

# MARKET REPORT USER MANUAL

<https://app.marketcalculus.ai/>  
[info@marketcalculus.ai](mailto:info@marketcalculus.ai)

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# SEARCH FOR EXAMPLES USED IN PRESENTATION

**Search Criteria Fields**

**HS Code**

870880 x

**Importing Country**


Chile

**Exporting Country**

Turkiye

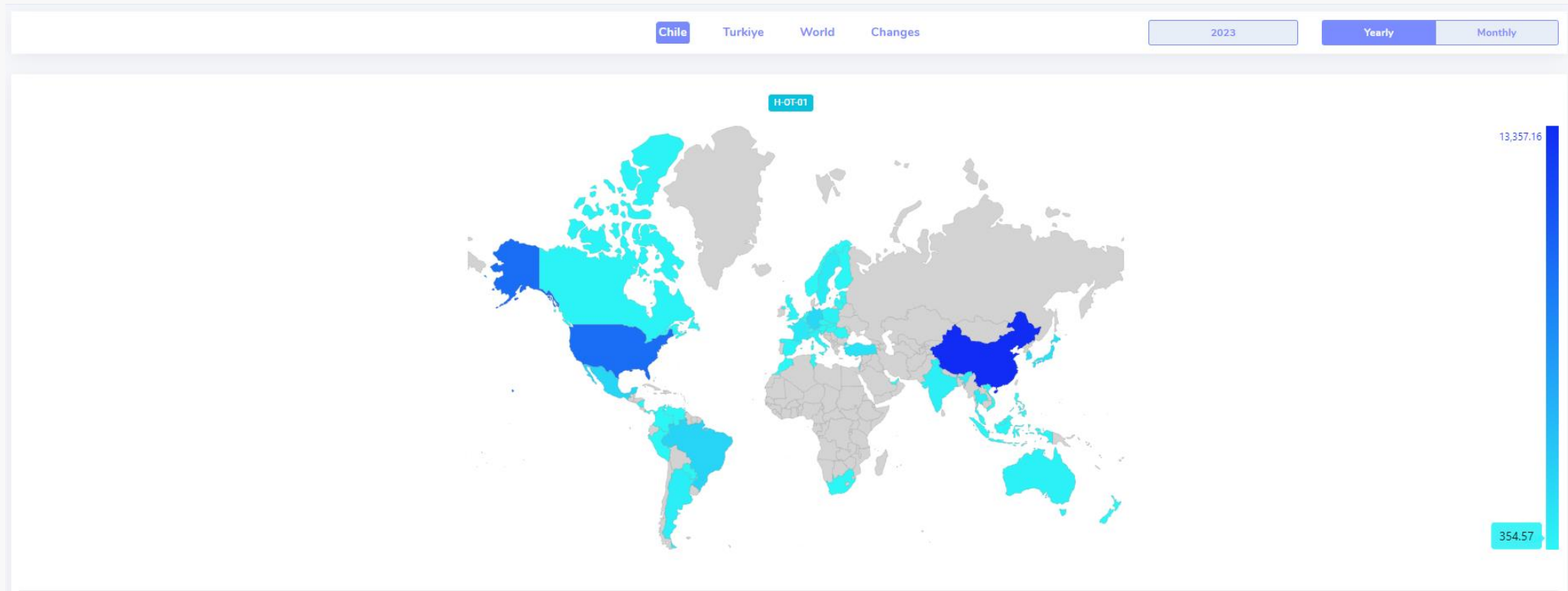
**Product Description**

Product Description

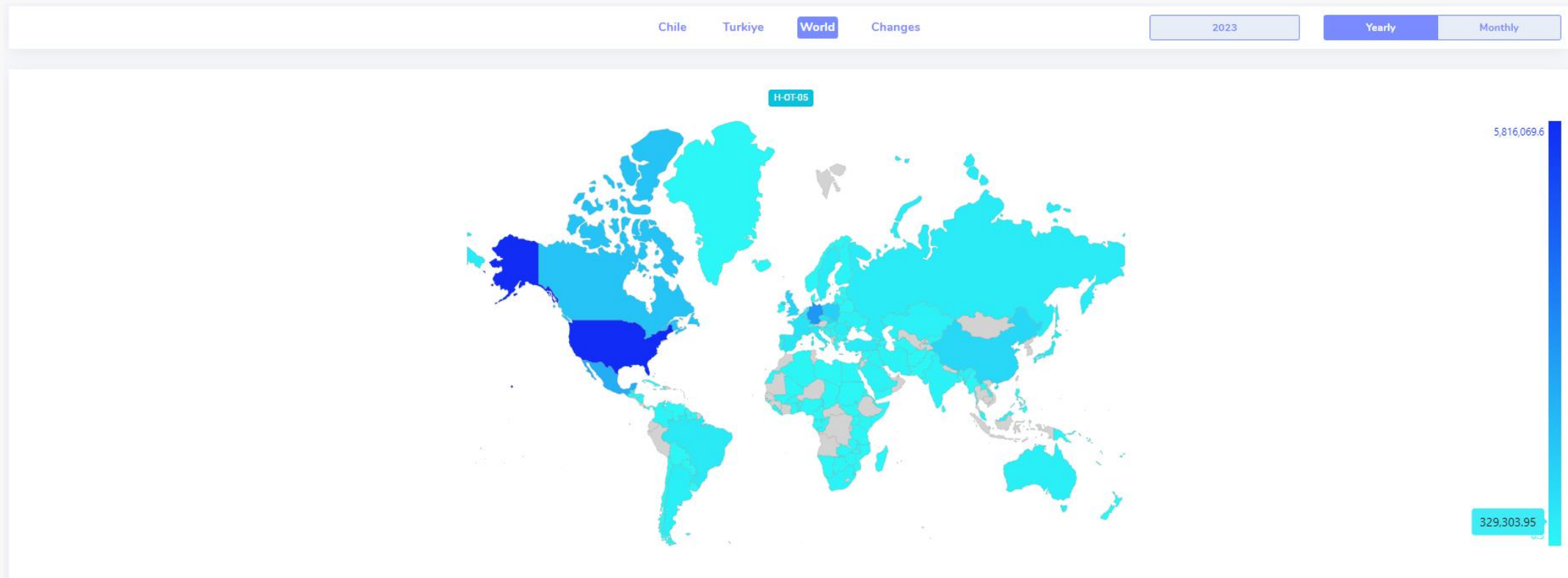
 Search

# SUMMARY VIEW

- In the Summary View tab, you can view the map on an annual and monthly basis for the country you want to export to, the country you are in and the whole world. In the Changes section, you can examine the changes in world imports of the selected product on a monthly and annual basis.
- The map shows the import value of the country you want to export to in the selected HS code in the world in 2023. The map is colored according to the import value of the countries, and the colors become darker as the import value increases.



- The map shows the import value of the country you want to export to in the selected HS code in the world in 2023. The map is colored according to the import value of the countries, and the colors become darker as the import value increases.



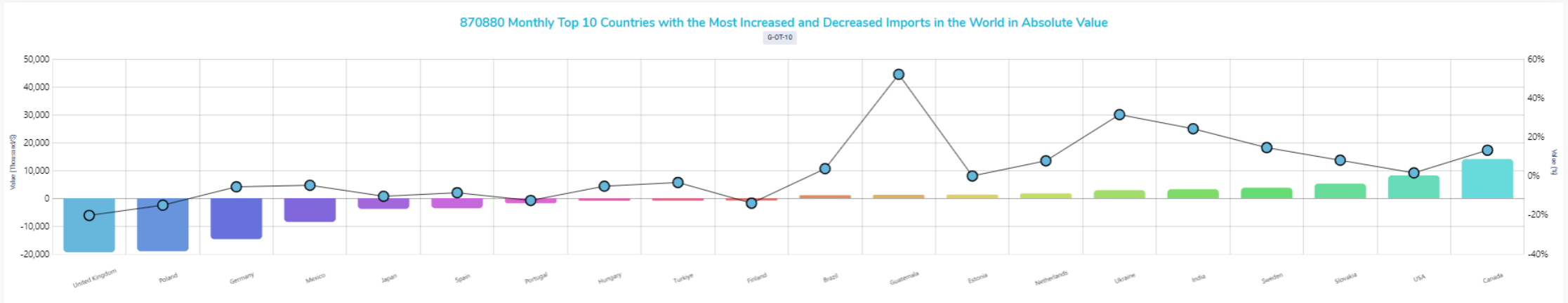
- The table shows the import of the product/product group in the HS code selected from the world in 2023 of the country we want to export.
- NOTE: The examples here are for the country to which you want to export and on an annual basis.

Chile 870880 Yearly Import Indicator by Country (2023)

FOT-01

Exporter	Value (Thousand-\$)	Quantity (Ton)	Avg. Unit Price	% Share-Value in Total Imports	% Share-Value in Cumulative Imports	% Payment Quantity in Total Imports	% Share-Quantity in Cumulative Imports	% Share of World Exports Value	% Share of World Exports Quantity	World Export Ranking	World Import Ranking	% Share Value in World Import	% Share in World Import-Quantity	Last Year % Change Value Growth Rate	Last 3 Years % Change Value Growth Rate	Last Year % Change Quantity Growth Rate	Last 3 Year % Change Quantity Growth Rate
World	41,504	5,149	8.06	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	-	-	100.00%	100.00%	-43.67%	-4.23%	-55.24%	-6.65%
China	13,357	3,233	4.13	32.18%	32.18%	62.80%	62.80%	18.26%	30.06%	1	7	3.76%	2.09%	-62.83%	-7.41%	-56.63%	-7.29%
USA	8,953	254	35.30	21.57%	53.75%	4.93%	67.72%	11.09%	8.31%	3	1	24.71%	21.59%	-21.81%	-1.95%	-41.98%	-6.48%
Areas, nes	2,318	106	21.92	5.59%	59.34%	2.05%	88.87%	0.00%	0.00%	53	53	0.00%	0.00%	-27.66%	0.64%	-65.11%	-11.65%
Brazil	2,176	175	12.43	5.24%	64.58%	3.40%	79.58%	0.85%	0.97%	19	15	1.55%	2.33%	0.78%	1.20%	-29.23%	-2.68%
Mexico	2,095	140	14.98	5.05%	69.63%	2.72%	82.30%	9.94%	7.29%	4	3	8.79%	7.41%	-16.96%	-2.11%	-48.58%	-8.79%
Germany	2,036	112	18.17	4.91%	74.53%	2.18%	86.81%	17.37%	11.44%	2	2	11.71%	12.05%	13.33%	1.90%	0.63%	-0.84%
South Ko...	1,834	251	7.29	4.42%	78.95%	4.88%	72.60%	0.00%	0.00%	46	46	0.00%	0.00%	-49.58%	-7.57%	-56.04%	-6.41%
Japan	1,421	94	15.08	3.42%	82.37%	1.83%	90.70%	4.11%	3.38%	6	14	1.62%	2.13%	-28.20%	-4.07%	-87.60%	-7.99%
Turkiye	1,410	184	7.65	3.40%	85.77%	3.58%	76.19%	2.52%	3.75%	11	16	1.29%	1.71%	-8.72%	-2.30%	-24.19%	-4.29%

- The graph and table show the monthly change of the import value in the selected HS code by country in absolute value.



