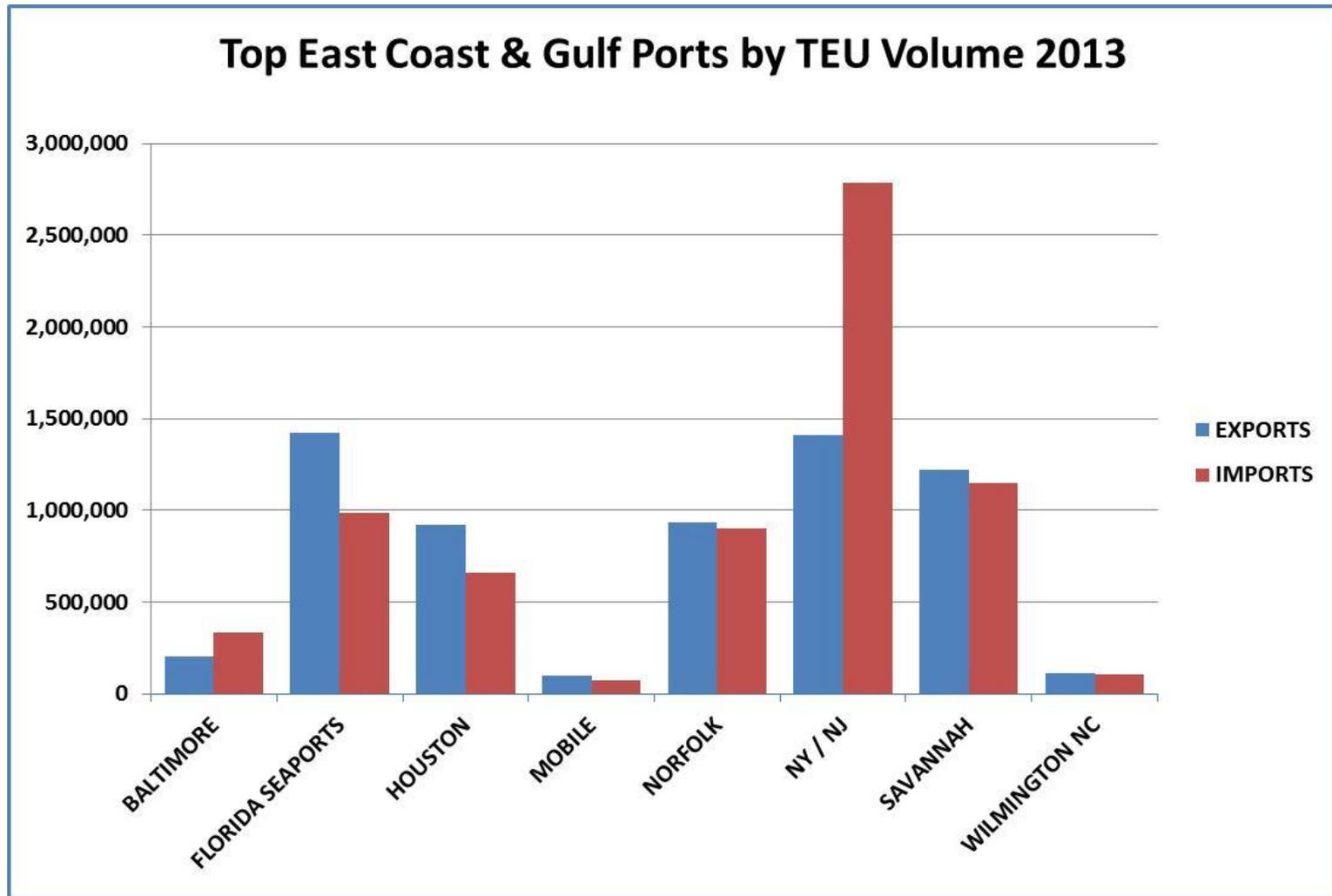




FLORIDA SEAPORTS MARKET TRENDS: EXTRACTING INTELLIGENCE FROM TRADE DATA

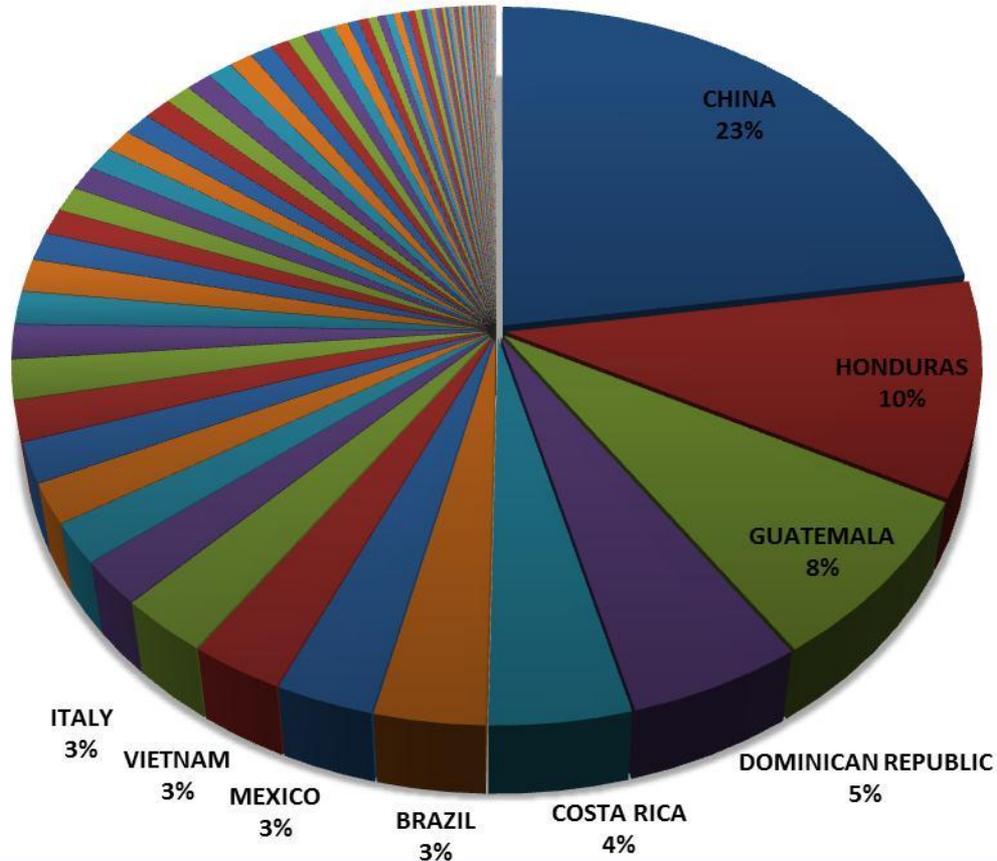
PRESENTED BY:
ALJET MARTINEZ, DIRECTOR OF CLIENT DEVELOPMENT
PIERS / THE JOC GROUP INC.

