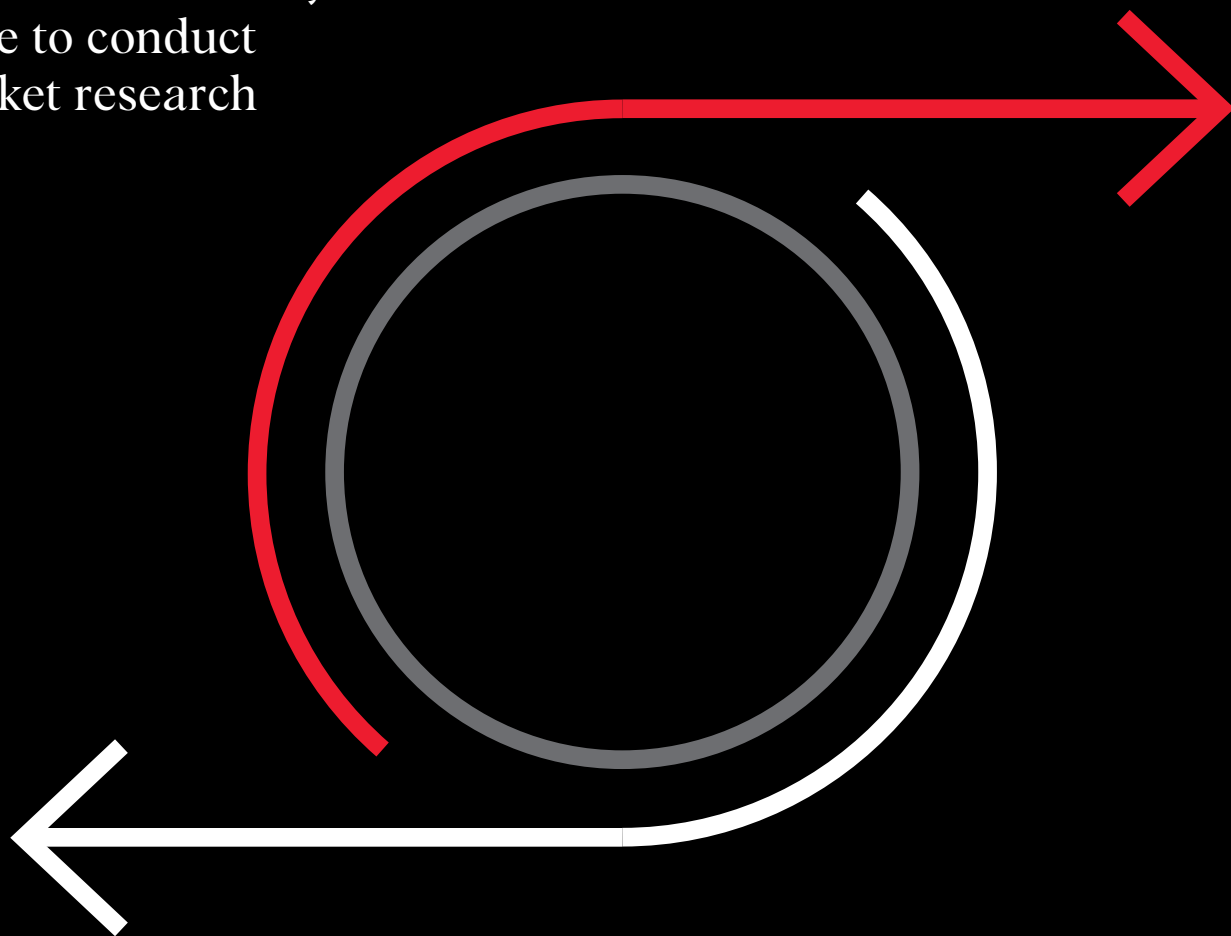


Global Trade Analytics Suite for Trade Finance

See how you could
use our market leading
Global Trade Analytics
Suite to conduct
market research



Assess the big picture – What Commodities and Trade Flows represent the biggest opportunities?

As a U.S. based Trade Finance firm, identifying the key high value commodities being traded from the U.S. is the first step to finding new customers. Use the Global Trade Atlas data query tool to find markets of interest.