870880 Monthly Absolute Value and Percentage Change

Country (Thousand/\$)	World Import				Turkiye Export				Chile Import			
	February 2024	March 2024	March 2024 - February 2024	March 2024 / February 2024 (%)	February 2024	March 2024	March 2024 - February 2024	March 2024 / February 2024 (%)	February 2024	March 2024	March 2024 - February 2024	March 2024 / February 2024 (%)
World	1,917,236	1,710,935	-206,301	-10.76%	64,211	60,396	-3,816	-5.94%	2,867	3,902	1,035	36.1%
USA	524,809	532,995	8,186	1.56%	7,681	5,453	-2,228	-29.01%	435	921	485	111.42%
Germany	263,204	248,507	-14,696	-5.58%	14,924	14,342	-582	-3.9%	148	213	65	43.58%
Mexico	178,217	169,710	-8,508	-4.77%	2,314	1,178	-1,136	-49.11%	56	225	168	299.43%
Canada	106,614	120,688	14,073	13.2%	449	90	-359	-79.92%	20	2	-18	-90.4%
Poland	126,946	107,916	-19,030	-14.99%	3,333	3,928	594	17.83%	0	55	55	∞
United Kingdom	95,927	76,518	-19,408	-20.23%	2,978	3,224	246	8.24%	3	12	10	330.99%
Slovakia	65,441	70,692	5,251	8.02%	54	48	-6	-10.64%	0	1	1	∞
Czech Republic	45,835	45,625	-210	-0.46%	525	389	-136	-25.96%	1	2	1	129.36%
Spain	41,614	38,023	-3,591	-8.63%	837	949	112	13.44%	127	9	-117	-92.6%

« < 1 2 3 4 5 ... 6 > »



# MARKET OVERVIEW

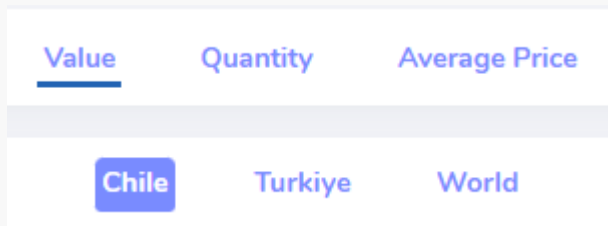
## Market Overview

Value   Quantity   Average Price

Chile   Turkiye   World

- In the Market Overview tab, you can view the charts on the basis of value, quantity and average price for the country you want to export to, the country you are in and the whole world.

NOTE: The examples here are for the country to which you want to export and on a value basis.



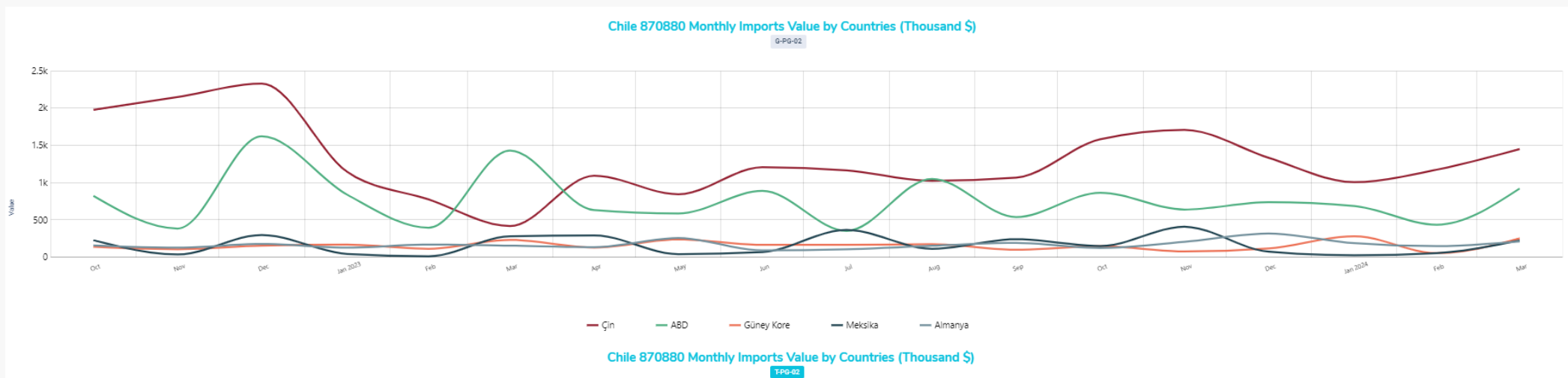
# Yearly Import Value by Country (Thousand \$)

- The table and graph reflect the import data of the country to which you want to export, based on the value in the selected HS code from around the world.



# Monthly Imports Value by Countries (Thousand \$)

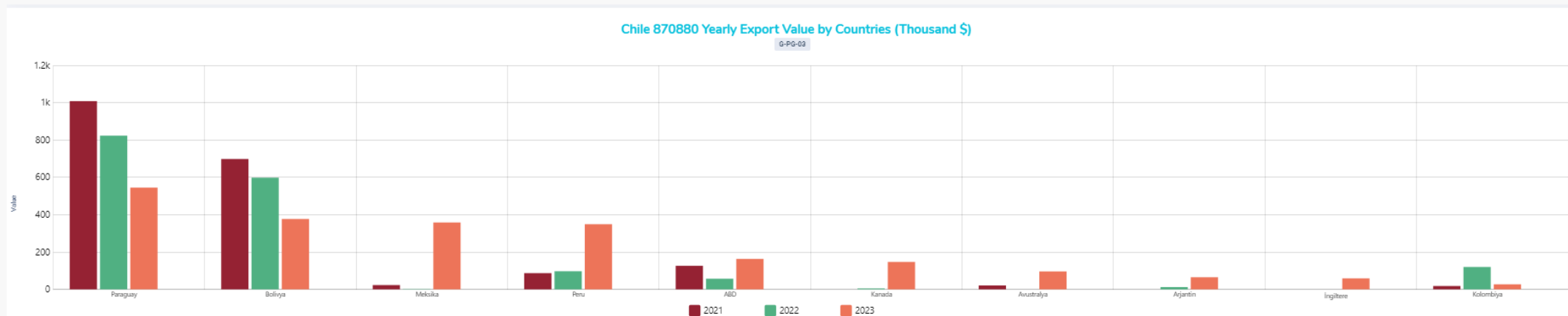
- The table and graph show the monthly import values of other countries that exported the selected product to the country you want to export in the last 18-month period.



Exporter	2024/March	2024/February	2024/January	2023/December	2023/November	2023/October	2023/September	2023/August	2023/July	2023/June	2023/May	2023/April	2023/March	2023/February	2023/January	2022/December	2022/November	2022/October
World	3,902	2,867	3,231	3,599	4,180	4,002	3,112	3,515	3,644	3,384	3,105	3,332	3,741	2,427	3,462	6,256	4,209	4,744
China	1,449	1,174	1,006	1,333	1,707	1,582	1,067	1,024	1,164	1,206	844	1,092	418	775	1,144	2,327	2,146	1,975
USA	921	435	687	737	639	865	538	1,051	353	889	586	631	1,430	395	838	1,621	385	823
South Korea	253	54	282	118	77	148	100	175	166	166	239	130	233	113	169	156	107	141
Mexico	225	56	26	74	408	150	242	113	366	70	41	293	281	12	44	298	37	228
Germany	213	148	188	317	207	124	192	154	106	91	257	135	155	170	129	178	129	158
Brazil	172	181	246	242	188	203	157	204	203	199	137	120	227	171	126	167	160	190
France	146	33	77	163	47	44	61	61	177	40	84	119	94	25	31	103	166	153
Japan	111	101	67	77	96	122	66	34	184	91	173	98	132	113	234	276	41	194
Areas, nes	87	160	137	101	261	142	114	127	126	271	291	223	233	156	274	300	173	197
Poland	55	0	3	0	88	2	0	41	42	10	62	39	0	0	7	39	0	3
Other Countri...	271	525	512	436	462	620	574	531	757	353	392	452	536	499	467	792	865	682

# Yearly Export Value by Countries (Thousand \$)

- The table and graph present the export data of the country you want to export to in the selected HS code by country.

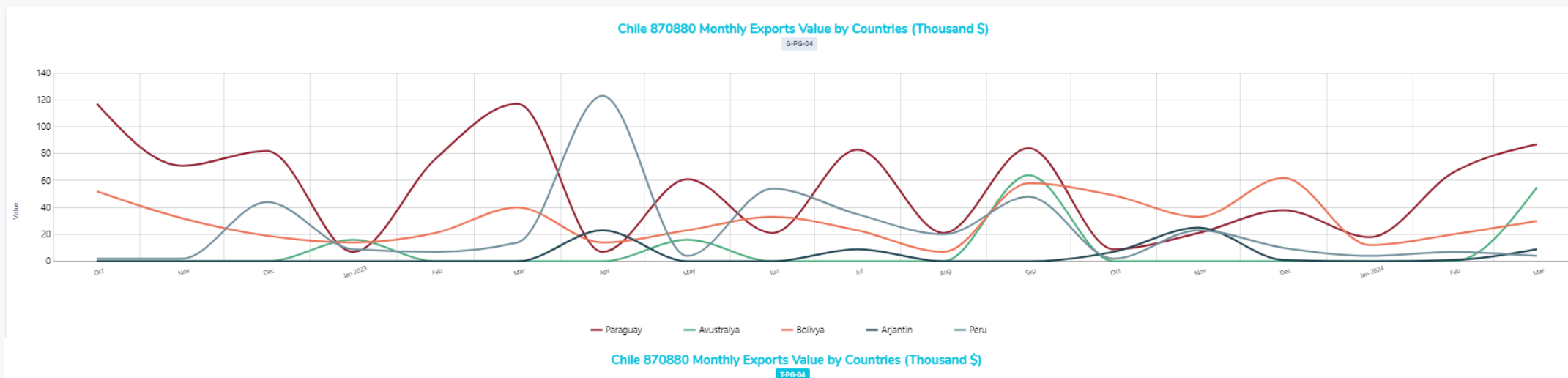


Chile 870880 Yearly Export Value by Countries (Thousand \$)

Importer	2021	2022	2023	2023 January-March	2024 January-March	% Change 2023 / 2022	% Change January-March
World	2,009	1,737	2,237	734	369	28.79%	-49.80%
Paraguay	1,008	823	545	200	170	-33.78%	-14.72%
Bolivia	698	598	377	75	62	-36.99%	-16.67%
Mexico	23	2	358	358	0	15,967.19%	-100.00%
Peru	87	97	349	30	15	258.16%	-51.51%
USA	126	57	163	35	2	185.93%	-93.44%
Canada	0	5	147	5	0	2,953.25%	-100.00%
Australia	21	0	96	16	55	∞%	251.71%
Argentina	0	12	65	0	11	430.09%	∞%
United Kingdom	0	0	59	0	0	∞%	
Colombia	18	120	27	1	0	-77.56%	-100.00%
Other Countries	27	23	52	16	54	131.60%	232.72%

# Monthly Exports Value by Countries (Thousand \$)

- The table and graph present the export data of the country you want to export to in the selected HS code on a monthly basis by country.