FLORIDA SEAPORTS VS EAST AND GULF COAST PORTS

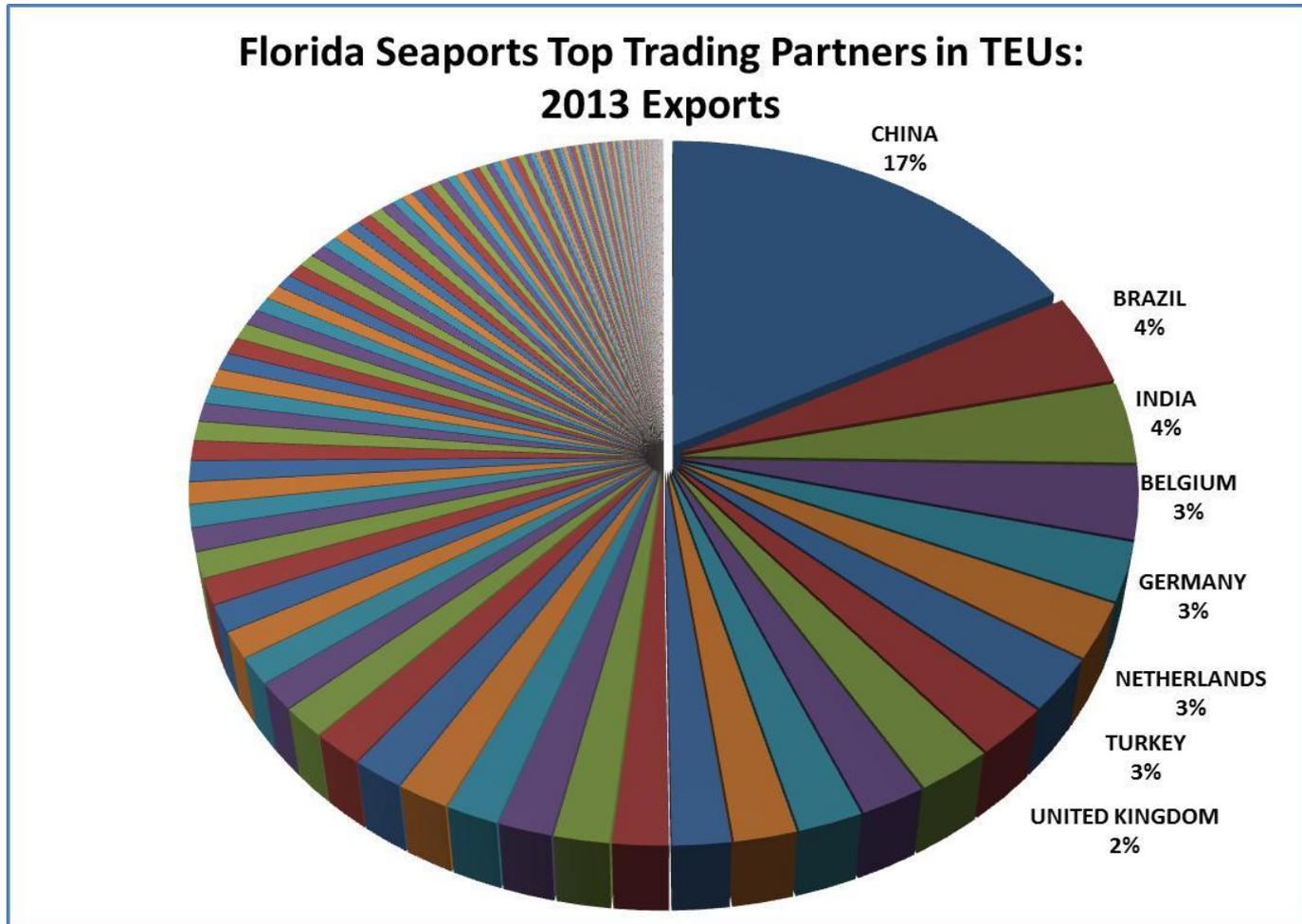


FLORIDA SEAPORTS TOP TRADING PARTNERS

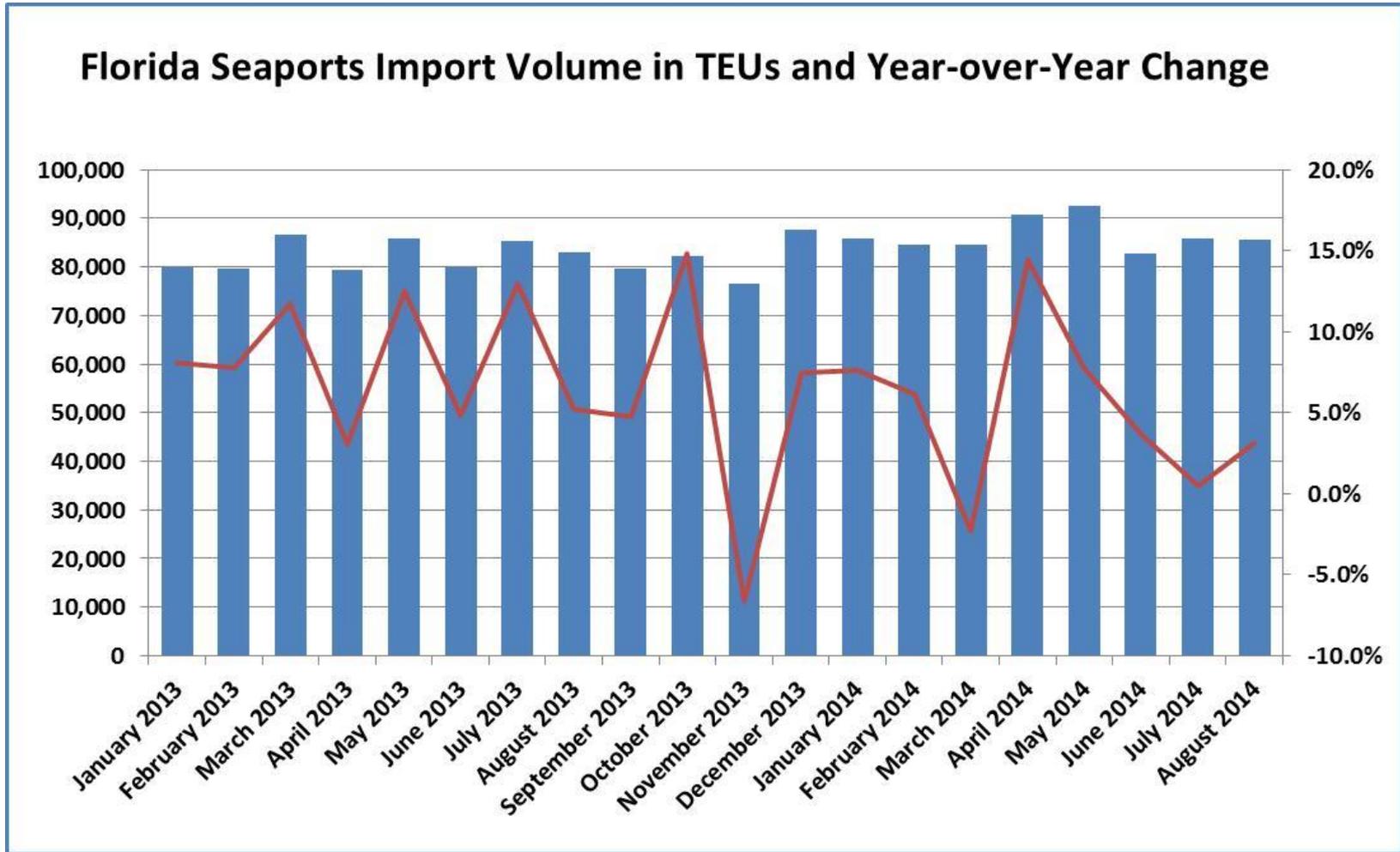
Florida Seaports Top Trading Partners in TEUs:
2013 Imports