For U.S. imports the top commodities are:

Rank	Product	Description	2018	2019	↓2020
	Total	Total	2,537,729,327,554	2,497,531,484,105	2,336,579,144,722
1	84	Nuclear Reactors, Boilers, Machinery And Mechanical Appliances; Parts	377,101,401,312	370,896,178,896	353,610,788,085
2	85	Electrical Medenery And Equipment And Parts Thereof; Sound Recorders	309,806,009,733	346,071,862,259	336,950,932,109
3	87	Vehicles, Other Than Railway Or Tramway Rolling Stock, And Parts And	300,084,160,008	305,071,627,876	250,219,493,186
4	30	Pharmaceuical Products	114,879,022,112	127,537,599,621	138,822,471,600
5	27	Mineral Fuels. Mineral Oils And Products Of Their Distillation; Bituminous	232,952,712,912	201,045,123,637	122,210,444,557

Easily drill down into these commodities to determine products of interest:

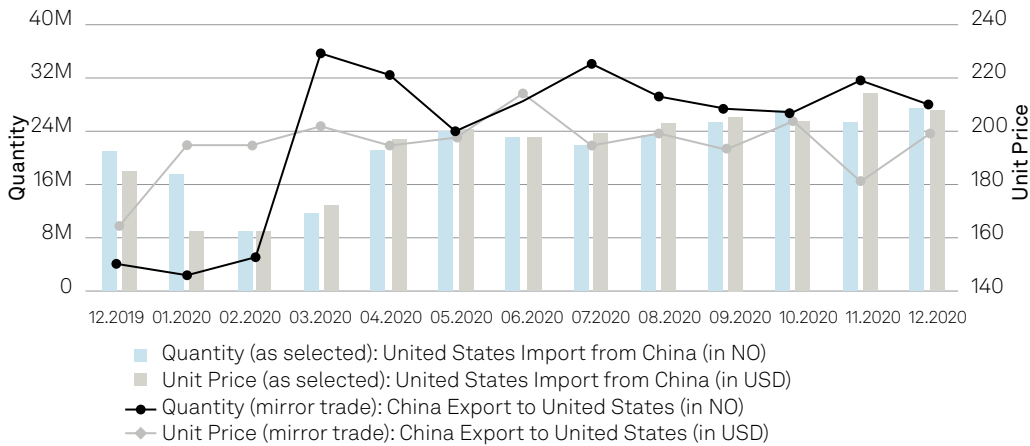
			United States Dollars		
Rank	Product	Description	2018	2019	↓2020
	84	Nuclear Reactors, Boilers, Machinery And Mechanical Appliances; Parts	377,101,401,312	370,896,178,896	353,610,788,085
1	8471	Automatic Data Processing Machines And Units Thereof; Magnetic Or	92,269,020,918	90,118,757,105	103,654,182,828
2	8473	Parts And Accessories Nesoi For Typewriters And Other Office Machines Of	27,744,789,499	19,095,947,087	23,378,876,682
3	8411	Turbojets, Turbopropellers And Other Gas Turbines, And Parts Thereof	25,806,200,967	30,499,091,447	19,590,205,934
4	8481	Taps Cocks, Valves And Similar Appliances For Pipes, Boiler Shells ,Tanks, Vats	16,194,434,072	15,154,655,183	12,859,181,272
5	8443	Printing Machinery (Including Ink-Jet Printing Machines, Except Those Of	16,376,603,895	15,466,363,374	12,507,220,031

Identify the trade partners involved in these imports:

		United States Dollars		
Rank	Trade Partner	2018	2019	↓2020
	World	92,269,020,918	90,118,757,105	103,654,182,828
1	China	51,389,368,022	44,793,343,992	52,937,367,604
2	Mexico	26,341,377,254	27,222,420,088	26,372,672,548
3	Taiwan	2,881,532,218	6,036,264,817	8,716,376,221
4	Thailand	4,554,768,569	4,432,776,608	6,010,170,063
5	Vietnam	836,452,917	1,281,410,608	2,087,799,338

Evaluate the market and its associated volatility

A stable or increasing unit price presents an opportunity. Use our Unit Price Monitor to assess price volatility:



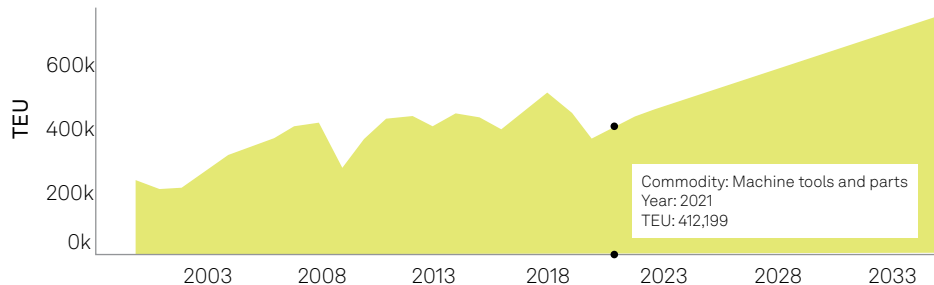
8471 Automatic Data Processing Machines And Units Thereof; Magnetic Or Optical Readers, Machines For Transcribing And Processing Coded Data, Nesoi

