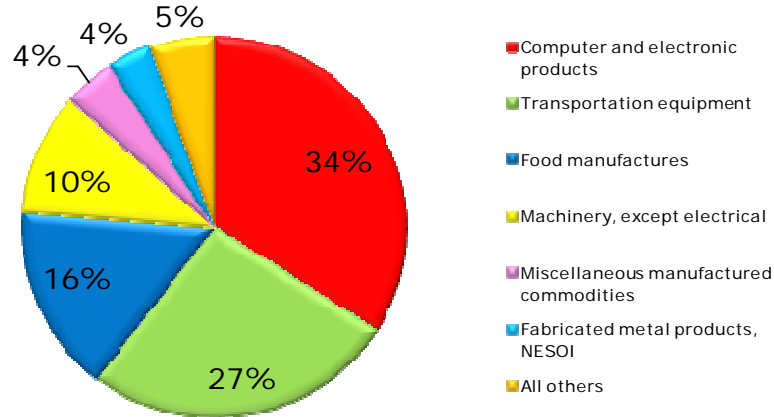


Arizona and the Russian Market

Top Merchandise Exports to Russia

Percent of Total Exports to Russia in January-September 2011¹



Many of Arizona's top exports to Russia are on the rise

Exports to Russia in US\$ Thousands

Product	2007	2008	2009	2010	Jan-Sep 2010	Jan-Sep 2011	% Change 2010 YTD-2011 YTD
Total	41,676	17,389	6,406	17,257	12,314	17,649	43%
Computer and electronic products	5,812	4,348	2,758	2,982	1,301	6,018	363%
Transportation equipment	27,427	6,784	829	7,210	6,537	4,666	-29%
Food manufactures	869	1,152	648	2,020	1,307	2,774	112%
Machinery, except electrical	4,547	2,543	436	2,156	1,211	1,808	49%
Misc. manuf. commodities	78	154	48	241	175	770	339%
Fabricated metal products, NESOI	315	390	105	114	91	657	623%
All others	2,627	2,017	1,582	2,533	1,692	956	-43%

Arizona's exports to Russia are growing faster than the state's exports to the world

In January-September 2011, Arizona's exports to Russia grew 43% over the same period in 2010, while its exports to the world grew by only 14%



Success Stories of Arizona Companies Active in the Russian Market



The Boeing Company, which employs more than 4,700 workers in Arizona², 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.³



The Russian aerospace market holds opportunities for companies like **Evergreen International Aviation**, whose Tucson facility refurbishes and resells recently-retired U.S. aircraft. The company has exported refurbished Boeing 737-300 planes from Arizona to customers in Russia.⁴



Mesa-based helicopter manufacturer **MD Helicopters**, which has more than 2,500 of its aircraft currently in use worldwide, exported \$12,000 worth of aircraft undercarriages and parts to Russia in 2010.⁵



Tiedemann Globe, a Phoenix-based small business that exports recycled and vintage clothing, exported more than \$740,000 worth of recycled women's clothing to Russia in 2010.⁶



Westmed, Inc. develops and manufactures medical and surgical devices at its Tucson headquarters. In 2010, the company exported more than \$100,000 worth of instruments and appliances to Russian medical professionals specializing in anesthesia and respiratory treatments.⁷

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

ACE Group of Insurance Companies
Alcoa, Inc.
Bentley Systems, Incorporated
Black & Veatch Corporation
Cameron International Corporation
Capital Group Companies
CH2M Hill
Cummins, Inc.
Deloitte
Ernst & Young
Expeditors International
Fluor Corporation
Greenberg Traurig, LLP
Guardian Industries Corporation

Indigo Partners, LLC
Intel Corporation
KPMG International
Medtronic, Inc.
Microsoft Corporation
PricewaterhouseCoopers
Procter & Gamble
Qualcomm Inc.
Raytheon Company
RDO Equipment Co.
SNR Denton
Squire, Sanders, & Dempsey LLP
TRW Automotive Inc.
United Technologies Corporation

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

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

³ The Boeing Company.

⁴ Joe Sharkey, "Giving Old Planes New Life," *New York Times*, March 23, 2008.

⁵ "Arizona," Trade Supports Jobs Website, U.S. Chamber of Commerce, <http://www.tradesupportsjobs.com/state/arizona>, (accessed January 4, 2012).

⁶ Ibid.

⁷ Ibid.