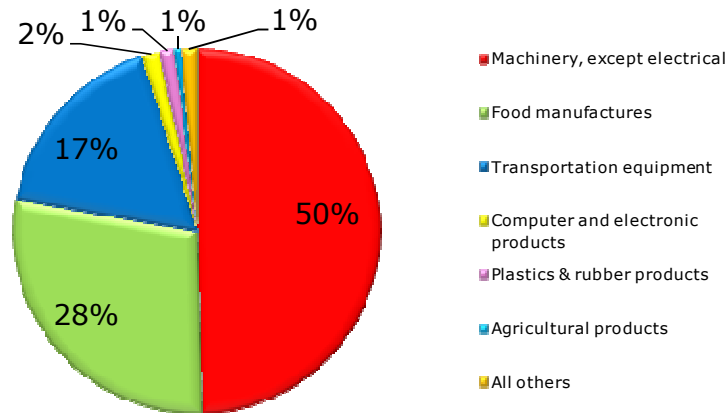


## Iowa and the Russian Market

### Top Merchandise Exports to Russia

Percent of Total Exports to Russia in January-September 2011



### Iowa's exports to Russia are on the rise

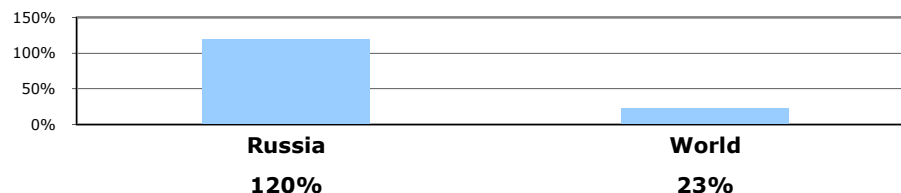
Exports to Russia in US\$ Thousands<sup>1</sup>

Product	2007	2008	2009	2010
<b>Total</b>	<b>233,741</b>	<b>379,267</b>	<b>91,826</b>	<b>137,234</b>
Machinery, except electrical	160,269	253,481	27,616	58,265
Food manufactures	56,618	104,713	56,293	67,433
Transportation equipment	10,906	9,698	1,441	2,459
Computer and electronic products	1,842	4,122	2,342	4,446
Plastics & rubber products	1,262	2,213	1,693	985
Agricultural products	1,045	1,116	697	1,425
All others	1,799	3,924	1,745	2,219

Jan-Sep 2010	Jan-Sep 2011	% Change 2010 YTD-2011 YTD
<b>89,681</b>	<b>197,208</b>	<b>120%</b>
36,924	97,905	165%
44,654	55,478	24%
704	34,409	4,785%
3,900	3,046	-22%
763	2,500	228%
968	1,289	33%
1,768	2,582	46%

### Iowa's exports to Russia are growing faster than the state's exports to the world

In January-September, 2011, Iowa's exports to Russia grew 120% over the same period in 2010, while its exports to the world grew only 23%



<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.

## ***Success Stories of Iowa Companies Active in the Russian Market***



**Case New Holland**, which operates a tractor-loader-backhoe manufacturing facility in Burlington, Iowa, sees Russia as “one of the biggest reservoirs of global demand of farm machinery.”<sup>2</sup> Taking advantage of growth opportunities in the Russian market, CNH’s joint venture with Russian company KAMAZ made its first delivery of New Holland combine harvesters to Russian farmers in 2010.<sup>3</sup>



**Compressor Control Systems (CCC)** of Des Moines has earned the praise of Russian customers like Siberian Methanol Chemical Company LLC, which modernized its conversion gas compressor and steam turbine for methanol production using CCC’s energy efficient pressure control systems.<sup>4</sup>



**Pioneer Hi-Bred**, the Des Moines-based subsidiary of **DuPont**, has been selling seeds to Russian farmers since the 1970s. Pioneer is the market leader in Russia for the sale of hybrid corn seed and is one of the leading sellers of sunflower seeds on the Russian market.<sup>5</sup>



**Sukup Manufacturing Company**, headquartered in Sheffield, Iowa, is a manufacturer of grain handling, drying and storage equipment. In 2010, the company exported more than \$800,000 worth of agricultural equipment to customers in the Russian market.<sup>6</sup>

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

3M Company  
Air Products and Chemicals, Inc.  
Alcoa, Inc.  
APC Inc.  
Archer Daniels Midland Company  
Boeing Company, The  
Bridgestone  
Cargill, Inc.  
CH2M Hill  
Citigroup Inc.

Cummins, Inc.  
Deere & Company  
Deloitte  
Ernst & Young  
Guardian Industries Corporation  
International Mobile Mixers, Inc.  
KPMG International  
Microsoft Corporation  
Procter & Gamble Co.  
TMK IPSCO

<sup>2</sup> “Case New Holland: ‘Growing Our Presence in This Market Is a Must,’” Modern Russia, November 4, 2010, <http://www.modernrussia.com/content/case-new-holland-%E2%80%9Cgrowing-our-presence-market-must%E2%80%9D>, (accessed February 8, 2011).

<sup>3</sup> “First Big Delivery of New Holland Equipment Made in Russia,” Marketwatch, September 2, 2010.

<sup>4</sup> “CCC and SibMethaKhim: Energy Saving in Methanol Production,” Compressor Controls Corporation Website, <http://www.cccglobal.com/News/2009/>, (accessed June 29, 2011).

<sup>5</sup> “История фирмы «Пионер»,” Pioneer Hi-Bred International, Inc. Website, February 1, 2010, <http://public.pioneer.com/portal/site/Public/welcome/history/>, (accessed December 13, 2010).

<sup>6</sup> “Iowa,” Trade Supports Jobs Website, U.S. Chamber of Commerce, <http://www.tradesupportsjobs.com/state/iowa>, (accessed January 27, 2012).