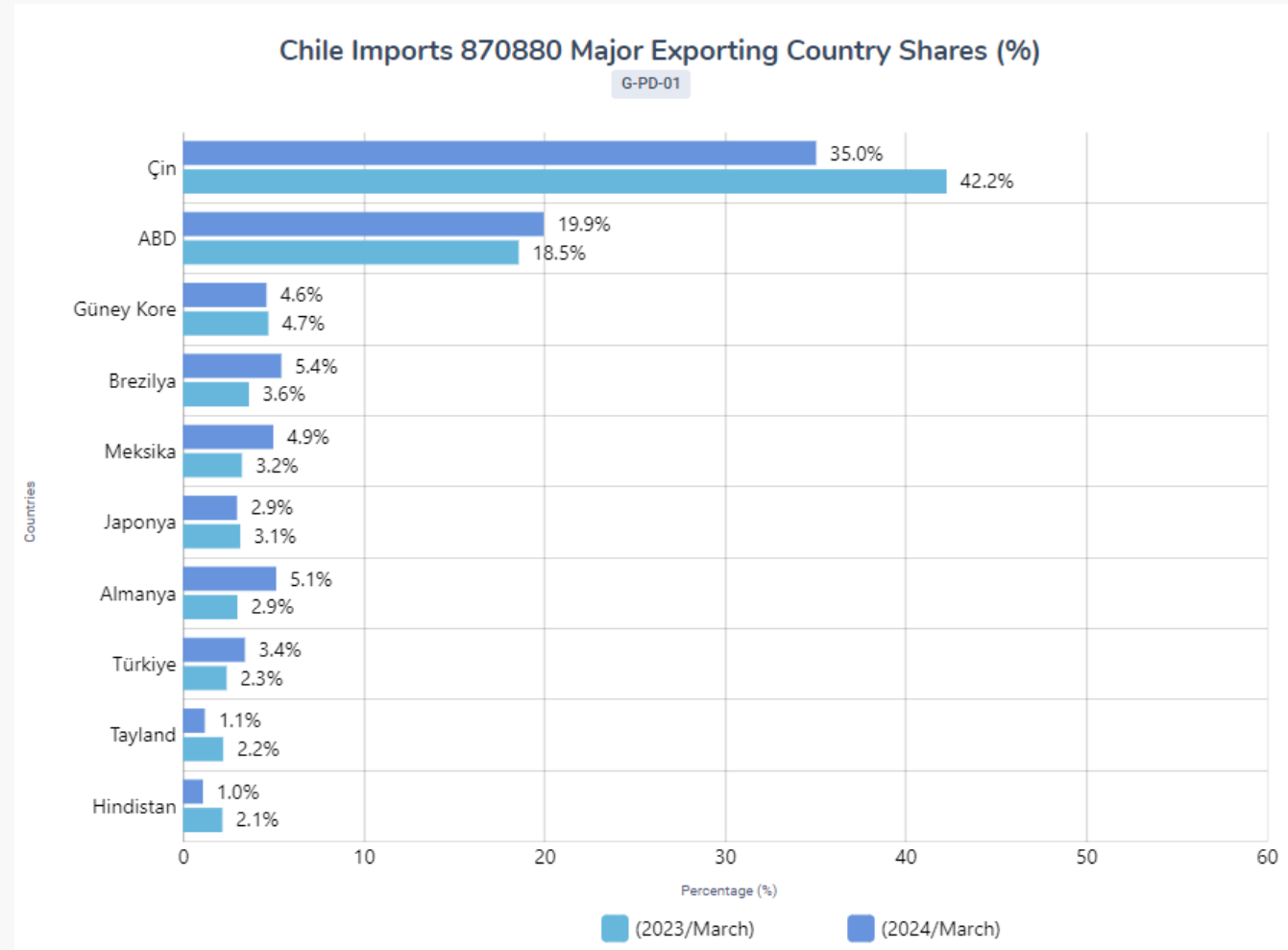


Importer	2024/March	2024/February	2024/January	2023/December	2023/November	2023/October	2023/September	2023/August	2023/July	2023/June	2023/May	2023/April	2023/March	2023/February	2023/January	2022/December	2022/November	2022/October
World	190	141	37	259	138	118	279	70	173	114	166	186	494	144	97	153	110	204
Paraguay	87	66	18	38	21	9	84	21	83	21	61	7	117	76	7	82	71	117
Australia	55	0	0	0	0	0	64	0	0	0	16	0	0	0	16	0	0	0
Bolivia	30	20	12	62	33	49	58	7	23	33	23	14	40	21	14	19	32	52
Argentina	9	1	0	1	25	7	0	0	9	0	0	23	0	0	0	0	0	0
Peru	4	7	4	10	23	2	48	20	35	54	4	123	14	7	9	44	2	2
Dominican Re...	3	2	3	0	2	0	0	2	0	0	0	0	0	0	0	0	0	0
Cuba	1	0	0	0	0	0	0	0	0	0	0	1	1	2	0	1	2	0
Mexico	0	0	0	0	0	0	0	0	0	0	0	0	318	0	40	0	0	0
Guyana	0	0	0	0	0	0	0	0	0	0	0	2	0	0	0	0	0	0
USA	0	2	0	0	0	48	13	19	20	3	13	12	5	25	5	7	2	0
Other Countri...	0	43	1	148	34	4	12	0	5	3	49	3	0	12	6	0	0	33

# MARKET CHANGES

# Major Exporting Country Shares (%)

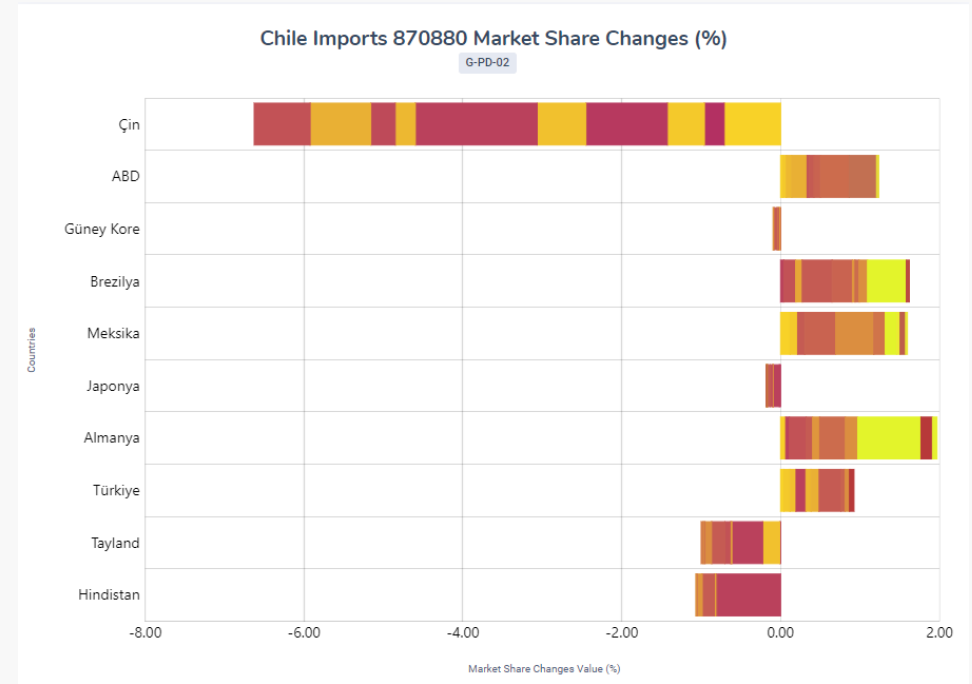
- The chart presents the countries whose share increased and decreased in the export of the selected product to the selected country in the last 1-year period, in comparison with the previous year.





# Market Share Changes (%)

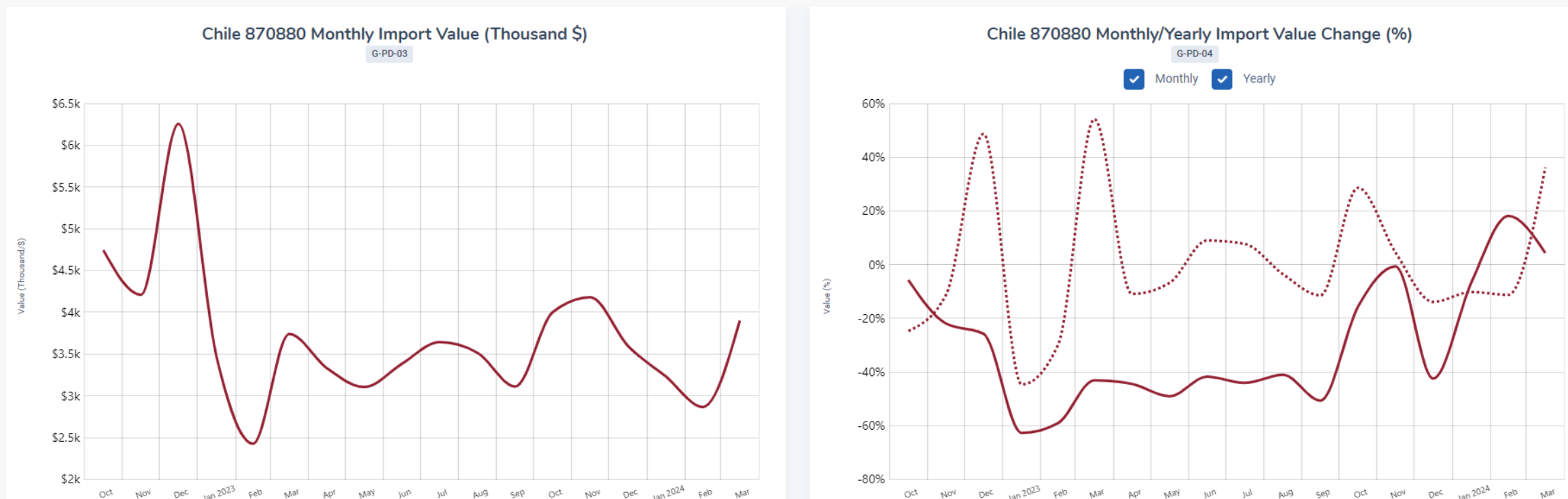
- The graph and table visually and proportionally reveal the countries whose market shares are increasing and decreasing, and among which countries this change in market shares is distributed.



Chile 870880 % Share Changes of Market Winner/Loser Exporting Countries

T-PD-01

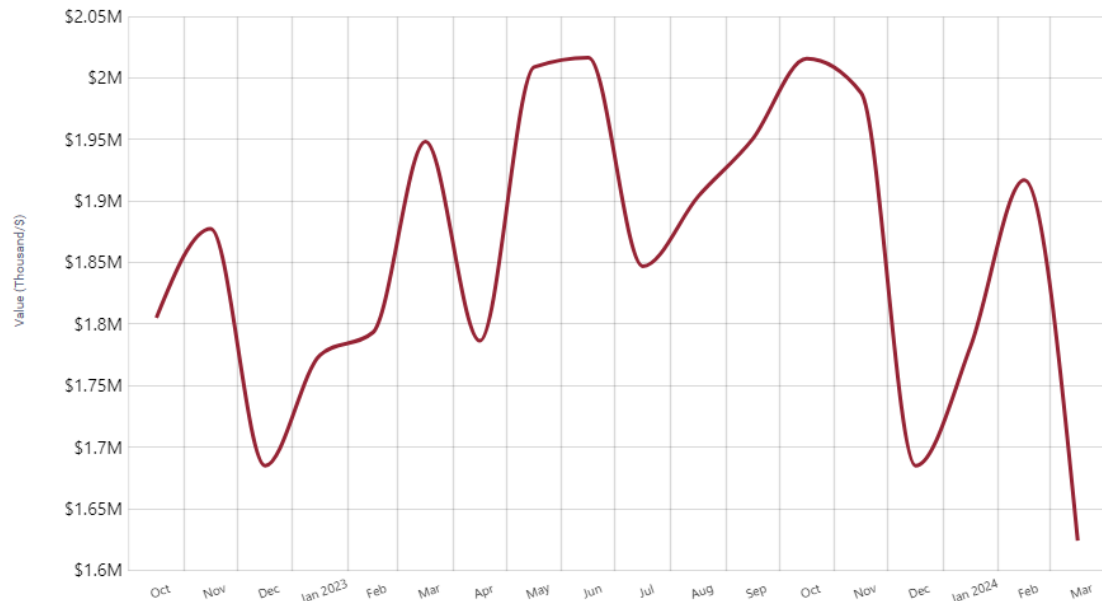
Changes	Countries	(2023/March)	(2024/March)	Rate Change	Countries Winner/Loser The Market
↑	Germany	2.9%	5.1%	2.1%	Belgium (0.8%) - Panama (0.3%) - Türkiye (0.2%) - USA (0.2%) - Ecuador (0.1%) - Italy (0.1%) - China (0.1%) - Brazil (0.1%) - Indonesia (0.1%) - South Korea (0.0%)
↑	Brazil	3.6%	5.4%	1.8%	Belgium (0.5%) - China (0.4%) - Germany (0.3%) - Türkiye (0.1%) - USA (0.1%) - Argentina (0.1%) - Panama (0.1%) - South Korea (0.0%) - Sweden (0.0%) - Italy (0.0%)
↑	Mexico	3.2%	4.9%	1.7%	USA (0.5%) - Germany (0.4%) - Belgium (0.1%) - Dominican Republic (0.1%) - Brazil (0.1%) - France (0.1%) - China (0.1%) - Switzerland (0.1%) - Austria (0.0%) - Peru (0.0%)
↑	USA	18.5%	19.9%	1.4%	Panama (0.4%) - Canada (0.3%) - Thailand (0.2%) - Germany (0.1%) - Mexico (0.1%) - China (0.1%) - France (0.0%) - United Kingdom (0.0%) - Brazil (0.0%) - Türkiye (0.0%)
↑	Türkiye	2.3%	3.4%	1.0%	China (0.3%) - South Korea (0.1%) - Thailand (0.1%) - France (0.1%) - Japan (0.1%) - Mexico (0.1%) - Ecuador (0.1%) - USA (0.1%) - Germany (0.1%) - Brazil (0.0%)
↓	South Korea	4.7%	4.6%	-0.1%	China (0.0%) - India (0.0%) - Türkiye (0.0%) - Italy (0.0%) - Japan (0.0%) - Thailand (0.0%) - Brazil (0.0%) - Argentina (0.0%) - Mexico (0.0%) - Germany (0.0%)
↓	Japan	3.1%	2.9%	-0.2%	South Korea (0.1%) - China (0.0%) - Türkiye (0.0%) - India (0.0%) - USA (0.0%) - Thailand (0.0%) - Panama (0.0%) - Viet Nam (0.0%) - Mexico (0.0%) - Singapore (0.0%)
↓	Thailand	2.2%	1.1%	-1.0%	South Korea (0.4%) - Japan (0.2%) - China (0.2%) - USA (0.1%) - Türkiye (0.1%) - Taiwan (0.0%) - Mexico (0.0%) - Hong Kong (0.0%) - Dominican Republic (0.0%) - India (0.0%)
↓	India	2.1%	1.0%	-1.1%	South Korea (0.8%) - China (0.2%) - Italy (0.1%) - Argentina (0.0%) - USA (0.0%) - Türkiye (0.0%) - Panama (0.0%) - Mexico (0.0%) - Czech Republic (0.0%) - Germany (0.0%)
↓	China	42.2%	35.0%	-7.2%	South Korea (1.5%) - India (1.0%) - Thailand (0.8%) - Brazil (0.7%) - Türkiye (0.7%) - Japan (0.6%) - France (0.5%) - Malaysia (0.3%) - Mexico (0.3%) - Spain (0.2%)



- **Monthly Import Value (Thousand \$):** The chart reflects the monthly imports of the country you want to export to in the selected HS code in the last 18 months.
- **Monthly/Yearly Import Value Change (%):** The chart shows the change in monthly imports of the selected HS code of the country you want to export to compared to the previous month and the same month of the previous year.

