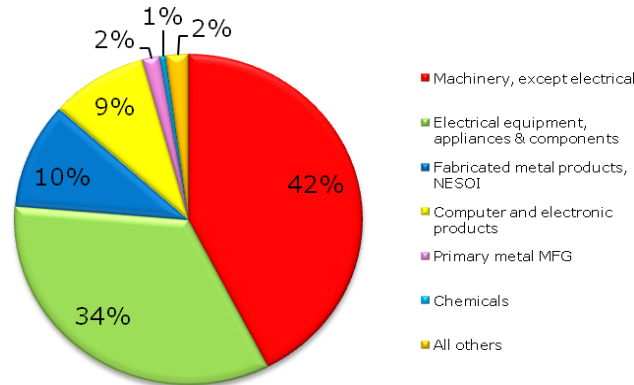


## Oklahoma and the Russian Market

### Top Merchandise Exports to Russia

Percent of Total Exports to Russia in 1H 2011<sup>1</sup>



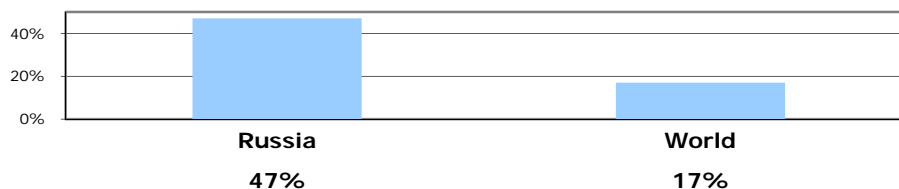
### Oklahoma's top exports to Russia are on the rise

Exports to Russia in US\$ Thousands

Product	2007	2008	2009	2010	% Change 2007-2010	1H 2010	1H 2011
<b>Total</b>	<b>131,890</b>	<b>142,990</b>	<b>68,874</b>	<b>194,255</b>	<b>47%</b>	<b>145,460</b>	<b>69,785</b>
Machinery, except electrical	72,173	65,049	29,075	125,673	74%	94,670	29,610
Electrical equipment, appliances & components	33,506	38,752	20,166	40,819	22%	32,019	23,637
Fabricated metal products, NESOI	1,327	4,257	5,566	8,359	530%	4,695	7,218
Computer and electronic products	3,046	7,452	5,624	9,550	214%	7,184	6,323
Primary metal manufactures	2,858	3,847	317	1,037	-64%	402	1,167
Chemicals	1,022	895	706	1,656	62%	975	390
All others	17,958	22,738	7,419	7,161	-60%	5,516	1,440

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

Between 2007 and 2010, Oklahoma's exports to Russia grew by 47%, while its exports to the world increased by only 17%



## Success Stories of Oklahoma Companies Active in the Russian Market



**Baker Hughes Incorporated** is positioning itself to provide electrical submersible pumping (ESP) services in Russia, where 60% of the world's ESP installations are located.<sup>2</sup> In 2010, Baker Hughes' Centrillift facility in Claremore, Oklahoma, exported nearly \$3.4 million worth of boring and sinking machinery parts to customers in Russia's energy sector.<sup>3</sup>



Home to more than 140 million consumers with rising disposable incomes, the Russian market is a source of demand for the high-quality food exports of U.S. companies like **The Clint Williams Company** of Madill, Oklahoma. In 2010, The Clint Williams Company exported more than \$1.1 million worth of peanuts to Russian customers.<sup>4</sup>



Russia's oil services market is valued at \$15 billion<sup>5</sup>, making it an attractive market for Tulsa-based **T.D. Williamson, Inc.**, which provides Russian oil and gas companies with pipeline maintenance equipment and services.<sup>6</sup>



Heating, ventilation and air conditioning equipment manufacturer **York International Corporation** has provided HVAC equipment used in some of Russia's most famous buildings, including the Kremlin and the Bolshoi Theater in Moscow.<sup>7</sup> York's plant in Norman, Oklahoma, exported more than \$1.6 million worth of appliance parts to customers in the Russian market in 2010.<sup>8</sup>

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

3M Company  
Air Products and Chemicals, Inc.  
Akerman Construction Company, Inc.  
Autico International  
The Boeing Company  
BP America, Inc.  
Cameron International Corporation  
CH2M Hill  
ConocoPhillips Company  
Cummins, Inc.  
Deloitte  
DuPont  
Ernst & Young  
General Motors Company

Halliburton Company  
Helmerich & Payne, Inc.  
John M. Campbell & Co.  
KPMG International  
Microsoft Corporation  
NSI Technologies, Inc.  
Parker Drilling Company  
PennWell Corporation  
PricewaterhouseCoopers  
Reel-Neat Systems, Inc.  
Ruhrpumpen Group  
Samson International, Ltd.  
Wood Group ESP  
Zeeco, Inc.

<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.

<sup>2</sup> Baker Hughes Acquires Russian ESP Service Provider, Baker Hughes Press Release, June 1, 2010.

<sup>3</sup> Oklahoma, Trade Supports Jobs Website, <http://www.tradesupportsjobs.com/state/oklahoma>, (accessed August 16, 2011).

<sup>4</sup> Ibid.

<sup>5</sup> Russian Oil Field Service Companies Expect Quick Economic Improvement to See Oil Prices Rise, *Neftegaz.ru*, March 24, 2010.

<sup>6</sup> T.D. Williamson Website, <http://www.tdwilliamson.com/en/Pages/Home.aspx>, (accessed August 16, 2011).

<sup>7</sup> YORK in a World, Johnson Controls, Inc. Website, [http://www.york.ru/york/company/york\\_world/](http://www.york.ru/york/company/york_world/), (accessed November 1, 2011).

<sup>8</sup> Oklahoma, Trade Supports Jobs Website, U.S. Chamber of Commerce, <http://www.tradesupportsjobs.com/state/oklahoma>, (accessed August 16, 2011).