There's a Better Way to Sell American Weapons

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The United States should use enticements as well as sanctions to deter friends from buying Russian arms.

Arms exports are a key source of revenue for Russia, typically second only to oil and gas exports, and the war in Ukraine has jeopardized that revenue stream. Russia’s arms sales have slumped in recent years, and the combination of Western sanctions and Russia’s poor performance in Ukraine won’t help. The U.S. can use this opportunity to lure partners away from Russian arms and begin to box Russia out of strategic markets. But it must change its approach...

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