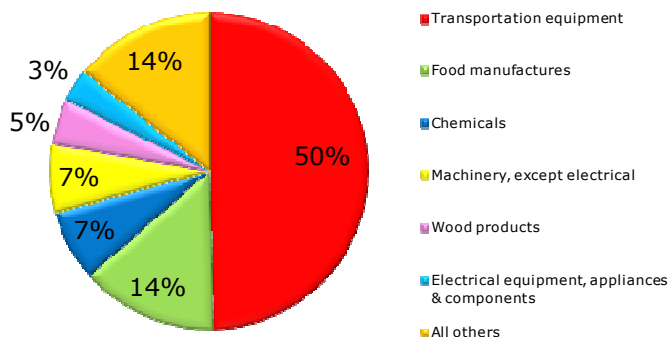


## Georgia and the Russian Market

### Top Merchandise Exports to Russia

Percent of Total Exports to Russia in January-September 2011



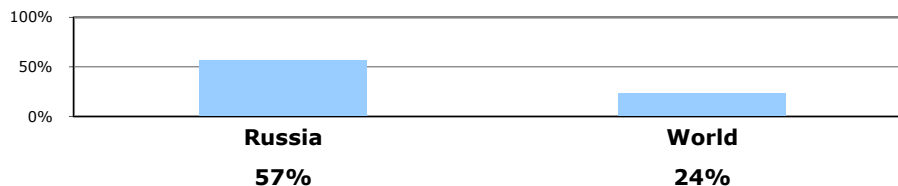
### Georgia's top exports to Russia are on the rise

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

Product	2007	2008	2009	2010	Jan-Sep 2010	Jan-Sep 2011	% Change 2010 YTD-2011 YTD
<b>Total</b>	<b>143,120</b>	<b>269,752</b>	<b>195,932</b>	<b>224,977</b>	<b>173,516</b>	<b>240,814</b>	<b>39%</b>
Transportation equipment	30,717	135,118	98,208	122,223	102,161	119,484	17%
Food manufactures	33,639	51,032	49,740	28,378	12,194	33,522	175%
Chemicals	8,141	8,167	11,528	19,083	14,895	17,569	18%
Machinery, except electrical	16,470	22,320	5,730	9,744	8,119	16,478	103%
Wood products	1,962	9,491	1,103	4,329	2,685	11,137	315%
Electrical equipment, appliances & components	5,293	6,984	292	4,377	3,026	8,253	173%
All others	46,898	36,642	29,331	36,843	30,436	34,372	13%

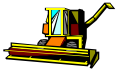
### Georgia's exports to Russia have grown faster than the state's exports to the world

Between 2007 and 2010, Georgia's exports to Russia grew by 57%, while its exports to the world grew by only 24%



<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.  
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## Success Stories of Georgia Companies Active in the Russian Market



**AGCO Corporation**, based in Duluth, Georgia, is the world's third-largest manufacturer of tractors and other farm equipment. Through its 50-50 joint venture with Russia's Concern Tractor Plants (CTP), AGCO supplies engines to industrial and agricultural machinery manufacturing plants throughout Russia.<sup>2</sup> 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.<sup>3</sup>



**The Coca-Cola Company** has a major presence in Russia, holding a 28 percent share in the Russian carbonated soft drink market as of 2008.<sup>4</sup> Russians' per capita annual consumption of Coca-Cola beverages rose from 12 servings in 1999 to 59 servings in 2009.<sup>5</sup>



Russia is a growing market for Georgia nut exporters like **Golden Peanut Company LLC** of Alpharetta and **Tifton Quality Peanut Company** of Tifton, which respectively exported \$5 million and \$1.6 million worth of peanuts to customers in Russia in 2010.



In 2010, **Husqvarna Outdoor Products, Inc.**, the world's largest producer of outdoor power products<sup>6</sup>, exported more than \$720,000 worth of lawnmowers to Russia from its facility in Augusta, Georgia.<sup>7</sup>



**TUG Technologies Corporation**, a Kennesaw, Georgia-based manufacturer of ground support equipment for airports, exported more than \$1.3 million worth of tires and tractors to customers in Russia's aviation industry in 2010.<sup>8</sup>

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

3M Company  
ACE Group of Insurance Companies  
Air Products and Chemicals, Inc.  
Alcoa, Inc.  
Archer Daniels Midland Company  
Bentley Systems, Incorporated  
BF International, Inc.  
The Black & Decker Corporation  
Black & Veatch Corporation  
The Boeing Company  
Cameron International Corporation  
Case New Holland  
Capital Group Companies  
Caterpillar, Inc.  
Cisco Systems, Inc.  
Club Car, Inc.  
Cummins, Inc.  
Damco  
Deere & Company  
Deloitte  
Delta Air Lines, Inc.  
Dixon Valve and Coupling Company  
The Dow Chemical Company  
Dozier Crane and Machinery  
Ernst & Young  
Flomin, Inc.  
Ford Motor Company  
General Motors Company

Georgia-Pacific  
Google, Inc.  
Grove Services, Inc.  
Guardian Industries Corporation  
Gulfstream Aerospace Corporation  
Hitachi Koki USA Ltd.  
Honda  
Intel Corporation  
International Paper Company  
Johnson & Johnson  
KPMG International  
Lane Limited  
Mars, Inc.  
MasterCard  
Microsoft Corporation  
Motorola, Inc.  
NetJets Inc.  
PricewaterhouseCoopers  
Procter & Gamble Co.  
Solex Auto, Inc.  
Textron Inc.  
Travelport, Inc.  
TRW Automotive Inc.  
United Parcel Service Inc. (UPS)  
United Technologies Corporation  
USA Poultry & Egg Export Council (USAPEEC)  
W.D. Laramore Manufacturing, Inc.  
West Motorcycle

<sup>2</sup> "AGCO Corporation and Concern Tractor Plants Form Engine Joint Venture in Russia," AGCO Corporation Press Release, October 9, 2008.

<sup>3</sup> "Agco Sees Acquisition Lifting 2012 Profit," Reuters, December 16, 2011.

<sup>4</sup> Betsy McKay, "Coke Bets on Russia for Sales Even as Economy Falls Flat," *Wall Street Journal*, January 28, 2009.

<sup>5</sup> "Eurasia & Africa Operating Group: 2009 At-a-Glance," The Coca-Cola Company, 2009.

<sup>6</sup> Husqvarna Corporate Website, <http://corporate.husqvarna.com/?p=corp>, (accessed January 5, 2012).

<sup>7</sup> "Georgia," Trade Supports Jobs Website, U.S. Chamber of Commerce, <http://www.tradesupportsjobs.com/state/georgia>, (accessed January 5, 2012).

<sup>8</sup> "Georgia," Trade Supports Jobs Website, U.S. Chamber of Commerce, <http://www.tradesupportsjobs.com/state/georgia>, (accessed January 5, 2012).