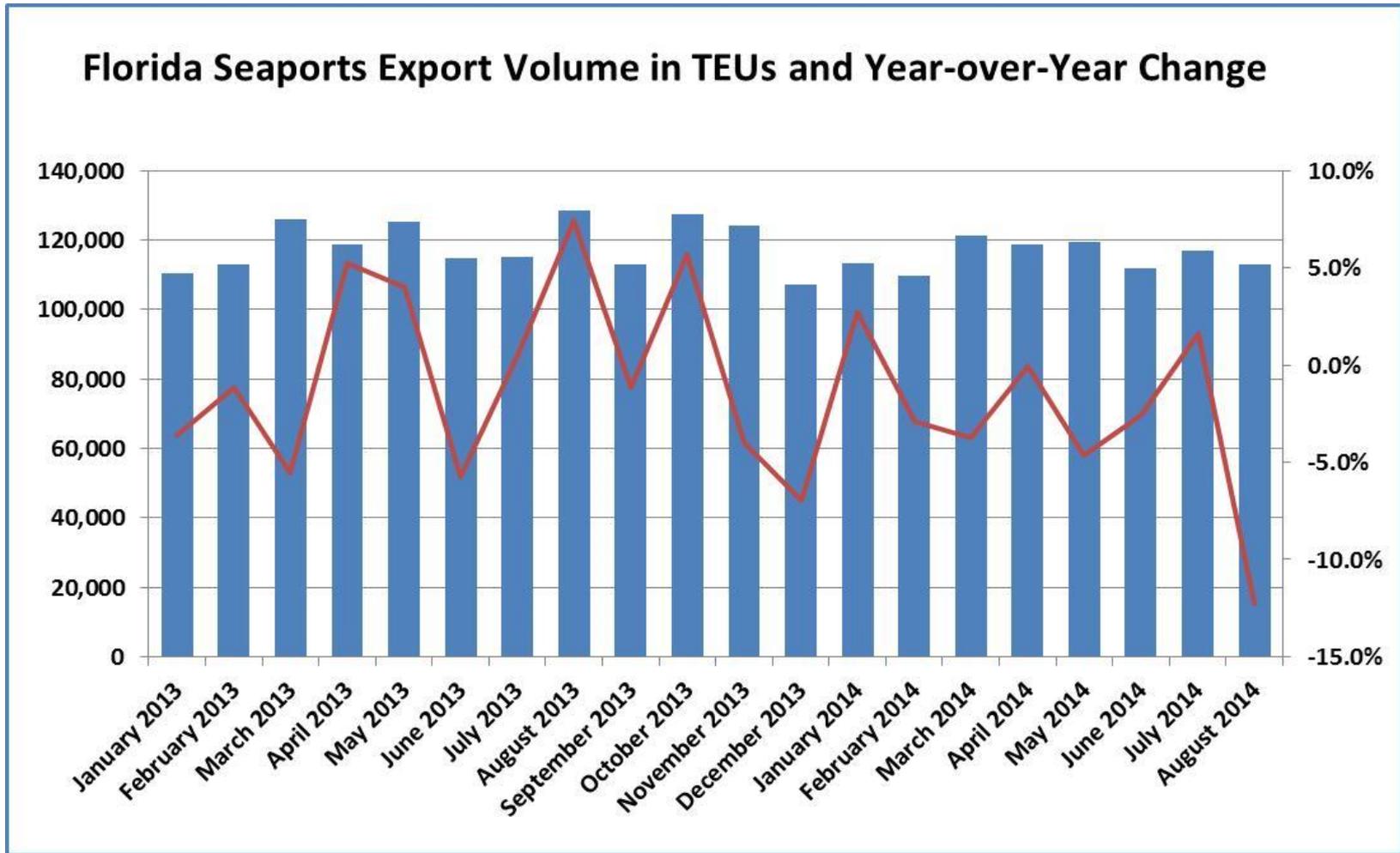
FLORIDA SEAPORTS TOP TRADING PARTNERS



FLORIDA SEAPORTS VOLUME TREND IN TEUS



FLORIDA SEAPORTS VOLUME TREND IN TEUS



FLORIDA SEAPORTS: TOP COMMODITIES JANUARY – AUGUST 2014 IN TEUs

Imports		Exports	
FRUITS & NUTS, PEEL OF CITRUS/MELONS	69,527	MOTOR VEHICLES AND AUTO PARTS	64,368
FURNITURE	60,878	MISC. EDIBLE PREPARATIONS	59,330
APPAREL & CLOTHING ACCESSORIES-NOT KNITTED OR CROCHETED	50,434	MACHINERY & MECHANICAL APPLIANCES	54,786
BEVERAGES, SPIRITS & VINEGAR	34,568	PULP OF WOOD, WASTE & SCRAP OF PAPER	53,059
MACHINERY & MECHANICAL APPLIANCES	25,787	PAPER & PAPERBOARD, ARTICLES OF PAPER PULP	43,474
WOOD & ARTICLES OF WOOD	25,128	PLASTICS	34,366
PLASTICS	22,538	ELECTRICAL MACHINERY & EQUIP. & PARTS	28,015
PAPER & PAPERBOARD, ARTICLES OF PAPER PULP	20,865	ARTICLES OF IRON OR STEEL	23,638
VEGETABLES	20,686	COTTON, INC. YARNS & WOVEN FABRICS	22,756

PIERS / THE JOURNAL OF COMMERCE HISTORY



In 1827, *The Journal of Commerce* paved the way in trade intelligence by gathering and listing goods on arriving vessels...

PIERS continued this ground breaking tradition in the 1970s as the JOC's, first venture in electronic information services.

Today PIERS has moved away from offering traditional trade data and now focuses on helping our strategic customers unlock the value within our data to deliver true **TRADE INTELLIGENCE**.

DATA VS. INTELLIGENCE

A spreadsheet with 50,000 rows may provide a lot of valuable insights, but offers no actionable intelligence.



	A	B	C	D		H	I	J
1	QUARTER	YRA	COUNTRY	US PORT		CARGO TYPE	TEUS	MTONS
2	2012 Q1	2012	VENEZUELA	HOUSTON	1001	CARGILL	BULK	47,250.1
3	2012 Q1	2012	TAIWAN	LONG BEACH	1005	TRANS COASTAL	CONTAINERIZED	4,601.3
4	2012 Q1	2012	TAIWAN	LONG BEACH	1201	CARGILL INC	CONTAINERIZED	2,172.8
5	2012 Q1	2012	S KOREA	LONG BEACH	1005	LD COMMODITIES GRAINS M	BULK	72,530.2
6	2012 Q1	2012	S KOREA	LONG BEACH	1005	LD COMMODITIES GRAINS M	BULK	76,126.9
7	2012 Q1	2012	JAPAN	LONG BEACH	1207	ARCHER DANIELS MIDLAND COMP	CONTAINERIZED	20.7
8	2012 Q1	2012	JAPAN	LONG BEACH	1207	ARCHER DANIELS MIDLAND COMP	CONTAINERIZED	21.2
9	2012 Q1	2012	CHINA	LONG BEACH	1201	ZENNON GRAIN	NA	55,000.1
10	2012 Q1	2012	CHINA	LONG BEACH	1201	ADM GRAIN	NA	56,079.0
