The Georgia Department of Economic Development (GDEcD) is pleased to add LINK to its list of export promotion services. LINK, a list of Georgia-based Export Trading Companies (ETC) and Export Management Companies (EMC), provides an additional resource for small businesses wishing to engage in exporting. It identifies companies experienced in handling export sales on behalf of other companies.

Data from each company is listed as it was received on the application form. Georgia companies are strongly encouraged to follow normal business precautions before engaging these services, as information in this document is self-reported and provided without prejudice or guarantee. Neither the Georgia Department of Economic Development nor the Small Business Administration endorses these companies. Transactions made as a result of this document are sole responsibility of the involved parties. In order for GDEcD to track the results of this service, please let us know of resulting export successes by calling 404-962-4841.
Acorn is an ETC marketing Food and HBC products with global exposure in 50+ countries. Acorn takes title to the goods and eliminates any foreign risk for the US manufacturer.

Export Capabilities & Experience
- 100% of sales exported
- Since 1995 has provided ETC/EMC services
- Between 2010 and 2012
  - Countries exported to include: Greece, Turkey, France, United Kingdom, Australia, Japan, Israel, South America
  - Served 2 US firms
  - Products or product lines represented: Oral care category, but have been a food manufacturer in the past and have heavily exported food worldwide
- Major industries that use these products: Wholesale and retail
- Specialty services: From receipt of goods at the factory to the foreign final destination; all phases of export
- Foreign language capabilities: French, Italian, Greek, Turkish (fluent), Spanish (some)
- Certifications: None, but US Department of Commerce recognitions: Export Achievement Certificate, North Georgia District Export Council Member

ARI Global Services, LLC
2851 Wilkes Court
Macon, GA 31217
478-719-5583
mooreira2@aol.com
Established: 2012
Georgia Employees: 1

We sell Dell computer hardware products, workstations, laptops, servers, computer software products, hardware support, software support, protection services.

Export Capabilities & Experience
- 50% of sales exported
- Provided ETC/EMC services - n/a
- Between 2010 and 2012
  - Countries exported to include: n/a
  - Served US firms: n/a
  - Products or product lines represented: Dell - desktops, laptops, storage and servers, software, printers
- Major industries that use these products: Distribution, manufacturing, education, energy, mining
- Specialty services: n/a
- Foreign language capabilities: n/a
- Certifications: None
BJG Trading Corporation is an Export Management Company, located in Woodstock, Georgia USA distributing chemical products for the water treatment, food additive and cosmetics industries in foreign markets.

Export Capabilities & Experience
- 70% of sales exported
- Since 2005 has provided ETC/EMC services
- Between 2010 and 2012
  - Countries exported to include: Bahamas, Aruba, Trinidad, St. Lucia, Hong Kong
  - Served 13 US firms
  - Products or product lines represented: Swimming pool chemicals, chemical raw materials
- Major industries that use these products: Swimming pool, water treatment, cosmetics, cleaning formulators
- Specialty services: Sales/Marketing
- Foreign language capabilities: English, Spanish
- Certifications: None

Dolphin Shipping and Trading, Inc.
455 Bridges Road Jason Barringer, Export Manager
P.O. Box 640 jasonb@dolphinshipping-trading.com
McDonough, GA 30253 Established: 1990
770-957-5534 Georgia Employees: 6
www.dolphinshipping-trading.com

Dolphin is an export trading company focusing on agricultural commodities including forest products. Our relationships with foreign buyers and US suppliers are open, and we have long standing partnerships with overseas buyers.