Unit Price Monitoring

United States Import from China (8471)

USD/NO	Current	Current	Δ %
Month	209.79	150.05	39.81 %
Quarter	211.44	164.51	28.53 %
Year Average	203.09	167.82	21.02 %

Our trade forecast can help to identify key markets for investment by showing those with predicted high growth rates. Growth in machine parts is expected to remain positive after fluctuations in recent years.



Identify new customers on a company level

Browse Bill of Lading Information to identify shipments of commodities:

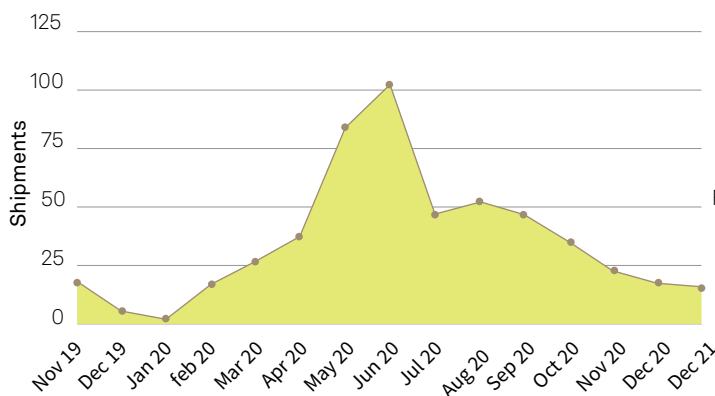
Vessel Date	Bill Number	AMS Commodities	Shipper	Consignee
12/6/2019	AMAWA1911280926	COMPUTER CASE	ABLECOM TECHNOLOGY	SUPER MICRO COMPUTER
12/6/2019	CHSLSHA19110042	COMPUTER AND PARTSADSL ROUTER	SHENZHEN GONGJIN EL...	ASUS COMPUTER INTER...
12/6/2019	CHSLSHA19110041	MOTHERBOARD; COMPUTER AND PARTSADSL ROUTER; COMPU...	INFO TEK ELECTRONIC	ASUS COMPUTER INTER...
12/6/2019	AMAWA1911391633	DISK ARRAYSATA DATA LINE	BEIJING MICRO AURORA...	HIGHPOINT TECHNOLO..
12/6/2019	SDMRSZSE19110136	AMBIR667PS667 SCANNER DP667DA SCANNER SCANSHELL 80...	SHENZHEN ZHONGYAN ...	AMBIR TECHNOLOGY

Looking at U.S. import activity we can identify the top companies importing HS 8471 from China to the U.S..

These are potential customers to approach:

U.S. Company Name	Import Shipments	Export Shipments	Total TEUs	Total Estimated Value	Metric Tons	Annual Sales
HP INC	3,338	N/A	5,706.8	1,486,716,488	27,678.024	\$675,686
DELL PRODUCTS	523	N/A	947	402,543,058	3,932.906	\$5,271,727
LITE ON TRADING USA	469	N/A	817.18	93,910,122	4,263.843	\$9,456,449
THERMALTAKE USA	455	N/A	890.25	246,992,978	3,838.125	\$8,984,578
ASUS COMPUTER INTERNATIONAL	429	N/A	801.89	283,654,607	3,521.867	\$174.287,171

Our Company Profiles module, with over 400,000 companies linked to Dun & Bradstreet data, gives easy insight into company activity. HP INC's company profile highlights their import activity over the last 15 months. They may be a key target prospect.



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Address	NASHVILLE, TN 37217
Phone	6153509088
Website	www.delk.us
Established	2001
Employees	15
Financial partners	Not Available
DUNS Number	014089416
SIC codes	5199
Annual sales	\$5,271,727
Executives	President Don Barnes

Import	
Estimated Value	5402.543,058
Metric Tons	3,933
TEUs	947
Shipments	523
Trade Volume	100%

Use DUNS numbers to easily search for the company in your internal Customer Relationship Management.

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