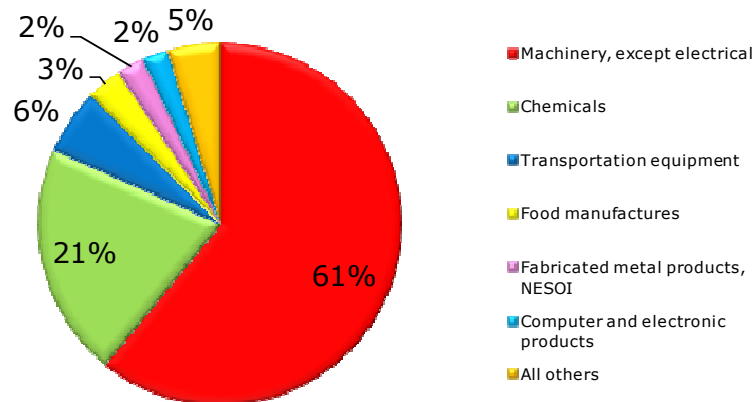


## Illinois and the Russian Market

### Top Merchandise Exports to Russia

Percent of Total Exports to Russia in January-September 2011



### Illinois' top exports to Russia are on the rise

Exports in US\$ Thousands<sup>1</sup>

Product	2007	2008	2009	2010	Jan-Sep 2010	Jan-Sep 2011	% Change 2010 YTD - 2011 YTD
<b>Total</b>	<b>508,783</b>	<b>617,664</b>	<b>249,599</b>	<b>479,108</b>	<b>332,790</b>	<b>534,611</b>	<b>61%</b>
Machinery, except electrical	255,755	347,148	82,152	269,426	167,240	325,651	95%
Chemicals	68,872	44,676	58,796	77,876	73,997	110,977	50%
Transportation equipment	102,905	44,953	12,200	25,860	20,054	31,047	55%
Food manufactures	44,440	124,112	59,941	52,738	36,271	16,562	-54%
Fabricated metal products, NESOI	5,377	8,310	9,437	10,546	5,090	12,939	154%
Computer and electronic products	17,722	25,720	14,718	19,353	14,855	12,434	-16%
All others	13,711	22,746	12,355	23,309	15,282	25,001	64%

**Illinois is one of the top 10 exporters to Russia among U.S. states, and its exports to Russia are growing faster than its exports to the world**

**In January-September 2011, Illinois' exports to Russia grew 61% over the same period in 2010, while its exports to the world grew only 32%**



<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.  
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## Success Stories of Illinois Companies Active in the Russian Market



**The Boeing Company**, headquartered in Chicago, 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.<sup>1</sup>



**Case New Holland** sees Russia as "one of the biggest reservoirs of global demand of farm machinery."<sup>2</sup> Taking advantage of growth opportunities in the Russian market, CNH's joint venture with Russian company KAMAZ made its first delivery of New Holland combine harvesters to Russian farmers in 2010.<sup>3</sup>



As one of the most important mining markets in the world, Russia is a key market for **Caterpillar, Inc.**, which is the leading retailer in Russia of machines used for both onshore and offshore drilling, gas compression, production and well services.<sup>4</sup> The company also sells excavators and other construction equipment on the Russian market.<sup>5</sup>



**Deere & Company** has been selling its products on the Russian market for nearly 130 years. In 2010, Deere exported nearly \$2 million worth of tractors to Russia from its headquarters in Moline, IL.<sup>6</sup> The company's sales of agricultural, construction and forestry machinery and parts to Russian customers are supported by a network of more than 70 sales and service locations across Russia.<sup>7</sup>