Export Capabilities & Experience
- 100% of sales exported
- Since 1990 has provided ETC/EMC services
- Between 2010 and 2012
  - Countries exported to include: United Arab Emirates, Jordan, Saudi Arabia, Egypt, India, Libya, Hong Kong, Angola, Liberia, Chile, England
  - Served 15+ US firms
  - Products or product lines represented: Apples, pears, citrus, eggs, onions, grapes, lumber, hardwood flooring
- Major industries that use these products: Wholesalers
- Specialty services: We provide all necessary steps to move a product to a foreign market. This includes sale negotiation, warehousing, inland and ocean freight, documentation, and collection of money from final sale.
- Foreign language capabilities: n/a
- Certifications: None
Global Equipment Exporters
5002 Niagara Drive
Acworth, GA  30102
770-966-9056
www.globalequipmentexporters.com
Georgia Employees: 2

We can ship FCL, LCL, RO/RO, flat rack, and single carton shipments. We specialize in heavy equipment, forestry equipment, and arborist equipment.

Export Capabilities & Experience
- 40% of sales exported
- Since 2008 has provided ETC/EMC services
- Between 2010 and 2012
  - Countries exported to include: United Kingdom, Australia, New Zealand, South Africa, Germany, Paraguay, Canada, Dubai
  - Served 20 US firms
  - Products or product lines represented: Heavy construction equipment, forestry equipment, arborist equipment and parts
- Major industries that use these products: Construction, forestry and arborist
- Specialty services: Ocean/Inland/Air Transportation, Container/Break Bulk, Crating, Dismantling, Insurance
- Foreign language capabilities: n/a
- Certifications: CE Marking (limited)

Rise Worldwide LLC
3077 Brookwood Oak Lane SW
Lilburn, GA 30047
404-966-4280
www.riseworldwidellc.com
Georgia Employees: 1

Very well networked with large importers and distributors in India with nationwide distribution, as we know culture and languages in India, we leverage the best in the US with the best in India.

Export Capabilities & Experience
- 100% of sales exported
- Between 2010 and 2012
  - Countries exported to include: India
  - Served 3 US firms
  - Products or product lines represented: Baked chips, peanut butter, cookies, pasta sauces
- Major industries that use these products: Mom and pop stores, supermarket chains
- Specialty services: Market penetration- depth and width, product rotation and hygiene, product placement
- Foreign language capabilities: Hindi, Marathi, Kannada, Gujarati
- Certifications: None
Jealco International, Inc. (West)

435 Jones Drive
Roswell, GA  30075
770-998-2124
Established: 1950
sales@jealco.com
 Georgian Employees: 3

Jealco provides services to clients who want to export their goods and services, but need help navigating the regulatory, logistical, financial, and political issues involved in the export business.

Export Capabilities & Experience

- 99% of sales exported
- Since 1962 has provided ETC/EMC services
- Between 2010 and 2012
  - Countries exported to include: Argentina, Australia, Bahrain, Belize, Brazil, Canada, Chile, China, Colombia, Costa Rica, Dominican Republic, Ecuador, Egypt, El Salvador, Germany, Guatemala, Honduras, Hong Kong, Ireland, Israel, Jamaica, Japan, Mauritius, Mexico, Nicaragua, Panama, Peru, Philippines, Qatar, Singapore, South Korea, Spain, Taiwan, United Arab Emirates, Venezuela
  - Served 5 US firms
  - Products or product lines represented: Industrial products and material handling products such as motors, gearboxes, conveyors, conveyor belting, agricultural buckets and bearings
- Major industries that use these products: Food/beverage, distribution, warehousing, manufacturing
- Specialty services: Ocean/Inland/Air Transportation
- Foreign language capabilities: English, Spanish
- Certifications: None

Wembly International, Inc.

4451 Country Club Drive
Statesboro, GA  30458
609-275-9757
Established: 1995
Gilles Puchon, President
gilles.puchon@wemblyinternational.com
 Georgian Employees: 3

A boutique export trading company providing full services for exporting frozen meats, vegetables, groceries, dairy products, in retail and food service format.