World 870880 Monthly Import Value (Thousand \$)

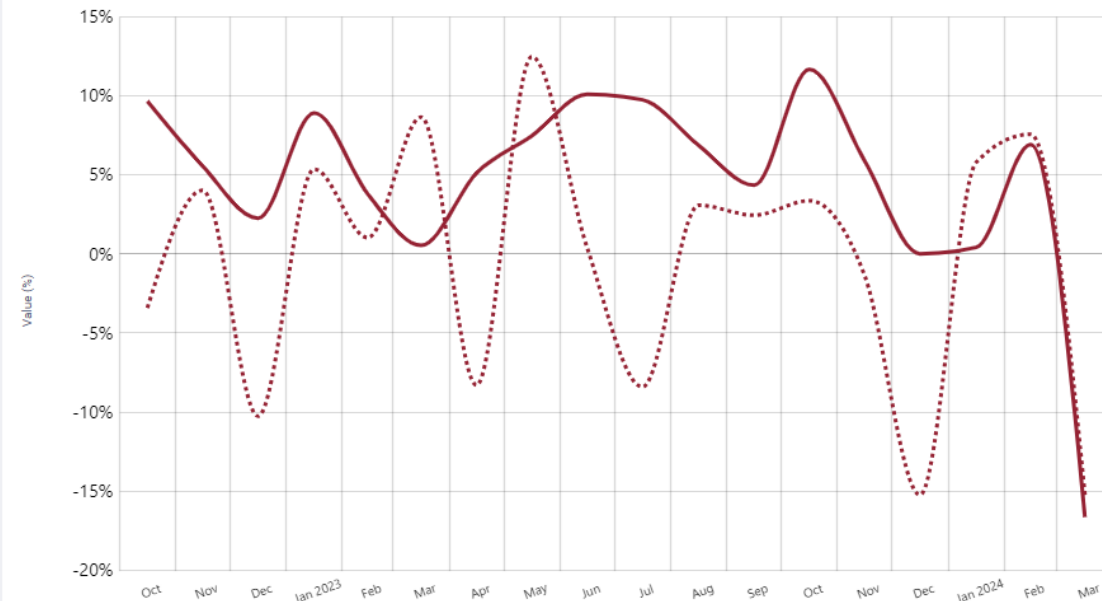
G-PD-05



World 870880 Monthly/Yearly Import Value Change (%)

G-PD-06

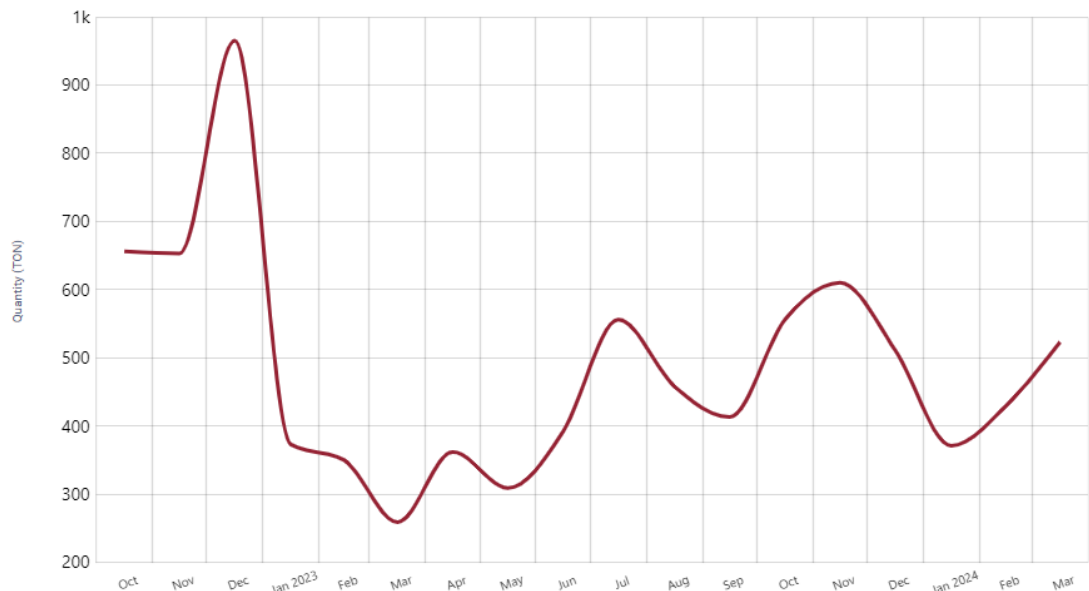
Monthly  Yearly



- **Monthly Import Value (Thousand \$):** It shows the worldwide import value of the selected HS code by month in the last 18 months.
- **Monthly/Yearly Import Value Change (%):** It shows the changes in the world's imports of the selected HS code, both compared to the previous month and the same month of the previous year.

Chile 870880 Monthly Import Quantity (TON)

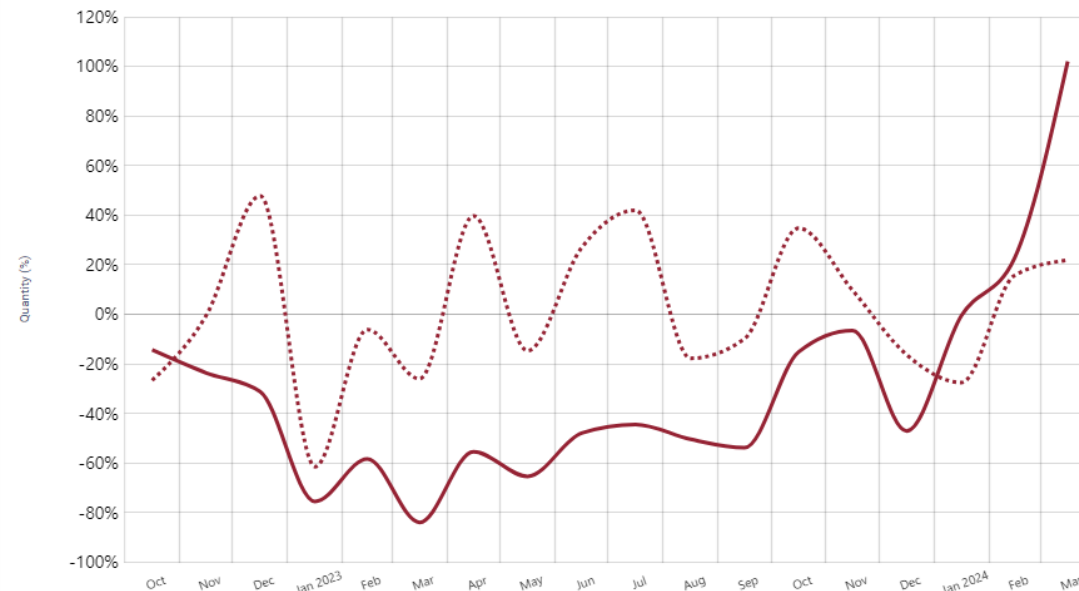
G-PD-07



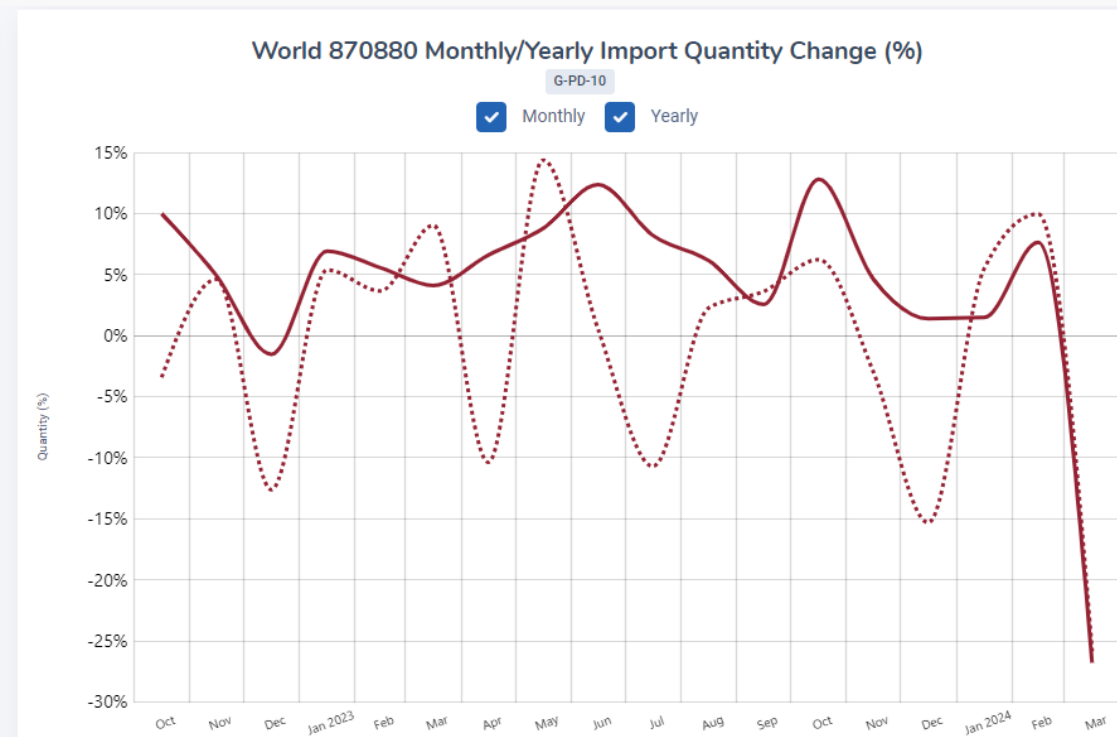
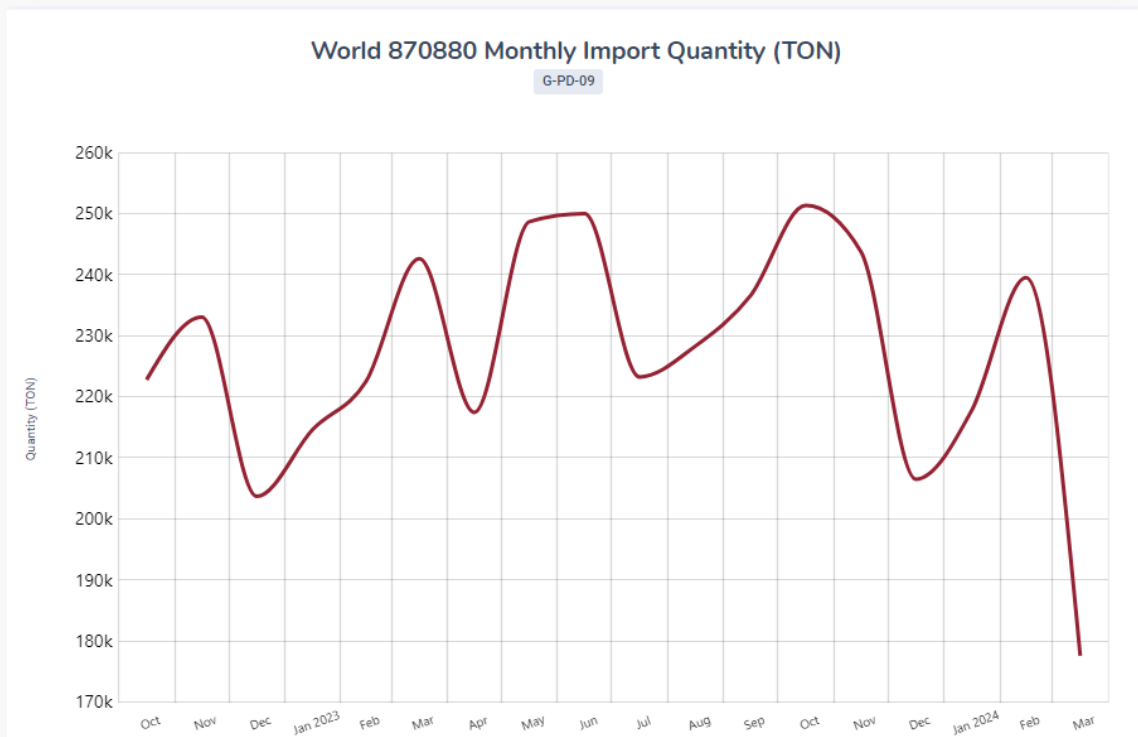
Chile 870880 Monthly/Yearly Import Quantity Change (%)