11	2012 Q1	2012	CHINA	LONG BEACH	1201	ADM GRAIN	NA	85,471.3
12	2012 Q1	2012	INDONESIA	LONG BEACH	1001	CARGILL INC	CONTAINERIZED	1 20.4
13	2012 Q2	2012	TAIWAN	LONG BEACH	1005	GAVILON LLC	CONTAINERIZED	208 4,426.2
14	2012 Q2	2012	TAIWAN	LONG BEACH	1005	HONOR GRAIN USA INC	CONTAINERIZED	224 4,839.6
15	2012 Q2	2012	S KOREA	LONG BEACH	1001	CARGILL INC	CONTAINERIZED	NA 114,288.1
16	2012 Q2	2012	JAPAN	LONG BEACH	1001	JACKAY SEED CO INC	CONTAINERIZED	1 19.0
17	2012 Q2	2012	JAPAN	LONG BEACH	1001	JACKAY SEED CO INC	CONTAINERIZED	1 19.0
18	2012 Q2	2012	HONG KONG	LONG BEACH	1001	ARCHER DANIELS MIDLAND COMPANY	CONTAINERIZED	2 20.2
19	2012 Q2	2012	LOUISIANA	LONG BEACH	1201	ADM GRAIN CORP	NA	55,000.1
20	2012 Q2	2012	LOUISIANA	LONG BEACH	1201	ADM GRAIN CORP	NA	55,000.1
21	2012 Q2	2012	INDONESIA	LONG BEACH	1201	ADM GRAIN CORP	CONTAINERIZED	0 0.5
22	2012 Q2	2012	INDONESIA	LONG BEACH	1201	ADM GRAIN CORP	CONTAINERIZED	1 21.0
23	2012 Q3	2012	VENEZUELA	LONG BEACH	1201	ADM GRAIN CORP	NA	56,955.1
24	2012 Q3	2012	TAIWAN	LONG BEACH	1005	GAVILON LLC	CONTAINERIZED	224 4,756.8
25	2012 Q3	2012	TAIWAN	LONG BEACH	1005	DELO	CONTAINERIZED	96 2,160.5
26	2012 Q3	2012	TAIWAN	LONG BEACH	1001	CALGRAIN	CONTAINERIZED	100 2,161.8
27	2012 Q3	2012	S KOREA	LONG BEACH	1005	CARGILL INC	NA	72,342.4
28	2012 Q3	2012	JAPAN	LONG BEACH	1003	CHS INC	NA	20,651.0
29	2012 Q3	2012	INDONESIA	LONG BEACH	1201	SCOLAR COMPAN	CONTAINERIZED	1 20.9
30	2012 Q4	2012	VENEZUELA	LONG BEACH	1005	AGRITRADE	NA	45,499.6
31	2012 Q4	2012	TAIWAN	LONG BEACH	1005	HONOR GRAIN USA INC	CONTAINERIZED	205 4,442.2
32	2012 Q4	2012	TAIWAN	LONG BEACH	1201	CTS LOGISTICS	CONTAINERIZED	360 4,689.5
33	2012 Q4	2012	TAIWAN	LONG BEACH	1201	ARCHER DANIELS MIDLAND	CONTAINERIZED	269 4,781.8
34	2012 Q4	2012	S KOREA	LONG BEACH	1201	ZEN NOH GRAIN CORP	BULK	107,599.8
35	2012 Q4	2012	S KOREA	LONG BEACH	1201	ZEN NOH GRAIN CORP	BULK	108,392.7
36	2012 Q4	2012	JAPAN	LONG BEACH	1201	CTS LOGISTICS	CONTAINERIZED	2 20.0
37	2012 Q2	2012	JAPAN	TACOMA	1201	CTS LOGISTICS	CONTAINERIZED	5 105.6
38	2012 Q4	2012	JAPAN	LONG BEACH	1201	CTS LOGISTICS	CONTAINERIZED	2 20.0
39	2012 Q1	2012	VENEZUELA	HOUSTON	1001	CARGILL	BULK	47,250.1

DATA VS. INTELLIGENCE

Our goal is to optimize the data to turn those insights...
Into “actionable intelligence”.