Export Capabilities & Experience

- 100% of sales exported
- Since 1995 has provided ETC/EMC services
- Between 2010 and 2012
  - Countries exported to include: South Pacific and Europe
  - Served 50 US firms
  - Products or product lines represented: Commodity poultry, processed poultry, bacon, margarine, ice cream, seafood, processed seafood, sausages, deli meats, pastry, game meats, cheese, processed whipped cream, ravioli, juice
- Major industries that use these products: Supermarkets, restaurants, hotels, school and airline catering
- Specialty services: Full service
- Foreign language capabilities: French, Spanish
- Certifications: None
Palmetto Food Service, LLC
4360 Chamblee Dunwoody Rd. Suite 112
Atlanta, GA 30341
770-850-6940
chris@palmettofoodservice.com
Chris Hoben, Director
Established: 2007
Georgia Employees: 12

We are a consolidator and exporter of US origin food products. Our in-house team of marketing, logistics and documentation experts makes exporting a smooth and efficient process.

Export Capabilities & Experience
- 95% of sales exported
- Since 1982 (with other companies) has provided ETC/EMC services
- Between 2010 and 2012
  - Countries exported to include: All of Asia & most of the Middle East. Nothing in Central or South America yet.
  - Served 100+ US firms
  - Products or product lines represented: Frozen, chilled and dry food stuffs, including but not limited to: meat, poultry, seafood, dairy products, processed items, desserts, game meats
- Major industries that use these products: Food service distributors, hotels, restaurants, supermarkets
- Specialty services: We can arrange all transportation from door to port. Our specialty is mixed shipments of food items for distributors in export markets.
- Foreign language capabilities: Chinese, Spanish
- Certifications: None

Perdue Partners
3110 Maple Drive NE Suite 100
GA 30305
404-228-0061
Heidi@perduepartners.com
Heidi Green, Managing Partner
Established: 2011
Georgia Employees: 1
www.perduepartners.com

Perdue Partners is a global trading company with relationships around the world. Whether we are sourcing locally grown products or finished consumer goods, we are dedicated to quality.

Export Capabilities & Experience
- 25% of sales exported
- Between 2011 and 2012
  - Countries exported to include: China, Sweden, Korea
  - Served 4 US firms
  - Products or product lines represented: Agriculture, services, consumer products
- Major industries that use these products: Food processors, transportation companies, alternative energy companies
- Specialty services: Medical device regulatory support and registration,
- Foreign language capabilities: None
- Certifications: None
We provide Latin America distribution and localization services for medical device manufacturers. We manage distributor networks as your regional general manager.

**Export Capabilities & Experience**
- 82% of sales exporters
- Between 2011 and 2012
  - Countries exported to include: Latin America and Caribbean
  - Served over 50 US firms
  - Products or product lines represented: Medical devices, cardiology, orthopedics, wound management, diagnostics
- Major industries that use these products: Medical and healthcare
- Specialty services: medical device regulatory support and registration, COFEPRIS, Anvisa, Anmat, FDA, ISO
- Foreign language capabilities: Spanish, French, German, Catalan
- Certifications: State of Florida Pharmaceutical Distributor License for our Florida warehouse at Ace Sales Corp

Applied Economics provides transfer pricing planning and compliance services to multinational import/export companies. Our services include intercompany transaction analyses under §482 of the Internal Revenue Code and the OECD.

**Export Capabilities & Experience**
- Percentage sales exported – n/a
- Since 1997 has provided ETC/EMC services
  - Served hundreds of US firms
  - Products or product lines represented: tangible goods (machinery and equipment parts and components, financial services products, medical equipment, etc.), intangible goods (trademarks, patents & know-how), shared services (back office support, distribution and wholesaling).
- Major industries that use these products: all companies engaged in cross-border transactions require “contemporaneous” documentation supporting their transfer pricing policies
- Specialty services: transfer pricing planning and compliance related services, including establishing appropriate intercompany rates, benchmarking, implementation of royalty structures, and preparing the supporting documentation.
- Foreign language capabilities: Spanish
- Certifications: American Society of Appraisers (ASA)