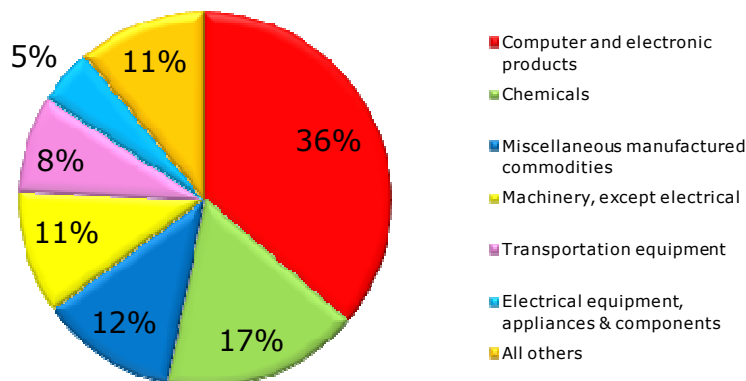


Massachusetts and the Russian Market

Top Merchandise Exports to Russia

Percent of Total Exports to Russia in January-September 2011

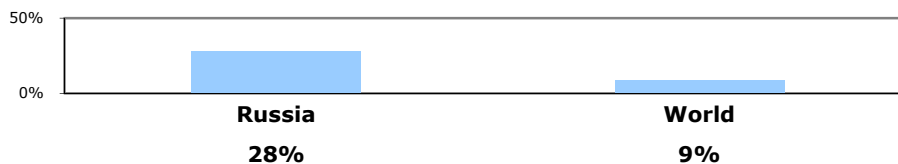


Exports in US\$ Thousands¹

Product	2006	2007	2008	2009	2010	% Change 2006-2010	Jan-Sep 2010	Jan-Sep 2011
Total	116,884	168,079	240,951	95,767	149,636	28%	94,994	79,636
Computer and electronic products	54,626	54,666	36,780	25,509	31,878	-42%	24,136	28,802
Chemicals	13,354	15,656	15,236	12,154	24,945	87%	20,923	13,592
Misc. manufactured commodities	11,739	11,130	22,010	13,852	14,971	28%	10,874	9,521
Machinery, except electrical	9,646	10,012	13,203	11,811	20,204	109%	17,726	8,418
Transportation equipment	16,248	36,580	84,052	3,363	1,140	-93%	1,098	6,555
Elec. equipment, appliances, components	3,539	2,498	3,474	2,113	4,869	38%	3,333	3,857
All others	7,732	37,537	66,195	26,964	51,628	568%	16,904	8,892

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

Between 2006 and 2010, Massachusetts' exports to Russia grew by 28%, while its exports to the world grew by only 9%



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 Massachusetts Companies Active in the Russian Market



General Electric, whose GE Aviation subsidiary operates a manufacturing facility in Lynn, Massachusetts, 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.²



Hi-Gear Products, Inc., based in Hudson, Massachusetts, provides Russian car owners with high-quality aftermarket automotive care products, including gasoline and diesel additives, greases, hydraulic fluids, and metal conditioners. In 2010, Hi-Gear exported more than \$45 million worth of these products to customers in the Russian market.³



IPG Photonics, an Oxford, Massachusetts-based manufacturer founded in Russia in 1990, sells its high-performance fiber lasers and amplifiers to Russian customers operating in sectors such as materials processing, advanced technologies, telecommunications, and medicine.⁴



Medtronic, Inc., which employs 725 workers in Massachusetts, has been active in the Russian market since the 1990s. Medtronic provides doctors and patients in Russia with high-quality medical technologies used in heart, brain and spine surgeries as well as the treatment of cardiac diseases and diabetes.⁵



Raytheon, headquartered in Waltham, Massachusetts, provides comprehensive logistics integration support, including infrastructure services, information management systems, and program management, for nuclear disarmament projects in Russia under the U.S. Cooperative Threat Reduction Program.⁶

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

3M Company
Abbott Laboratories
ACE Group of Insurance Companies
ACES Ltd.
Air Products and Chemicals, Inc.
Alcoa, Inc.
American Truck World
Amgen, Inc.
Antigenics, Inc.
Archer Daniels Midland Company
B.E.A. Associates, Inc.
Bain & Company
Bav Corporation Inc.
Black & Veatch Corporation
The Boeing Company
Cambridge Energy Research Associates
Cameron International Corporation
CH2M Hill
Cummins, Inc.
Dechert LLP

Deere & Company
Deloitte
Dunkin' Brands, Inc.
EMC Corporation
Ernst & Young
General Motors Company
Google, Inc.
Greenberg Traurig, LLP
Grove Services, Inc.
Holcim Inc.
Intel Corporation
International Data Corporation (IDC)
International Paper Company
Iron Mountain
Johnson & Johnson
Kaspersky Lab
Lewa, Inc.
Microsoft Corporation
Monitor Group
Motorola Solutions

NetCracker Technology
North Atlantic Truck Group LLC
Pfizer, Inc.
PricewaterhouseCoopers
Qualcomm Inc.
Rochester Electronics
Russia Innovation Collaborative
Sealed Air Corporation
Siguler Guff & Co.
Simat, Helliesen & Eichner
Spectro Coating Corp.
Textron Inc.
TRW Automotive Inc.
U.S.-Russia Chamber of Commerce
of New England
Versatek Inc.
Vistagy Inc.
VMware, Inc.
VPG Inc.
WorldTrade Executive, Inc.

² General Electric Company.

³ "Massachusetts," Trade Supports Jobs Website, U.S. Chamber of Commerce, <http://www.tradesupportsjobs.com/state/massachusetts>, (accessed October 26, 2011).

⁴ "Corporate Fact Sheet, Third Quarter 2010," IPG Photonics.

⁵ "Medtronic в Российской Федерации," Medtronic, Inc. Website, <http://www.medtronic.ru/about-medtronic/medtronic/index.htm>, (accessed February 14, 2011).

⁶ "Raytheon Awarded Defense Threat Reduction Agency Contract Potentially Worth \$82.1 Million to Provide Mission Support in the Former Soviet Union," Raytheon Press Release, August 8, 2005.