G-PD-08

Monthly  Yearly

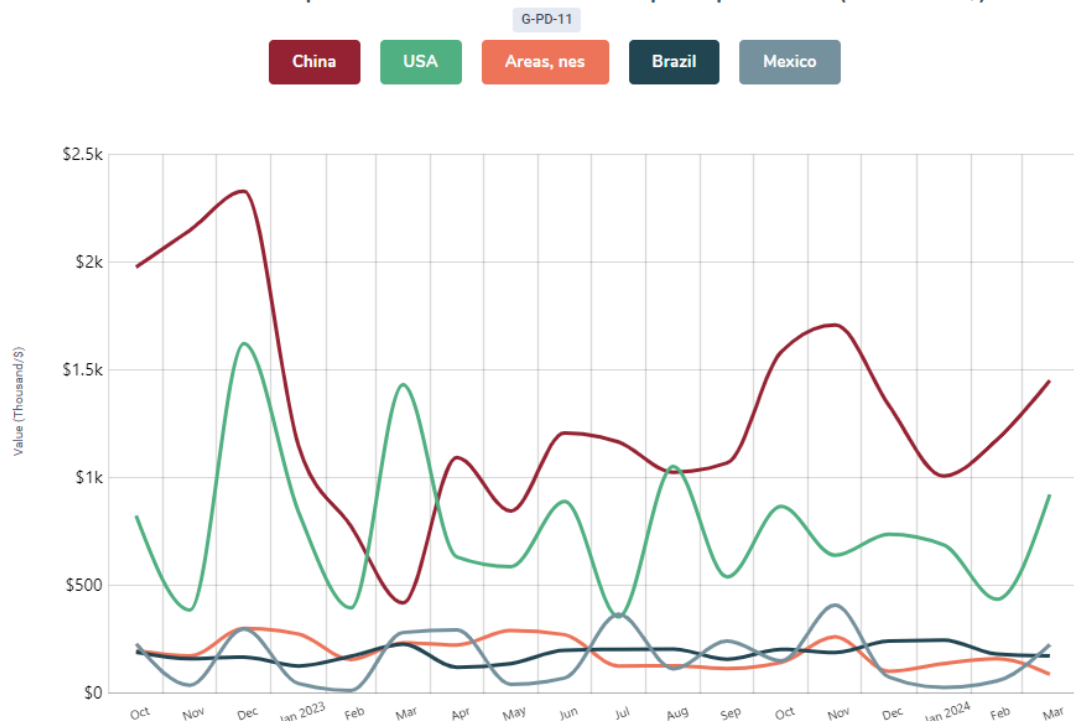


- **Monthly Import Quantity (TON):** It shows the import amount in the selected HS code of the country you want to export to in the last 18 months, on a ton basis.
- **Monthly/Yearly Import Quantity Change (%):** Changes in the imports of the selected HS code of the country you want to export to, both compared to the previous month and the same month of the previous year, are displayed.

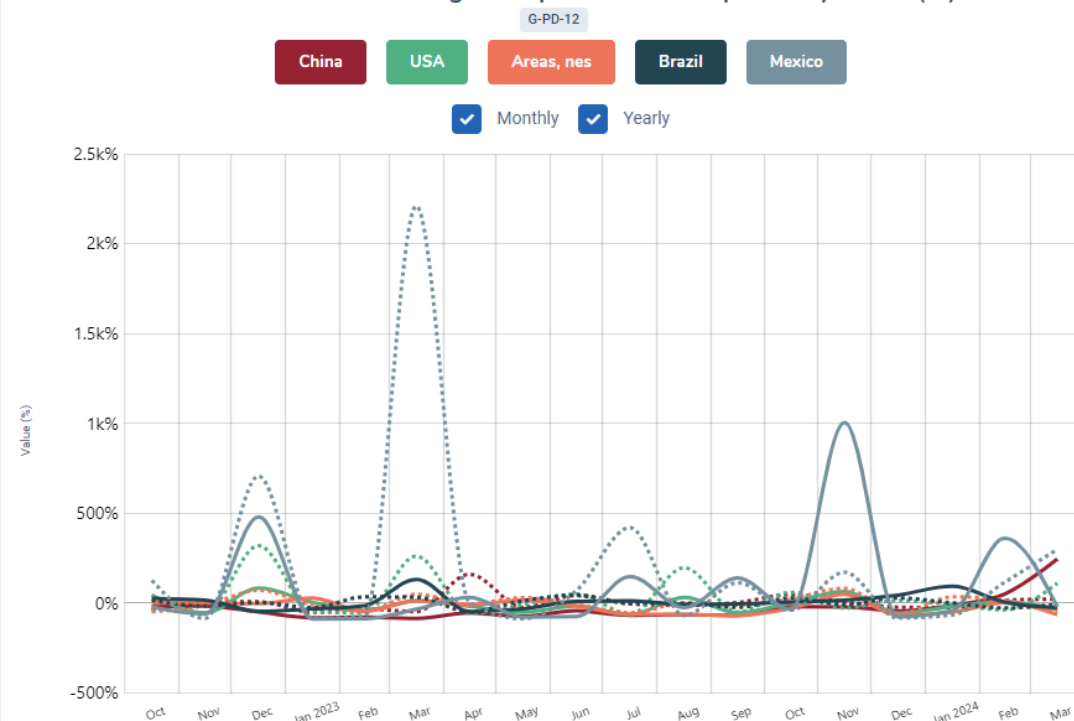


- **Monthly Import Quantity (TON):** It shows the worldwide import amount of the selected HS code by month in the last 18 months.
- **Monthly/Yearly Import Quantity Change (%):** It shows the changes in the world's imports of the selected HS code in the last 18 months, both compared to the previous month and the same month of the previous year.

Chile 870880 Top 5 Countries with the Most Imports per Month (Thousand \$)

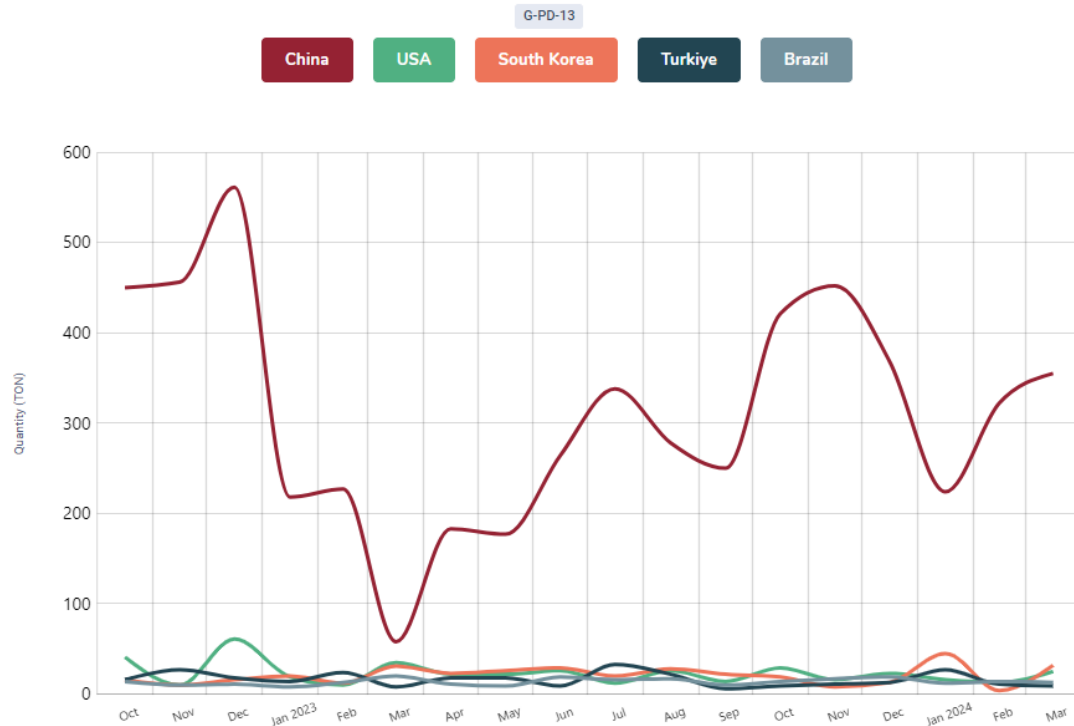


Chile 870880 Value Change of Top 5 Countries Imported by Month (%)

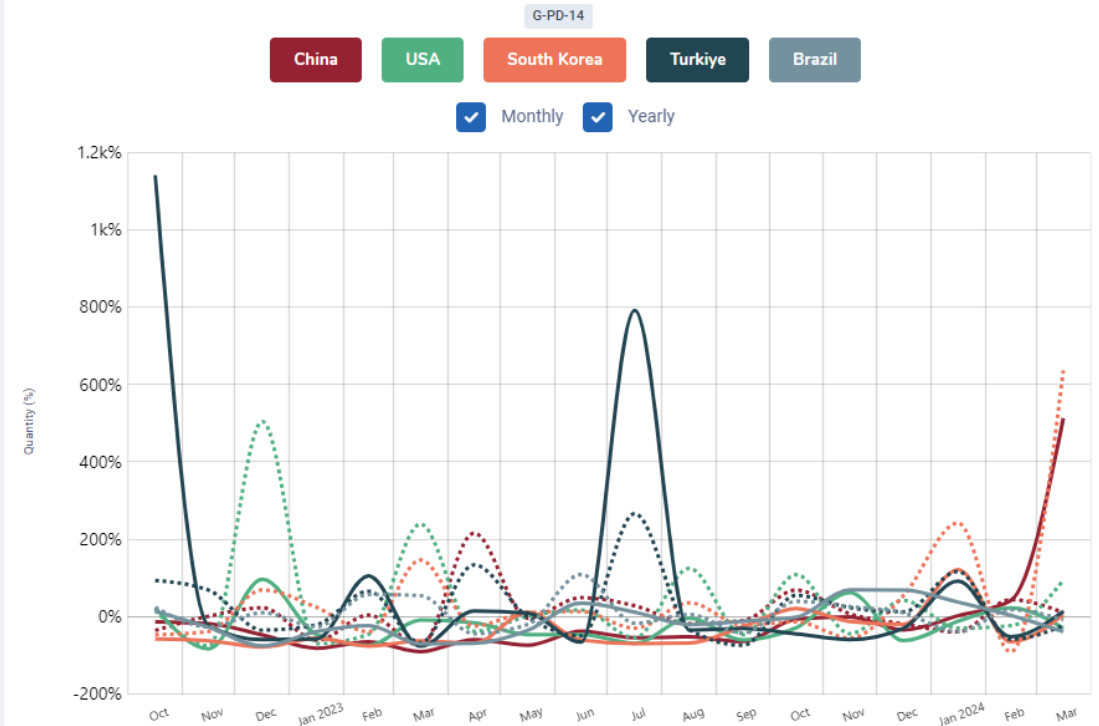


- **Top 5 Countries with the Most Imports per Month (Thousand \$):** It shows how much the top 5 countries from which the country you want to export most imported the product in the selected HS code have imported on a monthly value basis in the last 18 months.
- **Value Change of Top 5 Countries Imported by Month (%):** It shows the changes in the imports of the selected HS code of the country you want to export to in the 5 countries from which it imported the most in the last 18 months, both compared to the previous month and the same month of the previous year.

