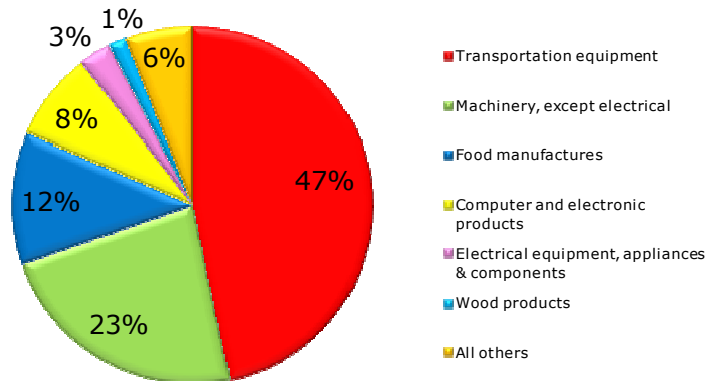


## Connecticut and the Russian Market

### Top Merchandise Exports to Russia

Percent of Total Exports to Russia in January-September 2011

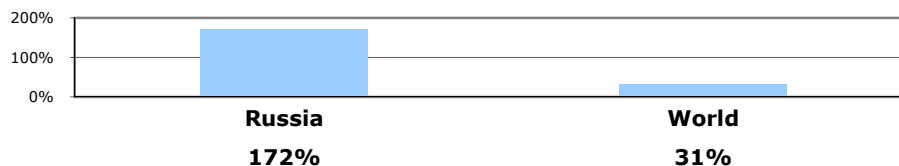


### Exports to Russia in US\$ Thousands<sup>1</sup>

Product	2006	2007	2008	2009	2010	Jan-Sep 2010	Jan-Sep 2011
<b>Total</b>	<b>38,194</b>	<b>133,556</b>	<b>81,589</b>	<b>128,696</b>	<b>103,722</b>	<b>64,331</b>	<b>39,156</b>
Transportation equipment	13,388	16,281	2,083	49,521	42,091	41,905	18,271
Machinery, except electrical	12,937	104,976	68,161	73,003	7,649	6,124	9,007
Food manufactures	130	1,036	1,040	1,292	43,733	8,716	4,685
Computer and electronic products	4,499	3,006	4,724	2,168	2,510	1,748	3,112
Electrical equipment, appliances & components	1,686	1,619	2,767	1,302	3,852	2,856	1,086
Wood products	4	178	69	188	936	618	639
All others	5,550	6,460	2,745	1,221	2,951	2,364	2,356

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

Between 2006 and 2010, Connecticut's exports to Russia grew by 172%, while its exports to the world grew by 31%



<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.

## ***Success Stories of Connecticut Companies Active in the Russian Market***



**General Electric**, headquartered in Fairfield, Connecticut, has been active in Russia since the 1920s, with significant growth occurring in recent years. Each of GE's businesses – Energy, Healthcare, Aviation, Transportation, GE Capital, and Home & Business Solutions – has a significant presence in Russia. Collectively generating annual revenues of more than \$1.5 billion, GE's businesses in Russia provide a full range of innovative products and services that meet the needs of customers and society in Russia.<sup>2</sup>



**Numa Tool Company**, a small business based in Thompson, Connecticut, designs and manufactures down-hole hammers and drill bits used by construction, mining, oil and gas, quarry, and water well companies in 100 countries worldwide.<sup>3</sup> In 2010, the company exported more than \$50,000 worth of drills, tools and parts to Russia.<sup>4</sup>



**United Technologies Corporation**, the largest private sector employer in Connecticut, entered the Russian market when its Otis Elevator subsidiary was hired to install elevators in the private apartments of the Russian Imperial family in the 19<sup>th</sup> century. Today, UTC participates in some 25 joint projects with leading Russian industrial and aerospace companies.<sup>5</sup>



Russia-based **WoodProm LLC** supplies customers in the Russian forestry industry with U.S.-manufactured machinery for sawmill production and woodworking. In 2010, WoodProm's office in Sandy Hook, Connecticut, exported \$4.7 million worth of sawing machines, pneumatic tires, iron and steel parts, and other machinery to Russia.<sup>6</sup>

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

3M Company	International Paper Company
Alcoa, Inc.	KPMG International
BCP Securities LLC	Medtronic, Inc.
Bentley Systems, Incorporated	Microsoft Corporation
The Black & Decker Corporation	NUKEM Inc.
The Boeing Company	PricewaterhouseCoopers
Cameron International Corporation	RSR Russia LLC
Citigroup Inc.	Save the Children Federation, Inc.
Cummins, Inc.	Sealed Air Corporation
Dechert LLP	Sportika Export
Deloitte	TEREX Corporation
The Dow Chemical Company	Trafigura AG
DuPont	Trident Capital
Ernst & Young	Weiss Rohlig USA LLC
Great Circle Capital	World Business Capital, Inc.
Interlab Inc.	Xerox Corporation

<sup>2</sup> General Electric Company

<sup>3</sup> "Our Company," NUMA Company Website, <http://www.numahammers.com/companyframe.html>, (accessed January 5, 2012).

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

<sup>5</sup> "United Technologies – Invest in Russia," Invest in Russia Website, <http://invest.gov.ru/en/success/00010/>, (accessed February 4, 2011).

<sup>6</sup> "Connecticut," Trade Supports Jobs Website, U.S. Chamber of Commerce, <http://www.tradesupportsjobs.com/state/connecticut>, (accessed January 5, 2012).