts to Russia in 2010.⁶



Currently the 10th-largest automotive market in the world, Russia is expected to grow to become the world's 6th-largest car market, with annual car sales projected to reach 3.5 million vehicles by 2015 and 4 million by 2020.⁷ Capitalizing on demand in the large and growing Russian auto market, **Honda Manufacturing of Alabama** builds Honda Pilots at its plant in Lincoln and exports them to Russia.⁸



Tiger Machinery, LLC, a Birmingham-based seller of **Caterpillar** construction equipment, exported more than \$310,000 worth of bulldozers and angledozers to logging companies, ports, and construction companies in Russia's Far East in 2010.⁹

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

3M Company
Air Products and Chemicals, Inc.
Archer Daniels Midland Company
Bentley Systems, Incorporated
The Black & Decker Corporation
Black & Veatch Corporation
Cameron International Corporation
Cargill, Inc.
CH2M Hill

Chrysler, LLC
Cummins, Inc.
Deloitte
DuPont
Ernst & Young
International Paper Company
KPMG International
Microsoft Corporation
PricewaterhouseCoopers

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

² "Boeing Employment Numbers," The Boeing Company Website, http://www.boeing.com/aboutus/employment/employment_table.html, (accessed August 11, 2010).

³ The Boeing Company.

⁴ "GE," General Electric Company Website, http://www.ge.com/innovation/timeline/sras/recent_developments.html, (accessed November 19, 2009).

⁵ "General Electric Aviation to Build Plant in Alabama," *Birmingham Business Journal*, August 25, 2010.

⁶ "Alabama," Trade Supports Jobs Website, U.S. Chamber of Commerce, <http://www.tradesupportsjobs.com/state/alabama>, (accessed January 4, 2012).

⁷ Popova, Nadia. "Car Makers Pledge To Invest \$4B-\$4.5B In Russia - Source." *Wall Street Journal*, May 31, 2011.

⁸ "Pilots Bound for Russia: Honda Sees Niche for State-Built SUV in Booming Market," *Birmingham News*, May 5, 2008.

⁹ Ibid.; "Tiger Machinery: home," Tiger Machinery, LLC Website, <http://www.tigermachinery.com/>, (accessed January 4, 2012).