	AT	AU	AV	AW	AX	AY
1	Container Piece Count	Commodity	Smart Commodity	Smart Grade/Type	Marks Container Number	Marks Description
7	713	1 X 40 DRY ORDER	RNEW	G830	HDMU4449516	NO MARKS AND NU
8	475	1 X 40'H.C. COPY NON-NEGOTIABLE B/L	RNEW	G830	HDMU6745250	NO MARKS AND NU
9	693	1 X 40'HC COPY NON-NEGOTIABLE B/L	RNEW	G830	HDMU6347658	NO MARKS AND NU
10	34	ALTUGLAS BS 130 BEADS 550 KG	ALTUGLAS	BS130	TCNU8742341	NO MARKS
11	31	ALTUGLAS BS 110 OCTABIN CLHU8140994	ALTUGLAS	BS110	CLHU8140994	NO MARKS
12	30	ALTUGLAS BS 110 BEADS 600 KG OCTABIN	ALTUGLAS	BS110	MSCU7880856	NO MARKS
13	34	ALTUGLAS BS 130 BEADS 550 KG	ALTUGLAS	BS130	FSCU6544145	NO MARKS
14	34	ALTUGLAS BS 130 BEADS 550 KG OCTABINS,	ALTUGLAS	BS130	GLDU0865129	KGS 18700.00;NO MARKS
15	32	CONSTRUCTION AND BUILDING MAT.:	ALTUGLAS	BS100	MSCU9034733	NO MARKSNO MARKS
16	486	CONTAINING 1 BAG 26 KGS ORDER	RNEW	G830	CMAU8398488	NO MARKS
17	30	(OCTABINS) ALTUGLAS BS 110 BEADS 600	ALTUGLAS	BS110	MSCU8770452	SHIPPING MARKS: ARKEMA INC.
18	30	1 X 40'HC COPY NON-NEGOTIABLE B/L RELEASE PROCEDURES ORDER		BS110	MSCU8354331	P.O. 4500522330 @SAME
19	34	A23HV10101 / 4500540249 568 BAGS ON 15 PALLETS RILSAN TIE FLEX S 442		BS130	MSCU9275160	SHIPPING MARKS: ARKEMA INC.
20	30	NW 14T200 GW 14T904 ORDER A23HV20101 / 4500540249 40 BAGS ON 1		BS110	MEDU8892056	SHIPPING MARKS: ARKEMA INC.
22	583	PALLET RILSAN CLEAR G 830 RNEW NW 1T000 GW 1T044 ORDER		E800T	HICU4441028	LEVEL MOUNT TILT TV WALL
24	15	A23HWC0101 / 4500540249 28 BAGS ON 1 PALLET RILSAN PA11 PT NAT BHV2		MI7	GESU6137377	TDG50944 @TDG50945
28	400.2	NW 0T560 ORDER A23HWC0201 / 4500540249 6 BAGS RILSAN		72R53		TISC CDATE QUANTITY: 1 SIZE:
29	18	PA11 PT WHITE1482 NW 0T150 GW 0T153 ORDER A23HWC0301 / 4500540249		BS110	TGHU1858178	NO MARKS
30	18	5 BAGS RILSAN PA11 P ES Y BLACK7268 NW 0T100 GW 0T103 ORDER		BS110	MSCU1612840	KGS 10800.00 @NO MARKS
31	31	A23HWC0401 / 4500540249 20 BAGS ON 1 PALLET RILSAN PA11 P INVENT		BS110	TCNU7671454	KGS 18000.00 @NO MARKS
32	30	BLACK NW 0T400 GW 0T432 ORDER A23HWC0501 / 4500540249 5 BAGS		BS110	MEDU8937485	KGS 18000.00 @NO MARKS
33	30	RILSAN PA11 P ES NAT MAC NW 0T100 GW 0T103 ORDER A23HWC0601 /		BS110	TTNU9556112	NO MARKS
34	34	4500540249 9 BAGS ON 1 PALLET RILSAN PA11 PT NAT 2P NW 0T225 GW		BS130	MSCU7995691	NO MARKS NO MARKS
35	30	0T230 ORDER A23HWC0701 / 4500540249 12 BAGS ON 1 PALLET RILSAN		BS110	TCNU7880330	NO MARKS
36	30	PA11 P ES BLUE7413 MAC NW 0T240 GW 0T268 PLASTIC RESIN ON BOARD		BS110	MEDU8781197	NO MARKS
37	30	ON 16/6/2012 FOR CHEMICAL EMERGENCY SPILL, LEAK FIRE EXPOSURE OR		BS110	GLDU7015050	NO MARKS
38	5	ACCIDENT IN THE USA ONLY CALL CHEMTREC AT 800 424 9300 OR CALL		40R53	NYKU2689942	LANDIS WAREHOUSE 2600
		COLLECT AT 706 527 3887 HDMU6347658				
		ALTUGLAS BS 110 BEADS 600 KG OCTABIN	ALTUGLAS	BS110		
		PEBAX RNEW 40R53 SP 01 44# BAG	RNEW	40R53		

