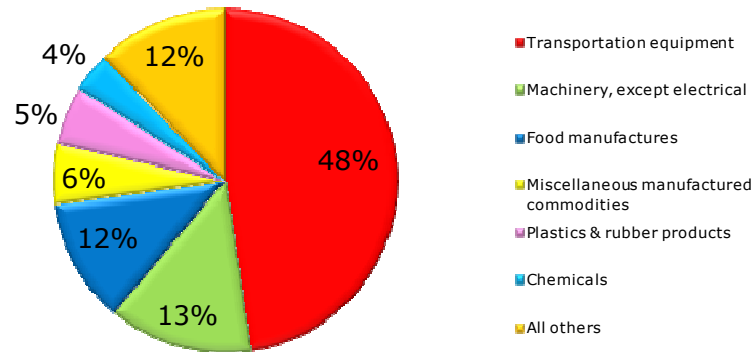


Florida and the Russian Market

Top Merchandise Exports to Russia

Percent of Total Exports to Russia in January-September 2011



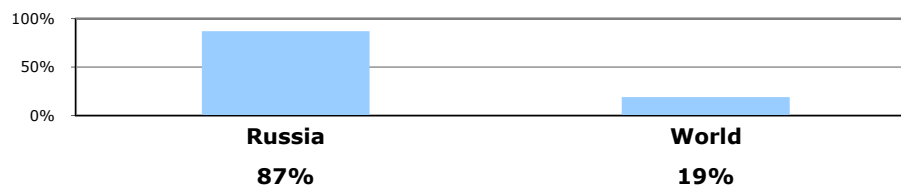
Many of Florida's top exports to Russia are on the rise

Exports to Russia in US\$ Thousands¹

Product	2007	2008	2009	2010	Jan-Sep 2010	Jan-Sep 2011	% Change 2010 YTD-2011 YTD
Total	164,172	258,959	175,655	130,125	90,109	168,447	87%
Transportation equipment	68,206	134,999	108,371	53,125	42,142	80,199	90%
Machinery, except electrical	11,400	12,785	4,522	17,667	8,901	22,852	157%
Food manufactures	39,604	48,332	21,858	5,996	622	19,702	3,066%
Misc. manufactured commodities	19,414	26,110	13,874	17,805	16,106	9,488	-41%
Plastics & rubber products	1,156	2,729	4,754	6,059	3,906	9,183	135%
Chemicals	2,403	3,441	3,562	7,866	5,640	6,271	11%
All others	21,989	30,562	18,713	21,606	12,791	20,751	62%

Florida is one of the top ten exporters to Russia among U.S. states, and its exports to Russia are growing faster than its exports to the world

In January-September 2011, Florida's exports to Russia grew 87% 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.
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Success Stories of Florida Companies Active in the Russian Market



DHL Express USA Inc., which operates a global shipping network from its headquarters in Plantation, Florida, is one of the leading express delivery companies in the Russian market. With more than 25 years of experience in Russia, DHL provides shipping services to customers in more than 600 towns and cities across Russia.²



JBT AeroTech, an Orlando-based manufacturer of ground support equipment for the air transportation sector, exported more than \$12 million worth of aircraft parts, work trucks and vulcanized rubber articles to customers in the Russian market in 2010.³



Russia is the largest market in the world outside the United States for **PepsiCo**, whose **Tropicana** subsidiary is the largest buyer of Florida fruit and juice. Pepsi first introduced its beverages to the Russian market in 1959, and today the company's beverage and snack products can be found in 98% of retail outlets in Russia.⁴



Tecom Group, based in Melbourne, Florida, provides customers in the U.S. and Russia with services such as software and hardware system integration, consulting and implementation. Tecom uses its established position in the Russian market to sell network management software and service assurance solutions of companies such as **NetBoss Technologies, Inc.** of Sebastian, Florida.⁵

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

3M Company	FedEx Corporation
Air Products and Chemicals, Inc.	Galaxy Enterprises
Akerman-Senterfitt & Eidson, PA	General Electric Company
Alcoa, Inc.	General Motors Company
Amsoil, Inc.	Greenberg Traurig, LLP
AQC Group, Inc.	Gribetz International
Astana Used Cards	Hewlett-Packard Company
Baker & McKenzie	Hogan Lovells
BCP Securities LLC	Hughes Network Systems, LLC
Bentley Systems, Incorporated	Intel Corporation
The Black & Decker Corporation	International Paper Company
Black & Veatch Corporation	Johnson & Johnson
Blue Anchor Line	KA Worldwide, Inc.
The Boeing Company	Koppers Inc.
Buchanan, Ingersoll & Rooney PC	Lucky Dog Yacht Sales
Cameron International Corporation	Manheim Export
Caterpillar, Inc.	Marriott International, Inc.
CH2M Hill	Medtronic, Inc.
Citigroup Inc.	Merrill Lynch & Co., Inc.
Closetmaid	Microsoft Corporation
Commercial Choice	Nationwide Equipment Company
Construction Materials International	PricewaterhouseCoopers
Cummins, Inc.	Qualcomm Inc.
Deere & Company	Research in Motion
Deloitte	SNR Denton
Dixon Valve and Coupling Company	Squire, Sanders, & Dempsey LLP
DuPont	United Technologies Corporation
Eastman Kodak Company	The Walt Disney Company
Ernst & Young	White & Case, LLP

² "Key Facts: Russia," DHL International Website, http://www.dhl.ru/en/country_profile/key_facts.html, (access January 26, 2011).

³ "Florida," Trade Supports Jobs Website, U.S. Chamber of Commerce, <http://www.tradesupportsjobs.com/state/florida>, (accessed December 16, 2011).

⁴ "Pepsi in Russia," PepsiCo Inc. Website, <http://www.pepsico.com/Global/Sites/Russia.html>, (accessed October 29, 2009).

⁵ "NetBoss Technologies Announces Strategic Reseller Agreement with Tecom Group," NetBoss Technologies, Inc. Press Release, January 18, 2011.