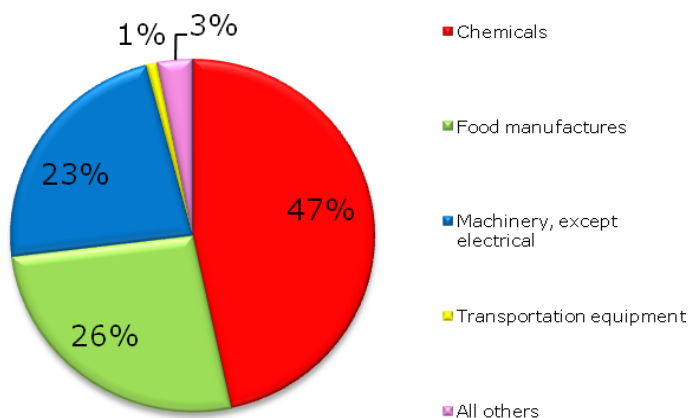


Missouri and the Russian Market

Top Merchandise Exports to Russia

Percent of Total Exports to Russia in Q1 2011¹



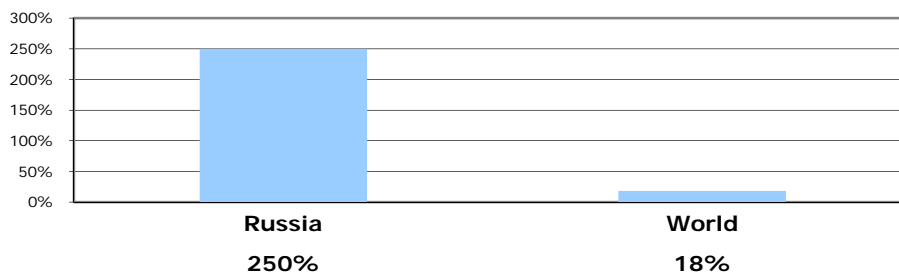
Many of Missouri's top exports to Russia are on the rise

Exports to Russia in \$US Thousands

Product	2007	2008	2009	2010	Q1 2010	Q1 2011	% Change Q1 2010-Q1 2011
Total	59,765	46,404	21,985	51,873	9,757	34,106	250%
Chemicals	198	128	349	7,969	5,959	15,896	167%
Food manufactures	3,685	18,963	8,172	21,859	780	9,029	1,057%
Machinery, except electrical	9,661	16,034	8,726	12,623	1,703	7,784	357%
Transportation equipment	42,999	6,852	1,734	2,010	754	346	-54%
All others	3,222	4,427	3,004	7,411	561	1,051	87%

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

In the first quarter of 2011, Missouri's exports to Russia grew 250% over the same period in 2010, while its exports to the world grew only 18%



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



Chemicals: The Russian market for chemicals is valued at \$32 billion, but domestic producers fulfill only half of the market demand², creating opportunities for U.S. chemical 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 and **will bind tariffs on chemical products along the processing chain at 5.5% and 6.5% upon accession to the WTO.**³



Food manufactures: The Russian market offers opportunities for U.S. firms and farmers seeking to export crops and value-added food products. In acceding to the WTO, **Russia will be obligated to bind its agricultural tariffs⁴ and abide by science-based sanitary and phytosanitary (SPS) standards**, adding more predictability to the trading relationship and opening export opportunities for food producers.



Machinery: Russian companies in multiple sectors depend on high-quality imported machinery. Demand for equipment and parts in Russia generates significant export opportunities for U.S. manufacturers. Under the terms of its WTO accession package, **Russia will cut tariffs on manufactured goods to an average of 8%⁵**, providing U.S. machinery exporters with improved market access.

Success Stories of Missouri Companies Active in the Russian Market



The Boeing Company, which employs nearly 16,000 workers in Missouri⁶, sees a strong market in Russia for passenger and freighter aircraft. Over the next 20 years, Boeing forecasts that Russia and the CIS will require roughly 960 new planes valued at approximately \$90 billion. In the past 5 years, Russian airlines have purchased Boeing aircraft valued at \$11.5 billion at catalog prices, including twenty-two 787s and eight 777s sold to Aeroflot; five 747-8 Freighters sold to Volga-Dnepr; and fifty 737s sold to Russian Technologies.⁷



St. Louis-based **Insituform Technologies** is a provider of technologies and services for rehabilitating sewer, water, energy and mining piping systems.⁸ The company has supplied its state-of-the-art technologies to customers in Russia, including TNK-BP, Russia's third-largest oil company.⁹

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

3M Company
Air Products and Chemicals, Inc.
Archer Daniels Midland Company
Black & Veatch Corporation
Bunge Limited
Cameron International Corporation
Cargill, Inc.
Caterpillar, Inc.
CH2M Hill
Charles S. Lewis and Co. Inc.
Chrysler, LLC

Combined Transport Line
Cummins, Inc.
Dixon Valve and Coupling Company
The Dow Chemical Company
Express Delivery & Logistics Association (XLA)
EZ Dock Inc.
Ford Motor Company
General Motors Company
Hutchens industries Inc.
International Paper Company

Johnson & Johnson
KPMG International
MasterCard
Microsoft Corporation
Pfizer, Inc.
Pix Line
Porter International Inc.
Procter & Gamble Co.
Qualcomm Inc.
SNR Denton
Taggart International Ltd.

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

² *Doing Business in Russia: 2010 Country Commercial Guide for U.S. Companies*, U.S. Commercial Service and U.S. Department of State, 2010.

³ "Results of Bilateral Negotiations on Russia's Accession to the World Trade Organization (WTO): Non-Agricultural Goods Market Access," Office of the U.S. Trade Representative, November 19, 2006.

⁴ "Results of Bilateral Negotiations on Russia's Accession to the World Trade Organization (WTO): Agricultural Goods Market Access," Office of the U.S. Trade Representative, November 19, 2006.

⁵ "Boeing in the States," The Boeing Company, 2010.

⁶ The Boeing Company.

⁷ "Company Information," Insituform Technologies Inc. Website, <http://www.insituform.com/content/137/company-information.aspx>, (accessed February 20, 2011).

⁸ "Company Information," Insituform Technologies Inc. Website, <http://www.insituform.com/content/137/company-information.aspx>, (accessed February 20, 2011).

⁹ "TNK-BP 2006 Contractors from USA," TNK-BP, June 2007.