WE TAKE BIG TRADE DATA LIKE THIS

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	T
	Shipper	Shipper A	Shipper B	Shipper C	Weight	Weight	Measur	Measur	Quantity	Quant	TEUs	Carrier	SCAC	Vessel Name	Bill of Lading	Est	Destination	Country	Coastal Region	Port of Departure
2	FIVE DIAMOND COLD	14250	DEL	DELAN	17,438.00	KG	47.00	CM	1,595.00	CTNS	2.00	AMERICAN	APLU	APL	0 APL098695411	###	HONDURAS		West Coast	2704
3	LIBERTY GOLD FRUITE				20,037.00	KG	0.00	CF	2,275.00		2.00	HAPAG LLOYD	HAPL	SANTA	0 HLCUHO1309	###	DOMINICAN REPUBLIC		West Coast	2811
4	SUN PRODUCE	2230	SW	POMPA	5,195.91	KG	0.00	CF	488.00	PKG	1.00	SEABOARD MARINE	SMLU	SEABOAR	0 3501093A	###	DOMINICAN REPUBLIC		East Coast	5201
5	PRICESMART INC	10800	NW	UNIT	15,226.66	KG	1,895.00	CF	179.00	PCS	2.00	SEABOARD MARINE	SMLU	HANSA	0 3501850A	###	COLOMBIA		East Coast	5201
6	DDSP DEFENSE DIST	MA	VE	NE PA,	17,146.00	KG	0.00	CF	840.00		2.00	HAPAG LLOYD	HAPL	ST LOUIS	6 HLCUTPA1309	###	AFGHANISTAN		Gulf Coast	5301
7	DDSP DEFENSE DIST	MA	VE	NE PA,	10,288.00	KG	0.00	CF	504.00		1.00	HAPAG LLOYD	HAPL	ST LOUIS	6 HLCUTPA1309	###	AFGHANISTAN		Gulf Coast	5301
8	LIBERTY GOLD FRUIT				16,654.00	KG	0.00	CF	814.00		1.00	HAPAG LLOYD	HAPL	LONDON	7 HLCUHO1309	###	PANAMA		West Coast	2811
9	SUNFRESH EXPORT LLC	625	N	VISA CA,	17,188.00	KG	0.00	CF	1,670.00		2.00	HAPAG LLOYD	HAPL	LONDON	7 HLCUHO1309	###	PANAMA		West Coast	2704
10	SUN FRESH VISALIA	1401	W	STE VISALI	39,190.43	KG	0.00		2,880.00		4.00	MAERSK LINE	MLSL	MAERSK	561419951	###	COLOMBIA		West Coast	2704
11	FIVE DIAMOND COLD	14250	DEL		18,540.16	KG	0.00		1,500.00		2.00	MAERSK LINE	MLSL	MAERSK	561411804	###	EL SALVADOR		West Coast	2704
12	IMEX TRADING	117	N 50TH	YAKI	16,982.97	KG	0.00		1,440.00		2.00	MAERSK LINE	MLSL	MAERSK	561180277	###	COLOMBIA		West Coast	2704
13	FRUTERA DEL LITORAL	CRA 37	NO	SAM CALI	31,215.81	KG	0.00		3,020.00		4.00	MAERSK LINE	MLSL	MAERSK	561429334	###	COLOMBIA		West Coast	2704
14	SUN FRESH VISALIA	1401	W	STE VISALI	17,642.95	KG	0.00		1,368.00		2.00	MAERSK LINE	MLSL	MAERSK	561171194	###	EL SALVADOR		West Coast	2704
15	SUNFRESH EXPORT LLC	1401	W	STE VISALI	37,012.27	KG	0.00		2,720.00		4.00	MAERSK LINE	MLSL	MAERSK	561171237	###	COLOMBIA		West Coast	2704
16	FRUTERA DEL LITORAL	7801	NW	STE DORAL	32,237.30	KG	0.00		3,090.00		4.00	MAERSK LINE	MLSL	MAERSK	561201379	###	COLOMBIA		West Coast	2704
17	FRUTERA DEL LITORAL	7801	NW	STE DORAL	47,095.19	KG	0.00		4,535.00		6.00	MAERSK LINE	MLSL	MAERSK	561429881	###	COLOMBIA		West Coast	2704
18	SUN FRESH VISALIA	1401	W	STE VISALI	15,888.91	KG	0.00		1,392.00		2.00	MAERSK LINE	MLSL	MAERSK	561171182	###	EL SALVADOR		West Coast	2704
19	FIVE DIAMOND COLD	14250	DEL	DEL	16,888.17	KG	0.00		1,495.00		2.00	MAERSK LINE	MLSL	MAERSK	561343541	###	EL SALVADOR		West Coast	2704
20	WASHINGTON EXPORT	102	N 56TH	STE YAKIM	19,811.12	KG	0.00		910.00		2.00	MAERSK LINE	MLSL	MAERSK	561150431	###	EL SALVADOR		West Coast	2704
21	WASHINGTON EXPORT	102	N 56TH	STE YAKIM	16,548.88	KG	0.00		1,461.00		2.00	MAERSK LINE	MLSL	MAERSK	561150511	###	EL SALVADOR		West Coast	2704
22	SUN FRESH VISALIA	1401	W	STE VISALI	17,853.87	KG	0.00		1,360.00		2.00	MAERSK LINE	MLSL	MAERSK	561419857	###	EL SALVADOR		West Coast	2704
23	SUNFRESH EXPORT LLC	VISALIA CA	625	93291	4,899.00	KG	0.00		400.00		2.00	NETWORK SHIPPING	NETS	HORNCLIFF	3 331030J37960	###	COSTA RICA		West Coast	2713
24	SUNFRESH EXPORT LLC	VISALIA CA	625	93291	10,967.00	KG	0.00		1,020.00		2.00	NETWORK SHIPPING	NETS	HORNCLIFF	3 331030J37961	###	COSTA RICA		West Coast	2713
25	SUNFRESH EXPORT LLC	VISALIA CA	625	9329	4,899.00	KG	0.00		400.00		2.00	NETWORK SHIPPING	NETS	HORNCLIFF	3 331030J37905	###	ECUADOR		West Coast	2713
26	FIVE DIAMOND COLD	DELANO	1425	93215	9,144.00	KG	0.00		720.00		2.00	NETWORK SHIPPING	NETS	HORNCLIFF	3 331030J37972	###	COSTA RICA		West Coast	2713
27	SUNFRESH EXPORT LLC	VISALIA CA	1401	B,	13,360.00	KG	0.00		1,240.00		2.00	NETWORK SHIPPING	NETS	SEVILLA	3 333030C39904	###	GUATEMALA		West Coast	2713
28	WASHINGTON EXPORT	YAKIMA	102	A,	19,483.63	KG	0.00		1,520.00		2.00	NETWORK SHIPPING	NETS	HORNCLIFF	3 331030J37965	###	COSTA RICA		West Coast	2713
29	PARAMOUNT EXPORT	175	OAK	UNITED	18,615.00	KG	43.00	CM	1,520.00	CT	2.00	ORIENT OVERSEAS	OOLU	OOCL	0 1003409340	###	REPUBLIC OF CHINA		West Coast	2709
30	THE FRESH	914	OAK	UNITED	16,920.00	KG	0.00	CM	1,440.00	CT	2.00	ORIENT OVERSEAS	OOLU	OOCL	0 1003370324	###	REPUBLIC OF CHINA		West Coast	2709
31	THE FRESH	914	OAK	UNITED	16,920.00	KG	0.00	CM	1,440.00	CT	2.00	ORIENT OVERSEAS	OOLU	OOCL	0 1003370325	###	REPUBLIC OF CHINA		West Coast	2709
32	NACA LOGISTICS	2665	E DE	RAN CA,	19,729.02	KG	0.00	CF	1,672.00		1.00	MEDITERRANEAN	MSCU	HS BIZET	3 MSCU0404080	###	NEW ZEALAND		West Coast	2811

