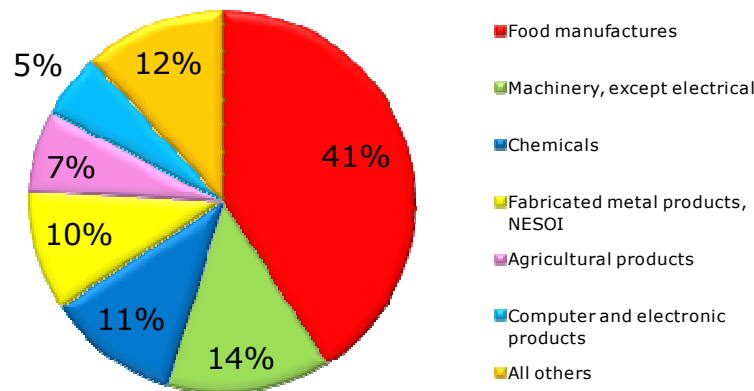


Utah and the Russian Market

Top Merchandise Exports to Russia

Percent of Total Exports to Russia in January-September 2011



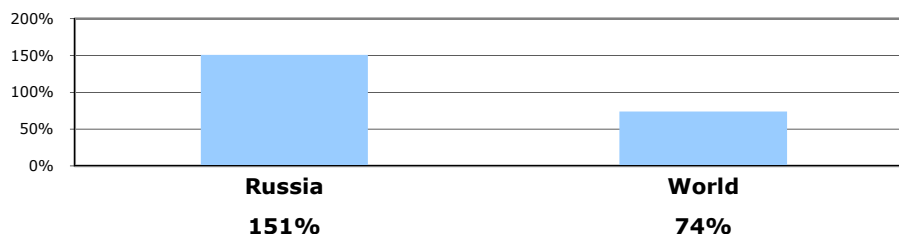
Utah's top exports to Russia are on the rise

Exports to Russia in US\$ Thousands¹

Product	2007	2008	2009	2010	% Change 2007-2010	Jan-Sep 2010	Jan-Sep 2011
Total	15,959	39,699	23,805	40,044	151%	29,332	16,070
Food manufactures	7,063	15,758	11,966	14,570	106%	11,338	6,598
Machinery, except electrical	1,448	3,472	4,304	7,184	396%	6,476	2,199
Chemicals	2,424	3,714	3,239	3,387	40%	2,505	1,785
Fabricated metal products, NESOI	36	6,376	459	11,118	30,587%	6,688	1,608
Agricultural products	81	904	900	391	383%	391	1,102
Computer and electronic products	1,117	1,892	442	1,220	9%	782	878
All others	3,790	7,582	2,496	2,173	-43%	1,153	1,902

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

Between 2007 and 2010, Utah's exports to Russia grew by 151%, while its exports to the world grew by only 74%



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 Utah Companies that are Active in the Russian Market



The Boeing Company, which relied on more than \$284 million worth of goods and services from some 250 Utah vendors and suppliers 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 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.²



As the world's largest exporter of energy³, Russia is a significant market for U.S. energy equipment companies like **DeltaValve**, which specializes in manufacturing valves for use on oil coking drums. In 2010, the DeltaValve's factory in Jordan, Utah, exported more than \$9 million worth of valves and machinery to customers in the Russian market.⁴



Russia's consumer market holds export opportunities for Lehi, Utah-based **International Nut Company**. In 2010, the company exported more than \$188,000 worth of nuts to Russian customers.⁵



Tradestar Corporation, a Jordan, Utah-based manufacturer of bulk explosive haul trucks and process equipment for the mining industry, exported nearly \$450,000 worth of electrical supplies to Russia in 2010.⁶

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

3M Company
Air Products and Chemicals, Inc.
Alcoa, Inc.
Black & Veatch Corporation
Cameron International Corporation
Certiport, Inc.
CH2M Hill
Chevron Corporation
Chrysler, LLC

Cummins, Inc.
Deloitte
Deseret International Charities
Dixon Valve and Coupling Company
DuPont
Ernst & Young
KPMG International
Microsoft Corporation
PricewaterhouseCoopers

² The Boeing Company.

³ Maria Bartiromo, "Oil Remains King in Russia, But for How Long?" CNBC.com, June 22, 2010, http://www.cnbc.com/id/37851013/Oil_Remains_King_in_Russia_But_for_How_Long, (accessed August 6, 2010).

⁴ "Utah," Trade Supports Jobs Website, U.S. Chamber of Commerce, <http://www.tradesupportsjobs.com/state/utah>, (accessed August 17, 2011).

⁵ Ibid.

⁶ Ibid.