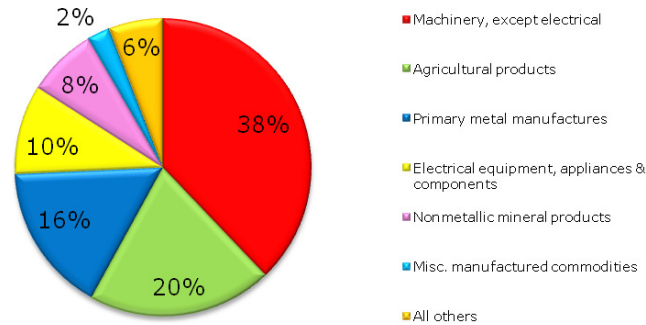


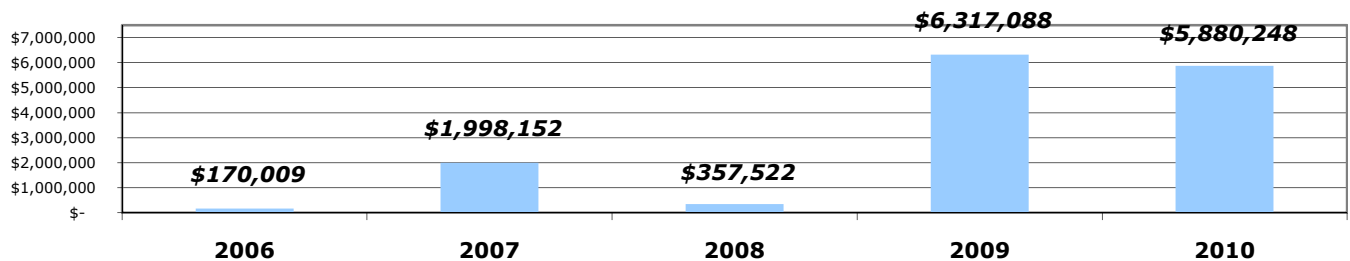
Montana and the Russian Market

Top Merchandise Exports to Russia

Percent of Total Exports to Russia in January-September 2011



Montana's Annual Exports to Russia, 2006-2010¹



Montana's exports to Russia have increased significantly over the past five years and in 2011 showed strong growth in key export categories such as machinery, agricultural products, livestock, primary metal manufactures, and electrical equipment, appliances and components.

Success Stories of Montana Businesses Active in the Russian Market



The Boeing Company, which maintains a flight test facility in Montana, employs nearly 200 workers in the state and relies on the goods and services of 30 Montana businesses, 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.²



With the U.S. holding a competitive position as a leading supplier to the \$150 million-per-year (40,000-50,000 head) Russian market for imported live cattle, Russia is an important market for Montana cattle ranches like the **Stevenson Angus Ranch** in Hobson, Montana. In 2010, the Stevenson Angus Ranch launched a cattle breeding joint venture with Russia's Sputnik LLC, which is supported by \$7 million worth of Montana cattle exported from the ranch to Russia.³

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

CH2M Hill
Cummins, Inc.
RDO Equipment Co.
Wood Group ESP

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

² The Boeing Company.

³ "New Joint-Venture Brings U.S. Beef Cattle Ranch to Russia," U.S. Department of Agriculture Foreign Agriculture Service, December 27, 2010.