AND FORENSICALLY EXTRACT THE EMBEDDED INTELLIGENCE FROM BILLS OF LADING

1X40' HC RFR ITN X20140630319331 1X40' HC RFR NO MARKS **FRESH CHERRIES HTS# 0809290050** S.L.A.C. VENTS OPEN 25% LADEN ON BOARD: JUL.4, 2014 REEFER CONTAINER TEMPERATURE SET AT 32.0 F. EMCU5343545 FREIGHT COLLECT FRESH FRUIT **80 CTNS FRESH PEACHES / DURAZNOS 80 CTNS FRESH PLUMS / CIRUELAS 1360 CTNS FRESH GRAPES / UVAS** STOWED IN REF TEMP 32 DEG FAHR VENTS AT 15 CFM FREIGHT COLLECT **FRESH GRAPES / UVAS 955 CTNS FRESH ASIAN PEARS / PERAS ASIATICAS 80 CTNS FRESH PEACHES / DURAZNOS 240 CTNS FRESH PLUMS / CIRUELAS 320 CTNS** STOWED IN REF TEMP 32 DEG F VENTS AT 15 CFM 1 CONTAINERS SAID TO CONTAIN **525 CAJAS: UVAS, FRESCAS GRAPES, FRESH 5,001 KILOS 11,025 LBS 160 CAJAS: DURAZNOS, FRESCOS PEACHES:** FREIGHT COLLECT ALL FREIGHT CHARGES COLLECT

THEN AUTOMATE RULES THAT DELIVER THAT VALUE

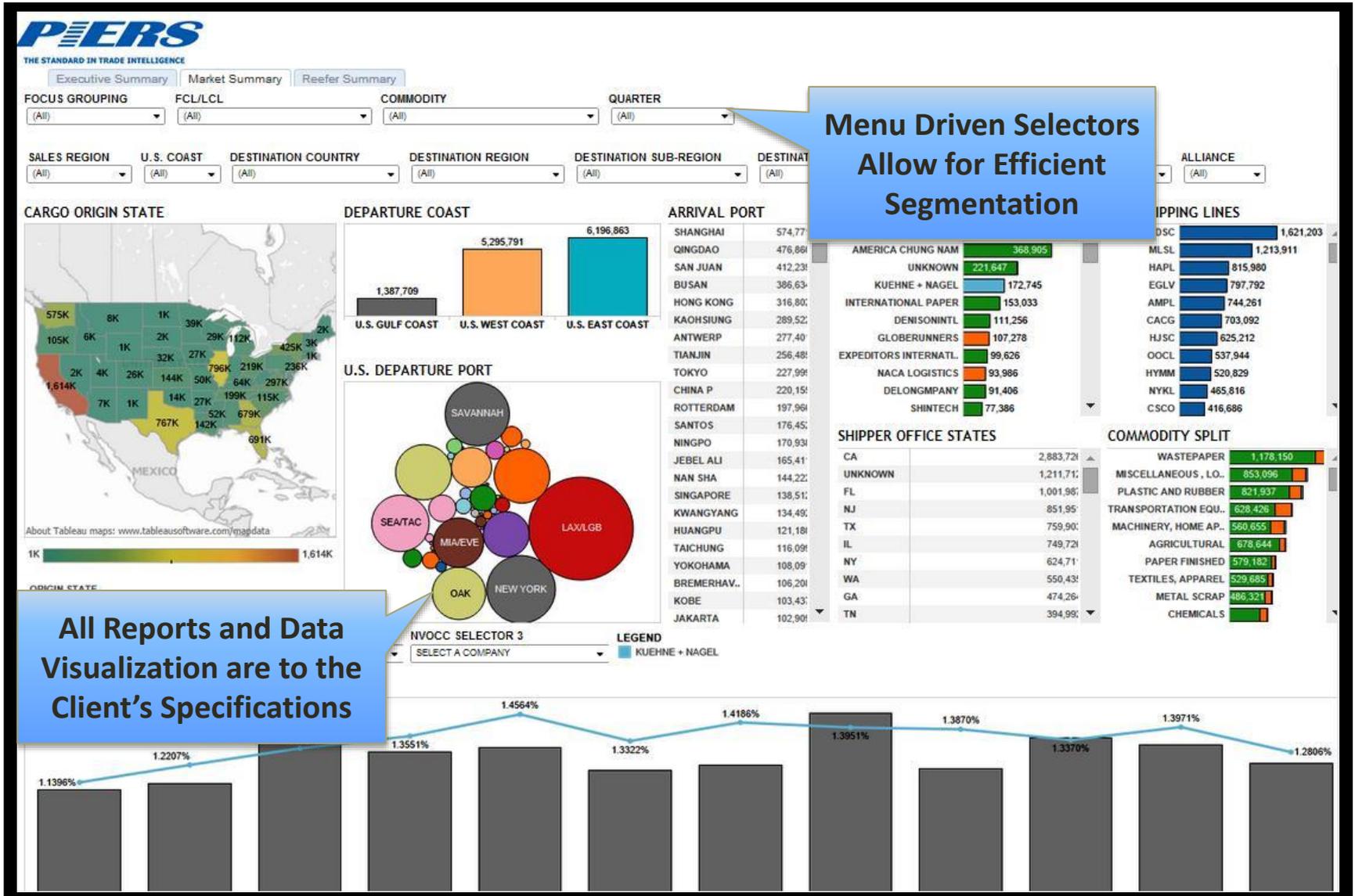
Extract brand names and product names from long commodity descriptions

