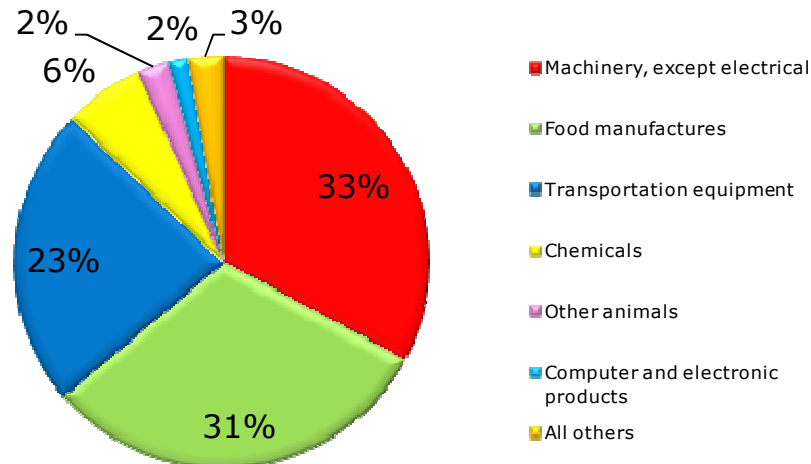


Kansas and the Russian Market

Top Merchandise Exports to Russia

Percent of Total Exports to Russia in January-September 2011



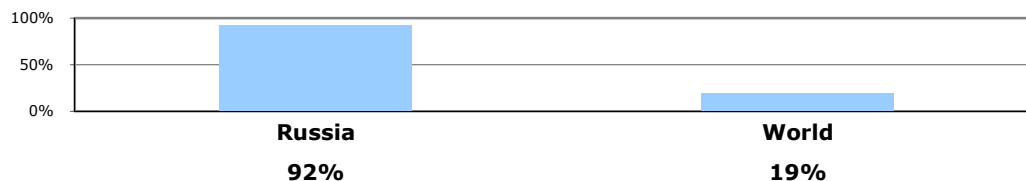
Kansas' top exports to Russia are on the rise

Exports in US\$ Thousands¹

Product	2007	2008	2009	2010	Jan-Sep 2010	Jan-Sep 2011	% Change 2010 YTD-2011 YTD
Total	64,472	75,609	29,937	69,863	52,981	101,799	92%
Machinery, except electrical	22,114	44,510	4,291	14,791	11,985	33,515	180%
Food manufactures	6,163	19,410	10,096	17,080	14,076	31,498	124%
Transportation equipment	28,521	8,336	7,983	20,626	14,064	23,658	68%
Chemicals	48	456	1,283	4,288	3,227	6,365	0%
Other animals	0	0	0	0	0	2,478	---
Computer and electronic products	4,803	941	2,287	4,084	2,217	1,619	-27%
All others	2,822	1,957	3,998	8,995	7,413	2,667	-64%

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

In January-September 2011, Kansas' exports to Russia grew 92% over the same period in 2010, while its exports to the world grew only 19%



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 Kansas Companies Active in the Russian Market



AGCO Corporation, one of the world's leading manufacturers of tractors and other farm equipment, operates its hay and forage machinery manufacturing facility in Hesston, Kansas, and exports machinery from Kansas to customers in the Russian agricultural market.² AGCO's strong presence in the Russian market is reinforced by its 50-50 joint venture with Russia's Concern Tractor Plants (CTP), through which AGCO supplies engines to industrial and agricultural machinery manufacturing plants throughout Russia.³ AGCO's Chief Executive, Martin Richenhagen, has predicted that the company's competitive position in the Russian market will improve once Russia joins the World Trade Organization.⁴



Overland Park-based **Black & Veatch Corporation** plays an important role in U.S.-Russia cooperation on nuclear nonproliferation. The company has completed more than 50 subcontracts in Russia to oversee engineering, procurement, construction, training, and logistics for facilities where Russian nuclear weapons are dismantled.⁵



The Bradbury Company, a machinery manufacturer based in Moundridge, Kansas, exported more than \$7 million worth of metal-rolling mills to Russian customers in 2010.⁶ As the world's second-largest producer of platinum, third-largest producer of gold, and a key producer iron, steel and several other metals and minerals⁷, Russia is home to a major metallurgical sector that creates demand for high-end U.S.-made equipment.



Great Plains Manufacturing, a family-owned agricultural equipment company that employs more than 1,000 Kansas workers at its headquarters in Salina⁸, exported more than \$3.6 million worth of agricultural machinery and parts to Russia in 2010.⁹

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

Air Products and Chemicals, Inc.
Alcoa, Inc.
Archer Daniels Midland Company
The Black & Decker Corporation
The Boeing Company
BP America, Inc.
Cameron International Corporation
Cargill, Inc.
Case New Holland
Caterpillar, Inc.
Chrysler, LLC

Cummins, Inc.
Deere & Company
FINCO
General Motors Company
Guardian Industries Corporation
Hawker Beechcraft
Microsoft Corporation
NZS Worldwide, Inc.
Paramount Pumps and Supplies, Inc.
Procter & Gamble Co.
Textron Inc.

² AGCO Corporation.

³ "AGCO Corporation and Concern Tractor Plants Form Engine Joint Venture in Russia," AGCO Corporation Press Release, October 9, 2008.

⁴ "Agco Sees Acquisition Lifting 2012 Profit," Reuters, December 16, 2011.

⁵ "Black & Veatch - Federal," Black & Veatch Corporation Website, http://www.bv-china.com/markets/federal/success_story.aspx, (accessed January 19, 2011).

⁶ "Kansas," Trade Supports Jobs Website, U.S. Chamber of Commerce, <http://www.tradesupportsjobs.com/state/kansas>, (accessed January 31, 2012).

⁷ "Mineral Commodity Summaries 2011," U.S. Geological Survey, January 21, 2011, <http://minerals.usgs.gov/minerals/pubs/mcs/2011/mcs2011.pdf>.

⁸ "Corporate Profile," Great Plains Manufacturing, Inc., <http://www.greatplainsmfg.com/corporate/corporateinfo/profile.pdf>, (accessed January 31, 2012).

⁹ "Kansas," Trade Supports Jobs Website, U.S. Chamber of Commerce, <http://www.tradesupportsjobs.com/state/kansas>, (accessed January 31, 2012).