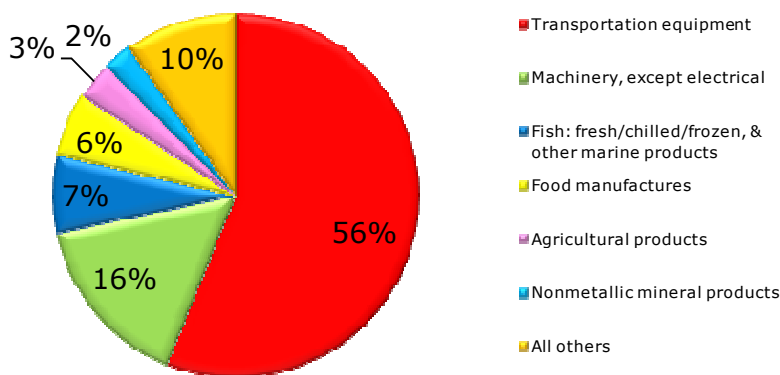


Washington and the Russian Market

Top Merchandise Exports to Russia

Percent of Total Exports to Russia in January-September 2011



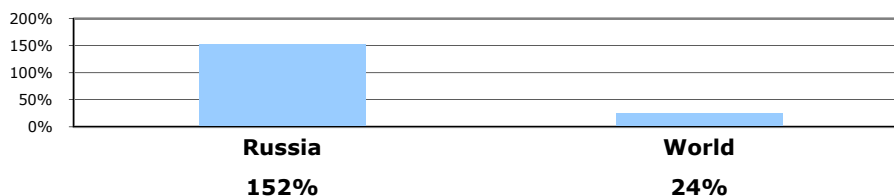
Exports to Russia in US\$ Thousands¹

Product	2007	2008	2009	2010
Total	413,900	497,990	204,440	247,470
Transportation equipment	258,030	256,676	37,618	36,343
Machinery, except electrical	50,017	94,921	61,045	50,377
Fish: fresh/chilled/frozen, & other marine products	30,538	20,608	15,647	44,707
Food manufactures	24,840	50,494	36,163	41,982
Agricultural products	18,572	26,721	27,742	28,310
Nonmetallic mineral products	2,177	788	642	6,882
All others	29,726	47,782	25,582	38,871

Jan-Sep 2010	Jan-Sep 2011	% Change 2010 YTD-2011 YTD
139,603	351,882	152%
24,820	197,648	696%
37,829	54,744	45%
25,221	24,151	-4%
7,599	19,742	160%
12,356	11,821	-4%
5,996	8,924	49%
25,782	34,851	35%

Washington is a leading exporter to Russia among U.S. states

In January-September 2011, Washington's exports to Russia grew 152% over the same period in 2010, while the state's exports to the world increased by only 24%



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

Success Stories of Washington Companies Active in the Russian Market



The Boeing Company, whose commercial aircraft production is based in Everett, Washington, 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



Icepak, which transports perishable cargoes internationally, exported nearly \$3.8 million worth of seafood to Russia from its facility in Everett, Washington, in 2010.³



Microsoft Corporation has a large footprint in Russia, which has been one of the company's most profitable markets worldwide. As Russia's software piracy rate has declined in recent years, Microsoft's activities in Russia have expanded from software sales to research.⁴ Microsoft is the exclusive software provider for the 2014 Winter Olympic Games in Sochi⁵, and the company has partnered with Russia's Education Ministry to provide software, email and online learning services to tens of thousands of students across Russia.⁶



Sakhalin Oil, Construction And Services (SOCAS) Intercontinental, headquartered in Everett, Washington, is a procurement company that provides construction equipment and other machinery to businesses operating on the energy-rich Sakhalin Island in Russia's Far East. In 2010, SOCAS exported more than half a million dollars worth of construction equipment to its Russian customers.⁷



Trans-NET, a small business that provides full-service transportation and logistics services out of its 15-employee headquarters in Issaquah, derives the majority of its revenues from trade with the Russian Far East. The company has grown fourfold in recent years and sees Russia's WTO accession as having a positive impact on its ability to do business in Russia.⁸

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

3M Company
Air Products and Chemicals, Inc.
Alcoa, Inc.
Amgen, Inc.
APCO Worldwide Inc.
Av Tech Corp.
Bentley Systems, Incorporated
The Black & Decker Corporation
Black & Veatch Corporation
Camco, Inc.
Cameron International Corporation
Cell Therapeutics, Inc.
CH2M Hill
Chevron Corporation
Colliers International
Crowley Marine Services, Inc.
Cummins, Inc.
Deere & Company
Deloitte
Double D Trade Company, LLC

DRC International, Inc.
Ernst & Young
FESCO Agencies N.A. Inc.
Flight Structures Inc.
Fluor Corporation
Fred Hutchinson Cancer Research Center
General Electric Company
Genie Industries
Google
Icepak, Inc.
Intel Corporation
International Fruits Company, LLC
International TLC, Inc.
Koppers Inc.
KPMG International
Lynden Incorporated
Medtronic, Inc.
North American Industrial
North Connection Corporation
Northern Fruit Company Inc.

Oneanta Trading Corporation
PACCAR Inc.
Pacific Route
Parallels Holding
Perma-Chink Systems, Inc.
PricewaterhouseCoopers
Rainier Plywood Company
RDO Equipment Co.
Signature Automotive, LLC
SOGDA Limited, Inc.
Starbucks Corporation
Stuart's Services
Sysco Food Services of Seattle, Inc.
Trident Seafoods Corporation
Wellons, Inc.
West Coast Wire Rope & Rigging Inc.
Western Marine Electronics (WESMAR)
Weyerhaeuser NR Company
William T. Robinson PLLC
World Vision

² The Boeing Company.

³ "Washington," Trade Supports Jobs Website, U.S. Chamber of Commerce, <http://www.tradesupportsjobs.com/state/washington>, (accessed January 19, 2012).

⁴ Microsoft Corporation.

⁵ "Microsoft Россия стала официальным поставщиком Оргкомитета «Сочи 2014»," Microsoft Corporation Press Release, June 16, 2011.

⁶ "Новый этап стратегического партнерства Microsoft с государством в сфере образования в направлении эффективного развития информационного общества в России," Microsoft Russia Website, July 26, 2010.

⁷ "Washington," Trade Supports Jobs Website, U.S. Chamber of Commerce, <http://www.tradesupportsjobs.com/state/washington>, (accessed January 19, 2012).

⁸ Trans-NET Inc.