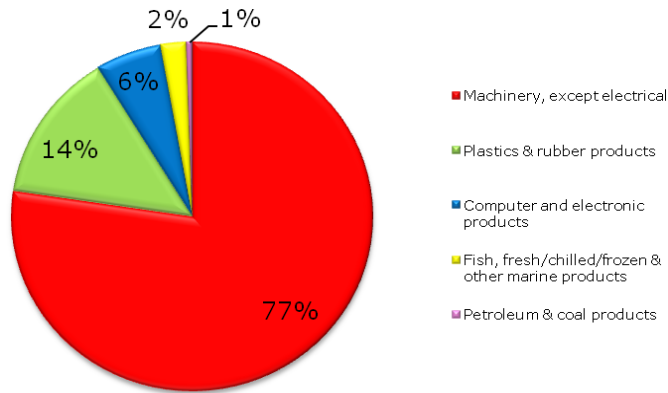


Wyoming and the Russian Market Top Merchandise Exports to Russia

Percent of Total Exports to Russia in 2010¹

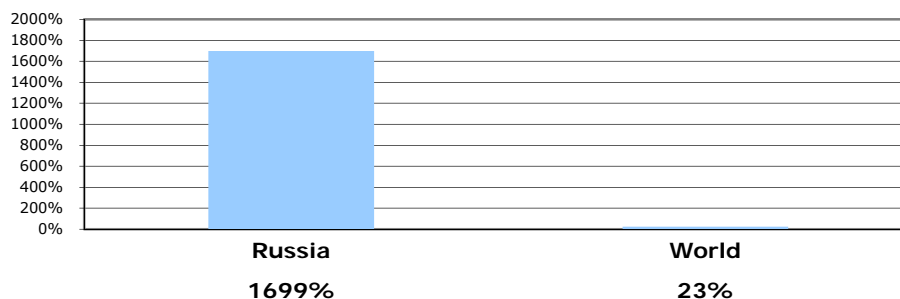


Exports to Russia in US\$

Product	2007	2008	2009	2010	% Change 2007-2010	1H 2010	1H 2011
Total	124,489	429,064	3,521,017	2,239,764	1,699%	240,469	52,730
Machinery, except electrical	0	176,978	3,013,463	1,726,436	---	166,000	0
Plastics & rubber products	0	0	0	312,000	---	0	0
Computer and electronic products	0	190,157	13,682	131,509	---	66,576	39,448
Fish, fresh/chilled/frozen & other marine products	0	0	0	50,904	---	0	0
Petroleum & coal products	61,937	35,035	17,996	11,022	-82%	0	0
All others	62,552	26,894	475,876	7,893		7,893	13,282

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

Between 2007 and 2010, Wyoming's exports to Russia grew nearly 1,700%, while its exports to the world grew by only 23%



Russia's WTO accession will increase opportunities for Wyoming's exporters



Machinery: Russian companies' demand for high-quality imported machinery generates significant export opportunities for U.S. manufacturers of equipment and parts. Russia imported nearly \$102 billion worth of machinery and equipment in 2010, and Russia's imports of machinery and equipment have grown at least 40% annually in dollar terms every year since 2004.² Under the terms of its WTO accession package, **Russia will cut tariffs on manufactured goods to an average of 8%**³, providing U.S. machinery and parts exporters with improved market access.



Plastics: The Russian market for chemicals and plastics is valued at \$32 billion, but domestic producers fulfill only half of the market demand⁴, creating opportunities for U.S. exporters to supply key industries in Russia, including the automotive, oil and gas, construction, and agriculture sectors. Russia has agreed to join the WTO's Chemical Tariff Harmonization Agreement, which applies to plastics, and **will bind tariffs on chemical products along the processing chain at 5.5% and 6.5% upon accession to the WTO.**



Computer and electronic products: Russia's personal computer market and software market are projected to **more than double in size** between 2010 and 2015, with sales of PCs expected to rise from \$7 billion in 2010 to \$15 billion in 2015 and software sales projected to grow from \$3 billion in 2010 to more than \$6 billion by 2015.⁵ **As part of its WTO commitments, Russia will permit IT imports to enter the country duty-free.**⁶

Success Stories of Wyoming Companies that are Active in the Russian Market



The Boeing Company, which draws on the goods and services of six businesses in Wyoming, has been active in the Russian market for more than 30 years. Russian airlines increasingly choose Boeing aircraft over Russian-made planes⁷, and Boeing has fulfilled more than \$5 billion worth of contracts in Russia⁸, with another \$9 billion in jet sales to Russian companies under way as of early 2011.⁹



Quail Tools, a subsidiary of **Parker Drilling Company** that has an operations facility in Evanston, Wyoming, rents a full range of oil and gas field equipment to major hydrocarbon exploration and production companies, including those operating on Russia's Sakhalin Island.¹⁰



Wood Group ESP, which has a manufacturing and test center in Casper, Wyoming, sells its electric submersible pumps, controls and communication equipment, and surface pumping systems to customers in Russia's oil and gas industry.¹¹

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

BP America, Inc.
Cameron International Corporation
CH2M Hill
Cummins, Inc.

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

² "Импорты по товарам и товарным группам в разрезе ТН ВЭД России," Federal State Statistics Service, <http://www.gks.ru/dbscripts/Cbsd/DBInet.cgi?pl=2123005>, (accessed April 26, 2011).

³ "Factsheet on U.S.-Russia WTO Bilateral Market Access Agreement," Office of the U.S. Trade Representative, November 10, 2006.

⁴ *Doing Business in Russia: 2010 Country Commercial Guide for U.S. Companies*, U.S. Commercial Service and U.S. Department of State, 2010.

⁵ "Russia Consumer Electronics Report Q2 2010," Business Monitor International, <http://www.companiesandmarkets.com/Summary-Market-Report/russia-consumer-electronics-report-q2-2010-278893.asp>, March 17, 2010; "Russia Information Technology Report Q1 2011," <http://www.ur-inside.com/russia-information-technology-report-q1-2011>, January 31, 2011.

⁶ "Non-Agricultural Goods Market Access," Office of the U.S. Trade Representative, November 19, 2006.

⁷ Andrew E. Kramer, "Aeroflot Sheds Its Soviet Legacy and Turns to a Western Fleet," *New York Times*, July 29, 2009.

⁸ "Боинг в России," The Boeing Company Website, http://www.boeing.ru/website_26/pages/page_7422/uploads/Boeing%20final%20email%20.pdf, (accessed August 19, 2009).

⁹ "Remarks by President Obama and President Medvedev of Russia at the U.S.-Russia Business Summit," White House Transcript, June 24, 2010.

¹⁰ Parker Drilling Annual Report, 2009.

¹¹ "Mission - Vision - Core Values," Wood Group ESP Website, <http://www.woodgroup-esp.com/our-company/Pages/Home.aspx>, (accessed April 12, 2011).