Chile 870880 Top 5 Countries with the Most Imports per Month (TON)



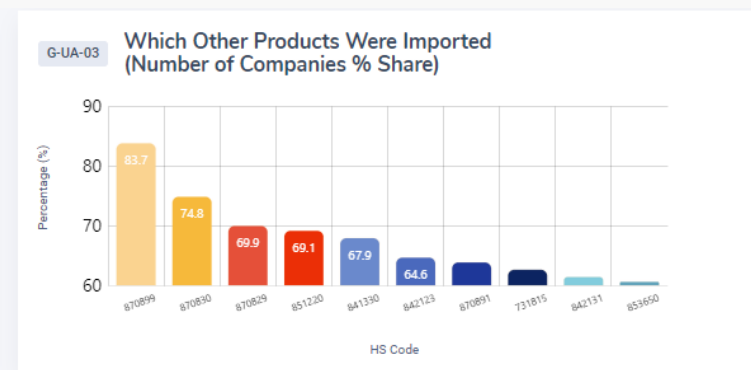
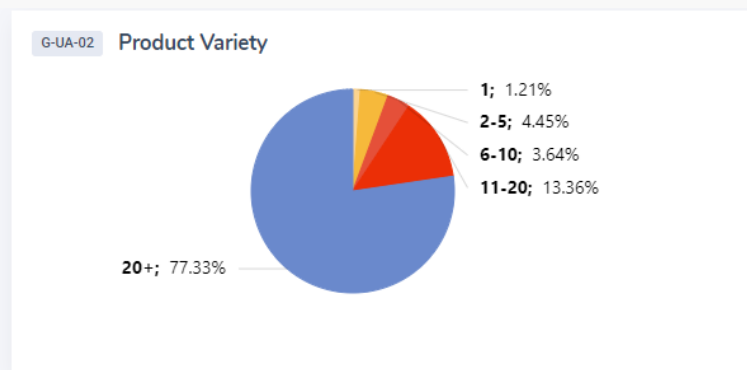
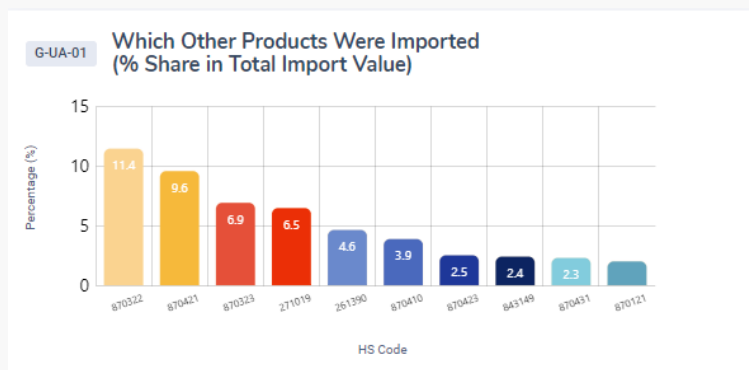
Chile 870880 Quantity Change of Top 5 Countries Imported by Month (%)



- **Top 5 Countries with the Most Imports per Month (TON):** It shows how much the country you want to export to has imported the product in the selected HS code from the top 5 countries on a monthly basis in the last 18 months.
- **Quantity Change of Top 5 Countries Imported by Month (%):** It shows the changes in the imports of the 5 countries from which the country you want to export the product in the selected HS code most in the last 18 months, compared to both the previous month and the same month of the previous year.

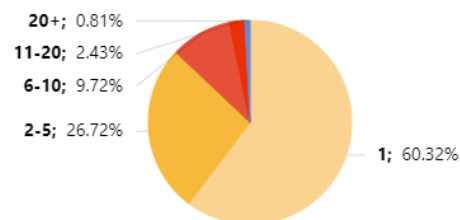
# PRODUCT ANALYSIS



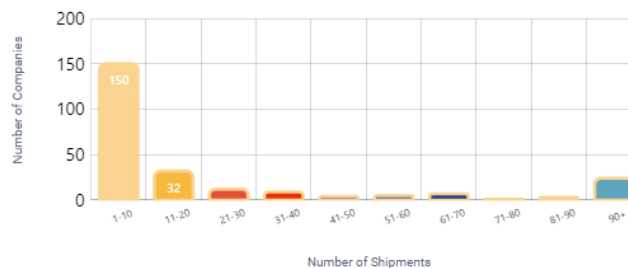


- **Which Other Products Were Imported (% Share in Total Import Value):** The chart reflects proportionally how much import budget the companies that imported the selected HS code spent on which other products in the last 12 months.
- **Product Variety:** The graph shows how many different 6-digit HS codes the companies importing the selected HS code have imported with this product, and in what percentage.
- **Which Other Products Were Imported (Number of Companies % Share):** The chart lists what other products the companies importing the selected HS code have imported in the last 12 months, depending on the ratio of the number of companies.

G-UA-04 Country Diversity



G-UA-05 Number of Companies by Last Year Shipment Record



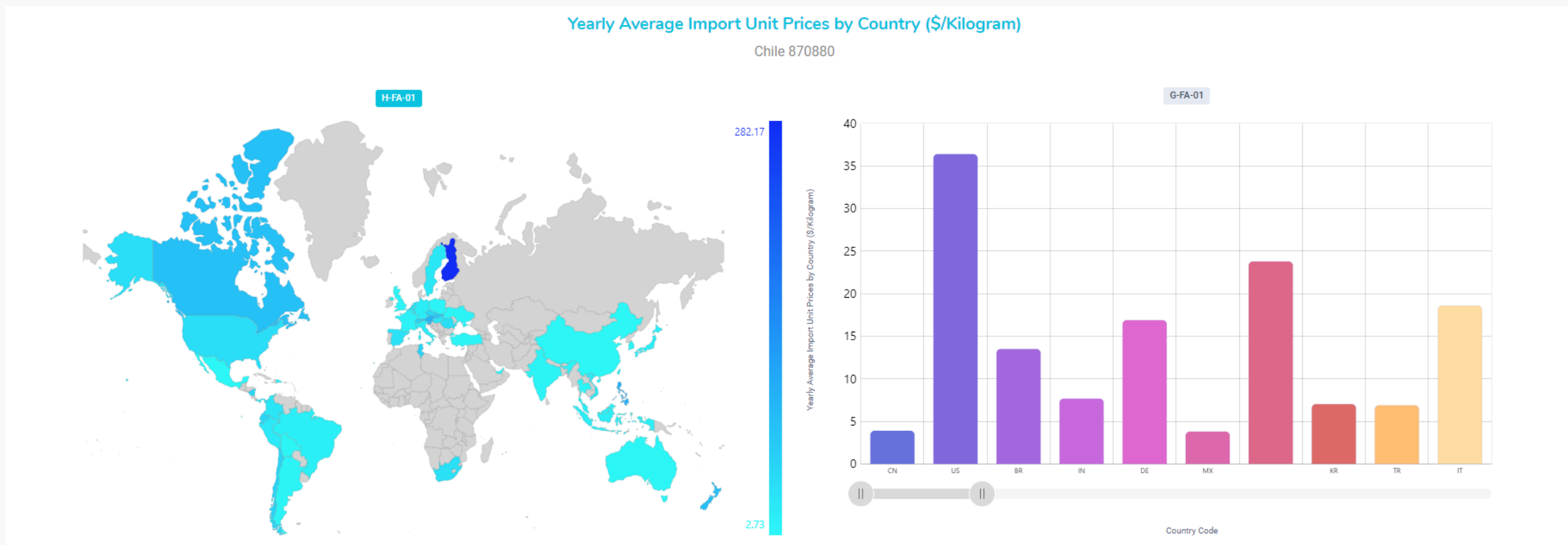
G-UA-06 Changes in Imports of Companies in the Last 3 Years



- **Country Diversity:** The chart shows how many different countries the companies importing the selected HS code import this product from.
- **Number of Companies by Last Year Shipment Record:** The chart shows the number of companies importing the selected HS code according to the number of shipments in the last 12 months.
- **Changes in Imports of Companies in the last 3 Years:** It analyzes the change on a value basis by comparing the import volumes of the last 3 years of the companies that have imported the selected HS code in the last year.

# PRICE ANALYSIS

- **Yearly Average Import Unit Prices by Country (\$/Kilogram):** The map and graph reflect the import unit prices by country for the imports of the country you want to export to in the selected HS code in the last 12 months.
- The map is colored according to the unit prices in the countries, and the colors become darker as the unit price increases.



- Average Monthly Import Unit Prices by Countries (\$/Kilogram):** It reflects the monthly average import unit prices by country for the imports of the country you want to export to in the HS code selected in the last 12 months.

**Chile 870880 Average Monthly Import Unit Prices by Countries (\$/Kilogram)**

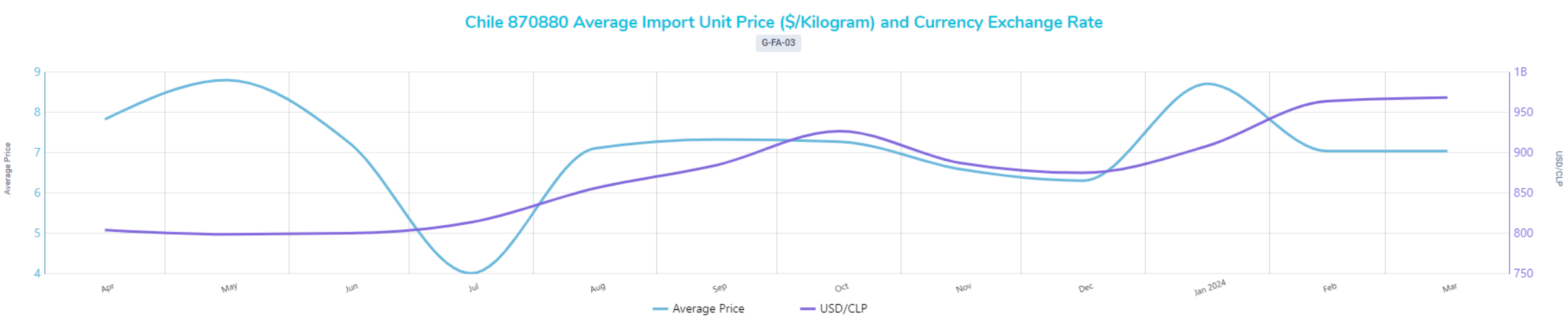
T-FA-01

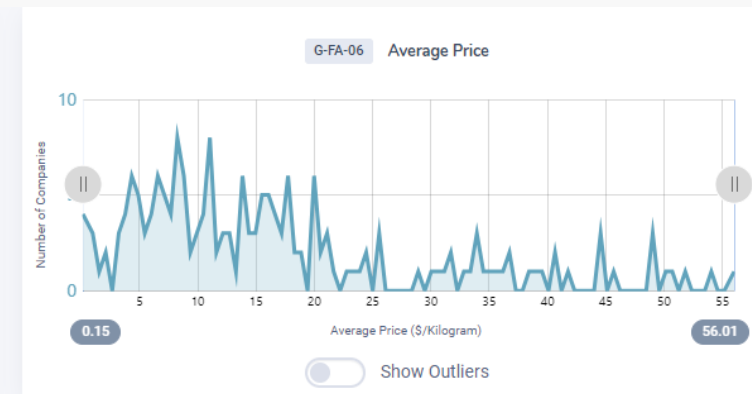
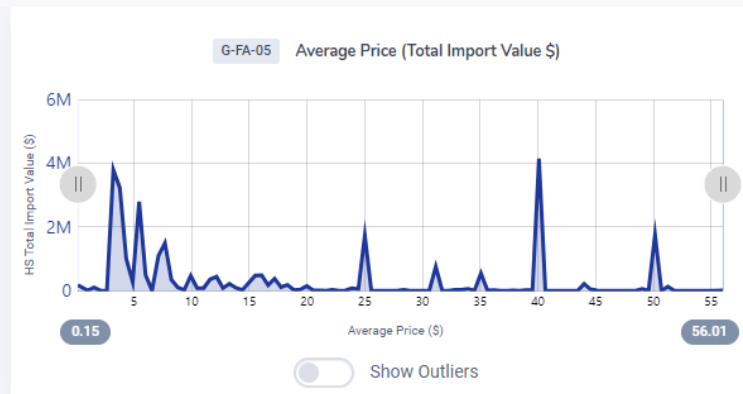
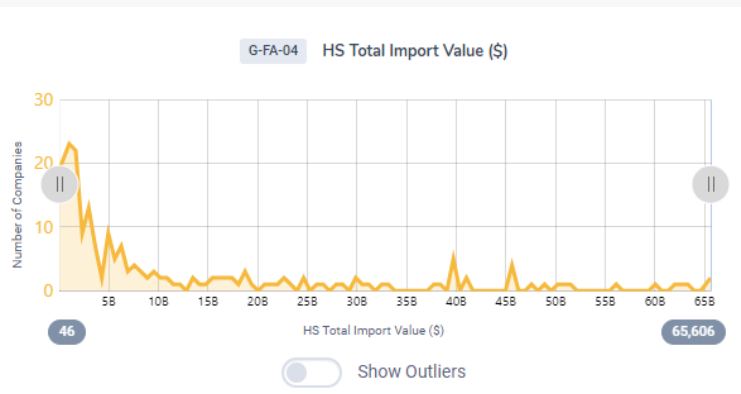
Search by countries Shown: 10 ▾

