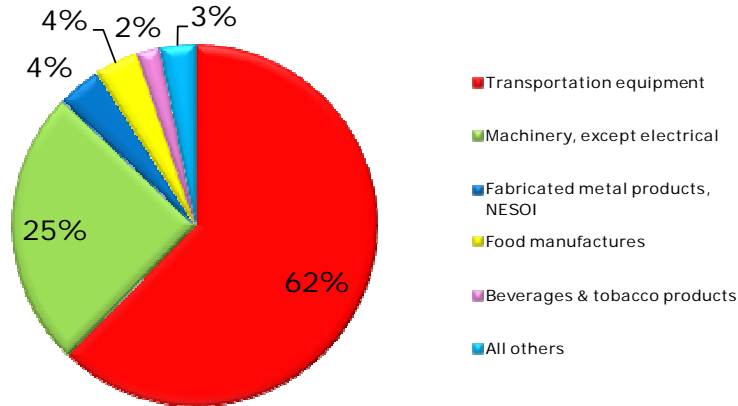


## Arkansas and the Russian Market

### Top Merchandise Exports to Russia

Percent of Total Exports to Russia in January-September 2011<sup>1</sup>

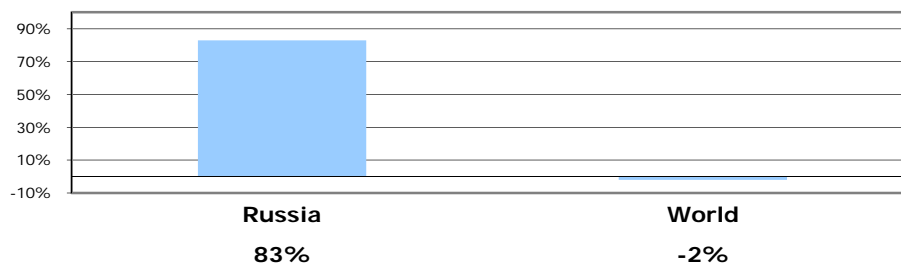


### Exports to Russia in US\$ Thousands

Product	2007	2008	2009	2010	% Change 2009-2010	Jan-Sep 2010	Jan-Sep 2011
<b>Total</b>	<b>179,682</b>	<b>109,140</b>	<b>41,223</b>	<b>92,398</b>	<b>124%</b>	<b>54,039</b>	<b>30,176</b>
Transportation equipment	76	576	77	37,873	48,866%	16,264	18,800
Machinery, except electrical	61,304	81,843	19,482	23,181	19%	22,543	7,479
Fabricated metal products, NESOI	7,344	1,771	1,107	10,831	879%	9,738	1,184
Food manufactures	103,061	12,698	17,907	15,929	-11%	2,082	1,180
Beverages & tobacco products	1,456	766	297	686	131%	476	594
All others	6,440	11,486	2,353	3,899	66%	2,936	941

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

In 2010, Arkansas' exports to Russia grew 83% over their total the previous year, while growth in the state's exports to the world remained nearly flat



## Success Stories in Arkansas-Russia Commercial Ties



Through its Nashville operations, power tool manufacturer **Husqvarna Outdoor Products Inc.** exports hand tools, lamps, lawnmowers, and other tools and appliances to customers in the Russian market. The company's exports of these products from Arkansas to Russia totaled more than \$17.6 million in 2010.<sup>2</sup>



Russia-based steel and mining company **Evrax Group** employs Arkansas workers through its Stratcor subsidiary, which Evrax acquired in 2006. Stratcor's facility in Hot Springs, Arkansas, converts vanadium ashes, residues and other raw materials into vanadium products used by the steel, titanium, and chemical industries. The facility produces 40% of the world's vanadium chemicals and alloys.<sup>3</sup>



**TMK IPSCO**, a division of Russia-based oil and gas pipe producer OAO TMK, owns and operates a steel tube plant that employs some 350 workers in Blytheville, Arkansas.<sup>4</sup>



Home to more than 140 million consumers with rising disposable incomes, the Russian market offers export opportunities for U.S. meat producers like **Tyson Foods, Inc.**, one of the world's largest processors and marketers of chicken, beef and pork.<sup>5</sup> In 2010, Tyson Foods exported more than \$11.6 million worth of beef to Russia from its headquarters in Springdale, Arkansas.<sup>6</sup>

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

3M Company  
ACE Group of Insurance Companies  
Air Products and Chemicals, Inc.  
Alcoa, Inc.  
Archer Daniels Midland Company  
Cameron International Corporation  
Cargill, Inc.  
Cummins, Inc.  
Deloitte  
Eastman Kodak Company  
Ernst & Young  
Guardian Industries Corporation  
International Paper Company  
Koppers Inc.  
Microsoft Corporation  
PricewaterhouseCoopers  
Procter & Gamble Co.

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

<sup>2</sup> "Arkansas," Trade Supports Jobs Website, U.S. chamber of Commerce, <http://www.tradesupportsjobs.com/state/arkansas>, (accessed January 4, 2012).

<sup>3</sup> "Evrax Acquires Leading Vanadium Producer Stratcor," Evrax Group S.A. Press Release, April 10, 2006: "85 Years of Vanadium Experience," Strategic Minerals Corporation Website, <http://www.stratcor.com/about/history.html>, (accessed January 4, 2012).

<sup>4</sup> "Koppel and Ambridge Steel Plants Celebrate 20 Years," TMK IPSCO Press Release, October 8, 2010.

<sup>5</sup> "About Tyson," Tyson Foods, Inc. Website, <http://www.tyson.com/About-Tyson.aspx>, (accessed January 4, 2012).

<sup>6</sup> "Arkansas," Trade Supports Jobs Website, U.S. chamber of Commerce, <http://www.tradesupportsjobs.com/state/arkansas>, (accessed January 4, 2012).