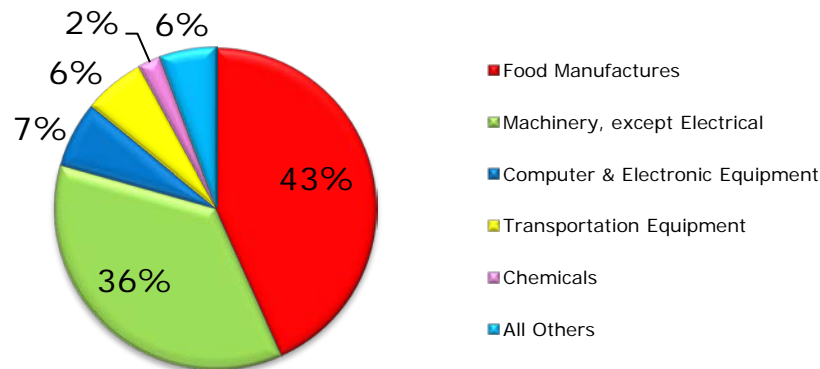


Kansas and the Russian Market

Top Merchandise Exports to Russia

Percent of Total Exports to Russia in 2011



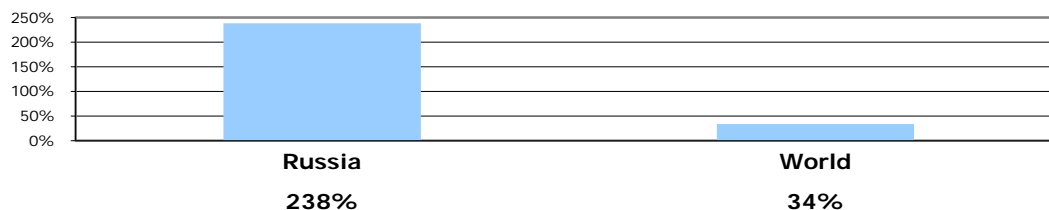
Kansas' top exports to Russia are on the rise

Exports in US\$ Thousands¹

Product	2006	2007	2008	2009	2010	2011	% Change 2006-2011
Total	35,789	64,472	75,609	29,937	69,863	121,029	238%
Food Manufactures	1,751	6,163	19,410	10,096	17,080	37,508	2042%
Machinery, except Electrical	22,904	22,114	44,510	4,291	14,791	40,981	79%
Computer & Electronic Equipment	4,032	4,803	941	2,287	4,084	2,637	-35%
Transportation Equipment	4,533	28,521	8,336	7,983	20,626	26,929	494%
Chemicals	37	48	456	1,283	4,288	6,585	17577%

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

Between 2006-2011, Kansas' exports to Russia grew 238%, while its exports to the world grew only 34%



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 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, 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



Hawker Beechcraft Corporation (HBC), a Wichita, KS based manufacturer of business, special mission, light attack, and trainer aircraft, announced on January 23, 2012 that it had received type certification for its 900XP midsize business jet from the Interstate Aviation Committee (IAC) of the Aviation Registry in Russia. HBC also has operations in Salina, KS and Little Rock, AR.¹⁰

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).

¹⁰ "Hawker 900XP Receives Russian Type Certification," Hawker Beechcraft Corporation Press Release, January 23, 2012, <http://newsroom.hawkerbeechcraft.com/news/hawker-900xp-receives-russian-type-certification/>, (accessed May 25, 2012).