Countries	2023/April	2023/May	2023/June	2023/July	2023/August	2023/September	2023/October	2023/November	2023/December	2024/January	2024/February	2024/March
World	7.82	8.79	7.24	4.01	7.10	7.32	7.27	6.58	6.30	8.70	7.03	7.03
South African Republic	-	36.75	-	-	-	19.24	34.96	59.81	-	-	50.95	-
Viet Nam	57.44	-	-	-	-	-	-	-	10.28	-	18.11	10.44
USA	37.47	25.68	35.27	38.23	43.76	41.88	30.11	40.17	31.87	42.05	39.66	36.62
United Kingdom	23.88	46.91	39.75	47.41	20.12	35.85	23.28	15.73	52.75	20.44	0.29	10.87
Ukraine	-	7.50	-	-	-	-	-	-	-	-	-	-
Taiwan	15.21	-	-	75.92	25.75	-	15.80	6.64	10.93	13.47	-	-
Turkiye	7.62	7.27	7.78	8.18	5.82	7.24	7.61	5.84	7.73	5.98	10.06	5.35
Tunisia	-	51.29	-	-	-	-	-	-	-	-	-	-
Thailand	13.00	26.93	22.03	8.98	63.18	2.97	8.85	34.46	24.05	24.53	6.72	33.67

« < 1 2 3 4 5 ... 6 > » 1 - 10 of 51

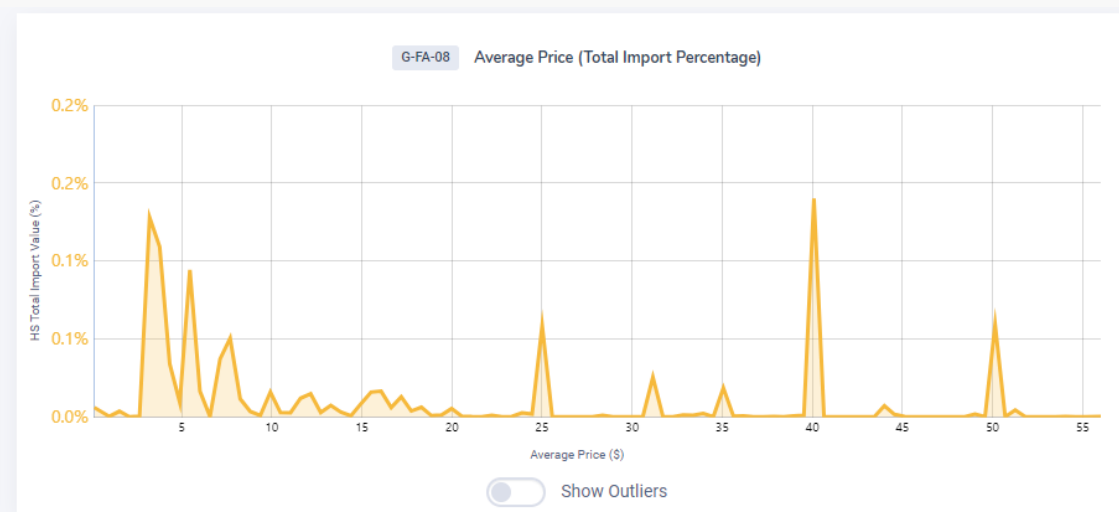
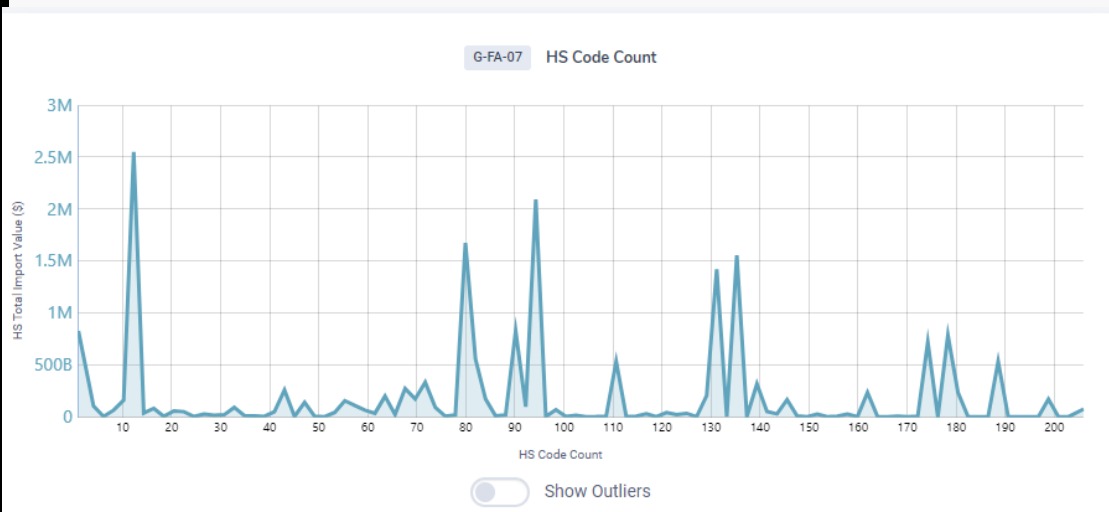
- Average Import Unit Price (\$/Kilogram) and Currency Exchange Rate:** The chart displays the performance of the country you want to export to against the average import unit price and USD/CLP parity in the last 12 months.





**Show Outliers:** These are extreme values that are considered inappropriate for the data set when compared to other data. It shows values that are greater than the last value in HS Total Import Value (on the x-axis) shown in the chart.

- **HS Total Import Value:** The chart shows the number of companies according to the total import values of the product in the selected HS code in the last 12 months.
- **Average Price (Total Import Value \$):** The chart shows the total imports of the product in the selected HS code based on average unit prices in the last 12 months.
- **Average Price:** The chart shows the number of companies importing at that price, depending on the average unit prices of the product in the selected HS code in the last 12 months.



- **HS Code Count:** The chart compares the total import values of the companies importing the selected HS code in the last 12 months with how many different HS codes they imported.
- **Average Price (Total Import Percentage):** The chart shows the percentage of the selected HS code in the total import value according to the average price at which it was imported in the last 12 months.



# IMPORTER COMPANIES

# The Most Suitable & Qualified Importers

## Chile 870880 The Most Suitable & Qualified Importers

Filtered Firm Number / Total Firm Number: 247 / 247

TIF-01

### Importer Status

All Steady Unsteady

### Number of Supplier Companies

All One Many

### Supplier Country Count

All One Many

### Number of HS Codes Imported

All One Many

### Logistics and Custom Brokers

Show Hide

Search by Name or Industry

Shown: 10

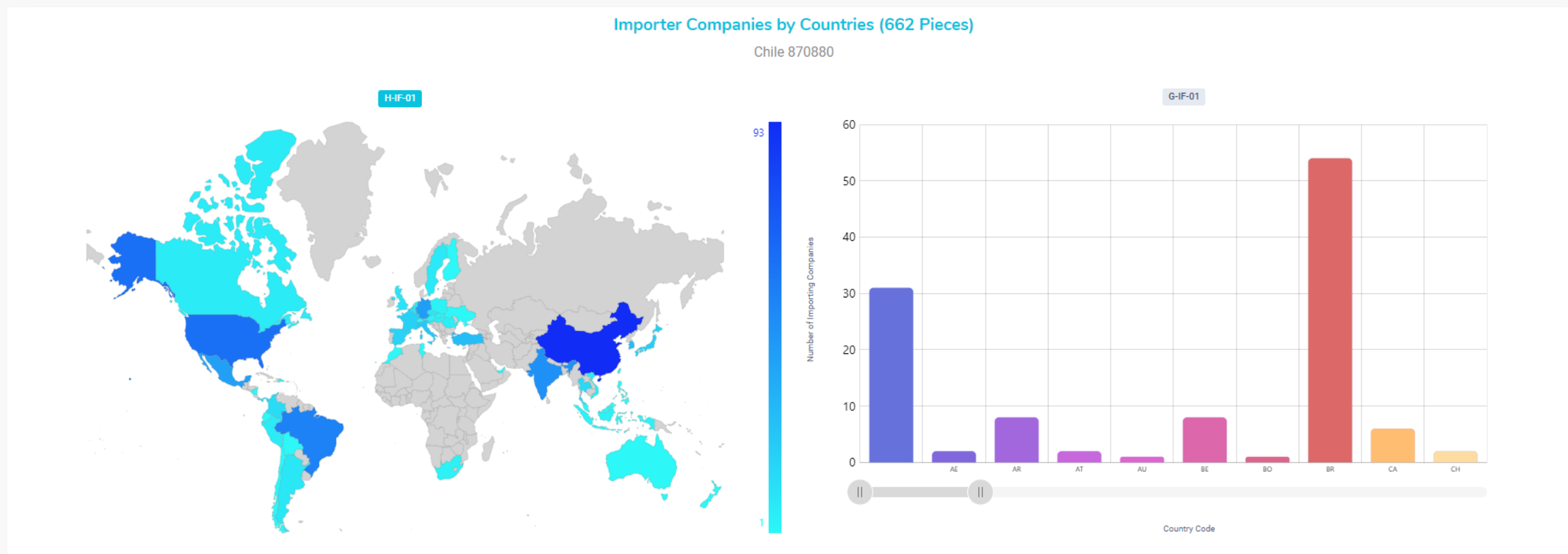
Ranking	Importer Name	Web	870880 HS Total Import Value (\$)	Total Import Value (\$)	Market Share	Number of Shipments	Avg Price/Quantity (\$)	870880 Total Quantity (Kilogram)	Sector List	Import Exchange
1	GABTEC S.A.	<a href="https://www.gabtec.cl">https://www.gabtec.cl</a>	\$2,500,096	\$3,624,347	8.45%	158	\$5.57	448,969	Automotive and Sub-Industr...	↓
2	REFAX CHILE S.A.	<a href="https://www.refax.com">https://www.refax.com</a>	\$2,090,841	\$50,904,956	7.07%	368	\$3.42	611,712	Automotive and Sub-Industr...	↓
3	CONTITECH NORTH AMERICA		\$124,232	\$124,232	0.42%	3		0	Automotive and Sub-Industry	↔
4	GABTEC		\$203,518	\$208,341	0.69%	55	\$4.06	29,911	Automotive and Sub-Industry	↑
5	FINNING CHILE S.A.	<a href="https://www.finning.com">https://www.finning.com</a>	\$4,141,074	\$1,351,352,704	14%	549	\$40.13	103,198	Automotive and Sub-Industr...	↑
6	STEMCO KAISER INCORPORATED	<a href="https://www.stemco.com">https://www.stemco.com</a>	\$61,771	\$81,711	0.21%	33		0	Automotive and Sub-Industr...	↔
7	IMPORTADORA BICIMOTO LTDA.	<a href="https://www.bicimoto.cl">https://www.bicimoto.cl</a>	\$1,438,887	\$10,831,334	4.86%	218	\$3.47	414,672	Automotive and Sub-Industr...	↓
8	DERCO CHILE REPUESTOS S.p.A.	<a href="https://www.derco.cl">https://www.derco.cl</a>	\$314,849	\$47,830,244	1.06%	533	\$9.98	28,993	Automotive and Sub-Industr...	↔
9	COMERCIAL KAUFMANN S.A.	<a href="https://www.kaufmann.cl">https://www.kaufmann.cl</a>	\$1,724,116	\$331,480,768	5.83%	673	\$25.17	68,468	Automotive and Sub-Industr...	↔
10	SKC SERVICIOS AUTOMOTRICES S.A.		\$40,958	\$79,500,144	0.14%	32	\$33.79	1,212	Machinery and Parts, Autom...	↑