Normalize multiple name variations for one corporate entity

Create custom algorithms to calculate product grades

	A	B	C	D	E	F	G
1	SHIPPER	SMART_PRODUCER	SMART_COMMODITY	GR	MTONS	COMMODITY DESCRIPTION	
2	EVONIK INDUSTRIES AG	EVONIK	SIPERNAT	12.88	36.7	585 BAGS 15 PALLETS SIPERNAT 120 PRODUCTION PLANT- WESSELING, GERMANY 39X 20.00 KG-44.00 LBS	
3	EVONIK DEGUSSA GMBH	EVONIK	SIPERNAT	12.88	38.6	PAPER BAG ON WOODEN PALLETHEAT TREATED NET WEIGHT-11.700 KGS HS CODE 281122 585 BAGS 15 PALLETS	
4	LEXZAU SCHARBAU GMBH & CO KG	EVONIK	SIPERNAT	1.88	5.6	SIPERNAT 120 PRODUCTION PLANT- WESSELING, GERMANY39X 20.00 KG-44.00 LBS PAPER BAG ON WOODEN	
5	EVONIK JAPAN	EVONIK	SIPERNAT	10.28	10.28	PALLET HEAT TREATED NET WEIGHT-11.700 KGS HS CODE 281122 585 BAGS 15 PALLETS SIPERNAT	
6	EVONIK INDUSTRIES AG	EVONIK	SIPERNAT	120	9.18	120PRODUCTION PLANT- WESSELING, GERMANY 39X 20.00 KG-44.00 LBS PAPER BAG ON WOODEN PALLET HEAT	
7	EVONIK DEGUSSA GMBH	EVONIK	ACEMATT	HK400	3.08	TREATED NET WEIGHT-11.700 KGS HS CODE 281122 ;ALL CHARGES PREPAID; EXCL. CUSTOMS CLEARANCE DOOR	
8	EVONIK INDUSTRIES AG	EVONIK	ACEMATT	HK400	3.6	DELIVERY CALVERT CITY, KY PREPAID ; EVONIK SERVICE CONTRACT FOR DELIVERY- CARRIER TO CONTACT JIM	
9	LEXZAU SCHARBAU GMBH & CO KG	EVONIK	ACEMATT	OK412	8.16	DRAFFENS PHONE- -270--395-1705 EVONIKVIA CHEMTREC 24-HOURS NO. USA- 1-800-424-9300 INTL.- -1-703-	
10	RHEIN CHEMIE RHEINAU GMBH	EVONIK			11.1	527-3887	
11	EGESIL KIMYA SANAYI VE TICARET A	EVONIK			15.45	ULTRASIL VN2 GR (SILICIUM DIOX IDE) NET WEIGHT 15,000.00 DELIVERY TERMS : CIF CLEVELAND , OH CUSTOM	
12	SILQUIMICA	EVONIK			2.78	ULTRASIL VN3 GR	
13	EVONIK INDUSTRIES AG	EVONIK			22.86	ULTRASIL VN 2 14 PALLETS 39X 20.00 KG/44.00 LBS PAPER BAG ON WOODEN PALLET HEAT TREAT E D NET WEIG	
14	RHEIN CHEMIE RHEINAU GMBH	EVONIK			5.56	ON 7 PALLETS ULTRASIL VN 2 FOR RUBBER INDUS TRY HS-NO.: 281122 NOT IMO REGULATED NET W EIGHT: 5.4	
15	EVONIK DEGUSSA GMBH	EVONIK			1.43	ON 14 PALLETS ULTRASIL VN 2 NET WEIGHT 1092 0 KGS HS CODE 281122	
16	EVONIK DEGUSSA GMBH	EVONIK			1.43	ON 14 PALLETS ULTRASIL VN 2 NET WEIGHT 1092 0 KGS HS CODE 281122	
17	EGESIL KIMYA SANAYI VE TICARET A	EVONIK			15.6	ULTRASIL VN2 GR(SILICIUM DIOXIDE) HTS CODE: 281122000000 600 BAGS ON 20 PACKAGES ORDER NO:411290	
18	EVONIK INDUSTRIES AG	EVONIK			22.86	ON 14 PALLETS ULTRASIL VN 2 39X 20.00 KG/44 .00 LBS PAPER BAG ON WOODEN PALLET HEAT TR E ATED HS C	
19	SILQUIMICA	EVONIK	ULTRASIL	VN3GR	14.55	ULTRASIL VN3 GR HS-CODE 2811220090	
20	EVONIK WELLINK SILICA NANPING CO	EVONIK	ULTRASIL	VN3GR	14.55	CY/CY ULTRASIL VN3GR	
21	SILQUIMICA	EVONIK	ULTRASIL	VN3GR	14.17	ULTRASIL VN3 GR CHEMICALS-SILICIUMDIOXID	
22	EVONIK WELLINK SILICA NANPING CO	EVONIK	ULTRASIL	VN3GR	14.55	54.07 CY/CY ULTRASIL VN3GR	
23	EVONIK WELLINK SILICA NANPING CO	EVONIK	ULTRASIL	VN3GR	14.55	72.75 CY/CY ULTRASIL VN3GR	
24	RHODIA FINE CHEMICAL ADDITIVES	RHODIA	ZEOSIL	1165MF	17.16	ZEOSIL 1165MP 750 KILO	
25	RHODIA BRASIL LTDA.	RHODIA	TIXOSIL	38A	12.76	12.76 TIXOSIL 38A 40 616 BAGS OF 20KG EACH ONE ON 22 PALLETS CONTANING TIXOSIL 38A PO. 4	
26	RHODIA FINE CHEMICAL ADDITIVES	RHODIA	ZEOSIL	1165MF	17.16		
27	RHODIA FINE CHEMICAL ADDITIVES	RHODIA	ZEOSIL	1165MF	17.16		
28	RHODIA OPERATIONS M44	RHODIA	ZEOSIL	1165MF	18.06		20090 NET WEIGHT: 1760 0 KGS

SO WE CAN MAKE TRADE DATA COME TO LIFE



VIA CUSTOM & HIGHLY INTERACTIVE DASHBOARDS