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

3M Company  
Abbott Laboratories  
Accenture  
ACE Group of Insurance Companies  
ACS Group, Ltd.  
Ag Unlimited, LLC  
Air Products and Chemicals, Inc.  
Alcoa, Inc.  
Amsted Rail  
APCO Worldwide Inc.  
Archer Daniels Midland Company  
Baker & McKenzie  
Bank of America Merrill Lynch  
Bentley Systems, Incorporated  
The Black & Decker Corporation  
Black & Veatch Corporation  
BP America, Inc.  
Cameron International Corporation  
Capital Group Companies  
Cargill, Inc.  
CH2M Hill  
Chrysler, LLC  
Cisco Systems, Inc.  
Citigroup Inc.  
Cummins, Inc.  
Deloitte  
Dewey & LeBoeuf LLP  
Dixon Valve and Coupling Company  
The Dow Chemical Company  
DuPont

Eclipse Aerospace, Inc.  
Erie Foods International, Inc.  
Ernst & Young  
Ervin Equipment Inc.  
Exxon Mobil Corporation  
FedEx Corporation  
Ford Motor Company  
General Electric Company  
General Motors Company  
Global Trade of Illinois, Inc.  
Google, Inc.  
Grant Thornton  
Greenberg Traurig, LLP  
The GSI Group, LLC  
Heidrick & Struggles  
Honeywell International Inc.  
Hoogwegt U.S., Inc.  
Hughes Network Systems, LLC  
Hyatt Hotels Corporation  
Intel Corporation  
International Paper Company  
Jones Day  
Jones Lang LaSalle  
Kelley Drye & Warren LLP  
Koppers Inc.  
Kraft Foods, Inc.  
Leo Burnett LLC  
Mach Management  
MAG  
Marriott International, Inc.

Mars, Inc.  
MasterCard  
Mayer, Brown, Rowe & Maw LLP  
McDonald's  
Microsoft Corporation  
Midwest Truck and Auto Parts, Inc.  
Miner Enterprises, Inc.  
Monitor Group  
Motorola Solutions  
Mowrey Auction Company, Inc.  
Nalco  
NAVTEQ, Inc.  
Northwestern Flavors, LLC  
Oil-Dri Corporation of America  
Orion Marine Corporation  
PricewaterhouseCoopers  
Qualcomm Inc.  
Rotec Industries, Inc.  
Savino Del Bene USA, Inc.  
Schenker, Inc.  
Siemens Energy, Inc.  
SNR Denton  
Textron Inc.  
TMK IPSCO  
TRW Automotive Inc.  
United Financial Group, Ltd.  
United Technologies Corporation  
UOP LLC  
VMware, Inc.  
The Wrigley Company

<sup>1</sup> The Boeing Company.

<sup>2</sup> "Case New Holland: 'Growing Our Presence in This Market Is a Must,'" Modern Russia, November 4, 2010, <http://www.modernrussia.com/content/case-new-holland-%E2%80%9Cgrowing-our-presence-market-must%E2%80%9D>, (accessed February 8, 2011).

<sup>3</sup> "First Big Delivery of New Holland Equipment Made in Russia," Marketwatch, September 2, 2010.

<sup>4</sup> Pat Davis Szymczak, "Caterpillar Stakes Its Claim in Power Sales Through a Coordinated Dealer Network," *Oil & Gas Eurasia*, № 6, June 2010.

<sup>5</sup> "Caterpillar to Build Excavators in Russia," *Kommersant*, March 13, 2008; based on March 13, 2008 exchange rate of 1 Euro = US\$1.54, <http://www.oanda.com/convert/fxhistory>, (accessed September 1, 2009).

<sup>6</sup> "Illinois," Trade Supports Jobs Website, <http://www.tradesupportsjobs.com/state/illinois>, (accessed August 31, 2011).

<sup>7</sup> "John Deere Officially Opens New Manufacturing Facility in Russia," Deere & Company Press Release, April 27, 2010, [http://www.deere.com/en\\_US/newsroom/2010/releases/corporate/27apr2010\\_corporaterelease.html](http://www.deere.com/en_US/newsroom/2010/releases/corporate/27apr2010_corporaterelease.html), (accessed February 8, 2011).