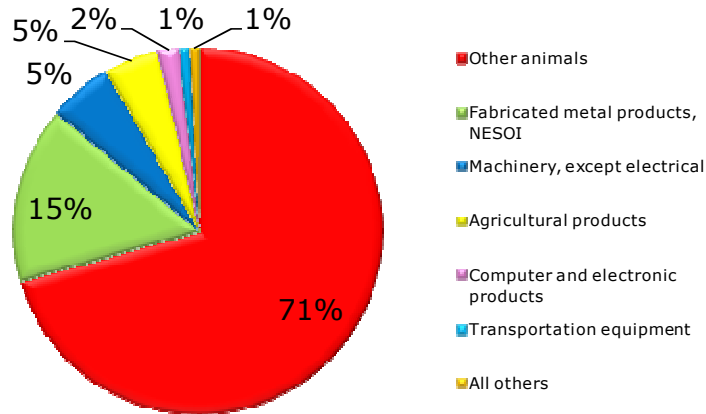


Idaho and the Russian Market

Top Merchandise Exports to Russia

Percent of Total Exports to Russia in January-September 2011



Idaho's exports to Russia are on the rise

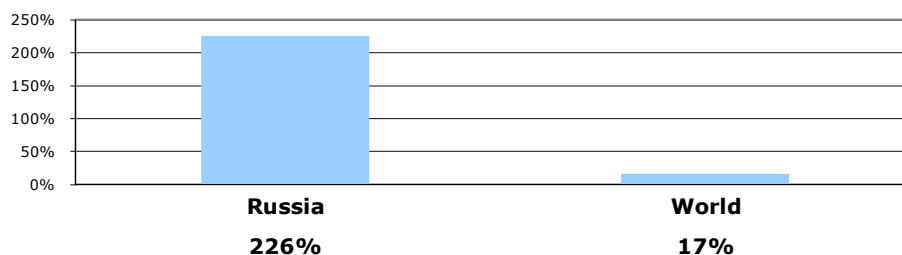
Total Exports to Russia in US\$ Thousands¹

Product	2007	2008	2009	2010
Total	3,815	17,659	5,712	4,061
Other animals	0	0	0	0
Fabricated metal products, NESOI	826	252	602	553
Machinery, except electrical	2,656	3,164	2,822	1,892
Agricultural products	31	1,558	1,185	1,050
Computer and electronic products	233	343	201	9
Transportation equipment	56	113	80	127
All others	14	12,229	821	430

Jan-Sep 2010	Jan-Sep 2011	% Change 2010 YTD-2011 YTD
3,517	11,476	226%
0	8,104	---
553	1,772	220%
1,848	641	-65%
563	561	0%
9	208	2,143%
127	102	-20%
417	88	-79%

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

In January-September 2011, Idaho's exports to Russia grew 226% over the same period in 2010, while its exports to the world grew only 17%



¹ Source for State Export Data: Office of Trade and Industry Information, Manufacturing and Services, International Trade Administration, U.S. Department of Commerce.
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Success Stories of Idaho Companies Active in the Russian Market



The Boeing Company, which relied on \$9.5 million worth of goods and services from 37 Idaho companies in 2010, 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 960 new planes valued at approximately \$90 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.²



Russia is a growing market for U.S. exports of food and agricultural products, spelling opportunities for companies like **George F. Brocke & Sons, Inc.** of Kendrick, Idaho. This small business, which has been processing legumes for over 50 years and exporting them for nearly 20 years³, exported nearly \$140,000 worth of peas and lentils to customers in Russia in 2010.⁴



Spudnik Equipment Company, LLC is a designer, innovator and manufacturer of potato equipment based in Blackfoot, Idaho, where the company employs more than 200 Idaho workers. Spudnik was established in 1958, shortly after the Russian satellite *Sputnik* was launched into space. Since then, Spudnik has grown into a large company whose equipment can be found all over the world.⁵ In 2010, the company's exports to Russia totaled nearly \$34,000.⁶

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

Black & Veatch Corporation
Cargill, Inc.
CH2M Hill
Chevron Corporation
Citigroup Inc.
The Coca-Cola Company
Cummins, Inc.
Deloitte
The Dow Chemical Company
General Electric
International Paper
JPMorgan Chase & Co.
KPMG International
Microsoft Corporation
PepsiCo, Inc.
URS Corporation

² The Boeing Company.

³ George F. Brocke & Sons, Inc. Website, <http://bbrocke.en.ec21.com/>, (accessed June 29, 2011).

⁴ "Idaho," Trade Supports Jobs Website, <http://www.tradesupportsjobs.com/state/idaho>, (accessed June 29, 2011).

⁵ Spudnik Equipment Company Website, <http://www.spudnik.us/en/history.php>, (accessed January 17, 2012).

⁶ "Idaho," Trade Supports Jobs Website, <http://www.tradesupportsjobs.com/state/idaho>, (accessed June 29, 2011).