1 2 3 4 5 ... 25

1 - 10 of 247

- **The Most Suitable & Qualified Importers:** The Most Suitable Importer companies are ranked according to their import potential by using artificial intelligence and data science technologies on many parameters such as the size of the importer company, the distance between the country you are in and the country you want to export to, the amount of imports, the frequency of imports, the number of suppliers it imports from. In addition, logistics companies and irrelevant companies are eliminated through created algorithms.
- **Importer Status:** It shows the continuity of imports of importing companies in the last 3 years. A company is a continuous importer if it has imported every year for 3 years.
- **Number of Supplier Companies:** It shows the number of suppliers (foreign export companies from which it imports) for Import Companies. (Companies that import from only 1 supplier or import from more than 1 supplier for this product can be filtered.)
- **Supplier Country Count:** For Importer Companies, it shows the number of countries they supply (import). (Those that have imported from only 1 country in the last year or companies that have imported from more than 1 country for this product can be filtered.)
- **Number of HS Codes Imported:** It is possible to filter whether importing companies import using only one HS code or more than one HS Code. The product diversity of import companies is shown.
- **Logistics and Custom Brokers:** You can choose whether logistics and customs companies will be shown in the list of importer companies.

- Importer Companies by Countries:** The map and chart list the countries from which the importers in the country you want to export import the product in question, according to the number of companies importing from these countries.



**Potential Importers:** It allows users to focus on companies that have not imported under the selected HS code in the last year, but are predicted to import within the next 1 year. These companies are recommended using artificial intelligence and big data technologies.

**Chile 870880 Potential Importers** Filtered Firm Number / Total Firm Number: 150 / 150

TIF-02

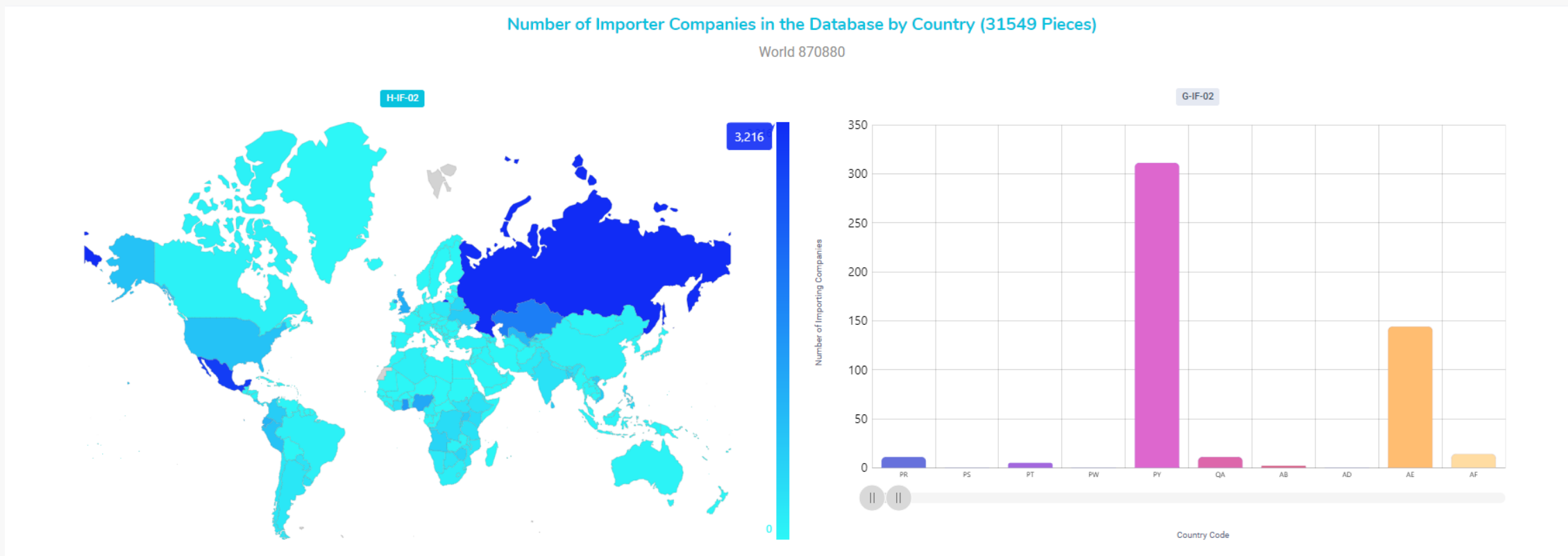
**Importer Status:** All Steady Unsteady  
**Number of Supplier Companies:** All One Many  
**Supplier Country Count:** All One Many  
**Number of HS Codes Imported:** All One Many

Search by Name or Industry Shown: 10

Ranking	Importer Name	Web	Total Import Value (\$)	Number of Shipments	Sector List	Import Exchange
1	VETO Y CIA. LTDA.	<a href="https://www.veto.cl">https://www.veto.cl</a>	\$910,298.00	315	Electrical Electronics, Air Conditioning, Machinery a...	↕
2	ARV REPRESENTACIONES LTDA.		\$156,156.00	79	Electrical Electronics, Air Conditioning, Automotive ...	↓
3	ENDRESS + HAUSER CHILE LTDA	<a href="https://www.endress.com">https://www.endress.com</a>	\$17,116,050.00	5,994	Air Conditioning, Electrical Electronics, Defense and...	↑
4	WIKA CHILE S.p.A.	<a href="https://www.wika.cl">https://www.wika.cl</a>	\$1,330,109.00	396	Air Conditioning, Electrical Electronics, Machinery a...	↕
5	UNISOURCE INGENIERIA LTDA.	<a href="https://unisource.cl">https://unisource.cl</a>	\$724,796.00	181	Electrical Electronics, Air Conditioning, Ship and Yac...	↑
6	SERVICIOS DE INGENIERIA SIGREN Y SIGREN S.A.	<a href="http://www.tecnagent.cl">http://www.tecnagent.cl</a>	\$3,129,447.00	389	Air Conditioning, Electrical Electronics, Machinery a...	—
7	ARAND MOTORS S.R.L.		\$4,571,379.00	2,062	Automotive and Sub-Industry, Machinery and Parts, ...	↑
8	REPRESENTACIONES Y SERVICIOS TIAR LTDA.	<a href="https://www.tiar.cl">https://www.tiar.cl</a>	\$3,585,010.00	394	Air Conditioning, Electrical Electronics, Defense and...	↑
9	COMERCIAL MMB S.p.A.	<a href="https://comercialmmb.cl">https://comercialmmb.cl</a>	\$13,849.00	235	Automotive and Sub-Industry, Electrical Electronics, ...	↓
10	ELECTRONICA INDUSTRIAL SCHAEDLER Y COMPA	<a href="https://www.electronicaindustrial.cl">https://www.electronicaindustrial.cl</a>	\$1,564,461.00	898	Electrical Electronics, Air Conditioning, Ferrous and ...	↕

« < 1 2 3 4 5 ... 15 > » 1 - 10 of 150

- **Number of Importer Companies in the Database by Country :** The map and graph reflect the number of importer companies that imported under the selected HS code in different countries of the world in the last 12 months.
- Average prices and total number of importers by country are also indicated on the map. The map is colored according to the number of importing companies in the countries, and the colors become darker as the number of companies increases.



# CUSTOMS DUTIES

- This section, where you can see the customs duties applied to the selected product by the country you want to export, is available for the United States, European Union Countries, Ecowas Countries, Qatar and Chile.

### Search Criteria Fields

**HS Code**

870880 x

**Importing Country**


United States

**Exporting Country**

Turkiye

**Product Description**

Product Description

 Search

### Customs Duties

T-GV-01 USA - Customs Duty Rates - 2023 Search Collapse All

HS Code	Description	General	Special	Other	Turkiye
870880	- Suspension systems and parts thereof (including shock-absorbers)				
8708.80.1	Suspension systems (including shock absorbers):				
8708.80.1.1	For tractors suitable for agricultural use:				
8708.80.03.00	McPherson struts	Free_1		Free	Free
8708.80.05.00	Other	Free_1		Free	Free
8708.80.1.2	For other vehicles:				
8708.80.13.00	McPherson struts	2.5%_1	Free (A,AU,B,BH,CL,CO,D,E,IL,JO,KR,MA,OM,P,PA,PE,S,SG)	25%	2.5%
8708.80.16.00	Other	2.5%_1	Free (A,AU,B,BH,CL,CO,D,E,IL,JO,KR,MA,OM,P,PA,PE,S,SG)	25%_1	2.5%
8708.80.2	Parts:				
8708.80.51.00	Of tractors suitable for agricultural use	Free_1		Free	Free
8708.80.55.00	Of other tractors (except road tractors)	Free_1		27.5%	Free
8708.80.2.1	Other:				
8708.80.60.00	Of cast iron	Free_1		Free	Free
8708.80.65	Other	2.5% <u></u>_1	Free (A,AU,B,BH,CL,CO,D,E,IL,JO,KR,MA,OM,P,PA,PE,S,SG)	25%_1	2.5% <u></u>
8708.80.65.10	Beam hanger brackets				
8708.80.65.90	Other				



# USING THE PRODUCT DESCRIPTION FILTER

- You can use the “Product Description” button to filter your search results under a specific 6-digit HS code.
- For example, below is a screenshot of a US import of HS: 071340 for an exporter in France. According to these filters, 239 companies are listed.

The screenshot shows the MARKET CALCULUS interface with the following search criteria:

- HS Code: 071340
- Importing Country: United States
- Exporting Country: France
- Product Description: Product Description

Summary statistics for the search results:

- Number of Supplier Companies: All (selected), One, Many
- Supplier Country Count: All (selected), One, Many
- Number of HS Codes Imported: All (selected), One, Many
- Logistics and Custom Brokers: Show, Hide
- Filtered Firm Number / Total Firm Number: 239 / 239
- Shown: 10

Importer Name	Web	071340 HS Total Import Value (\$)	Total Import Value (\$)	Market Share	Number of Shipments	Avg Price/Quantity (\$)	071340 Total Quantity (Kilogram)	Sector List	Import Exchange	
...	<a href="https://shaktigroupusa.com">https://shaktigroupusa.com</a>	\$241,591	\$2,850,468	5.86%	38	\$1.80	134,342	Cereals, Pulses, Oilseeds, Fu...	⬆️	
...	<a href="https://www.mahashree.com">https://www.mahashree.com</a>	\$322,985	\$455,292	6.64%	43	\$0.75	432,625	Cereals, Pulses, Oilseeds	⬆️	
3	VIKIX TRADING IMPORTACAO E EXPORTAC	\$0	\$0	0.31%	2	\$0.00	180,767	Cereals, Pulses, Oilseeds	⬆️	
4	DIANA CORPORACION S.A.S.	<a href="https://www.dianacorp.com">https://www.dianacorp.com</a>	\$0	\$0	0.31%	2	\$0.00	211,411	Cereals, Pulses, Oilseeds, Ot...	⬇️
5	ASHIRWAD TRADERS	\$0	\$0	0.77%	5	\$0.00	730,850	Cereals, Pulses, Oilseeds	⬆️	
6	FLAMARIMPEX - REPRESENTACOES COMERC	<a href="https://flamarimpex.com.br">https://flamarimpex.com.br</a>	\$0	\$0	0.77%	5	\$0.00	125,295	Cereals, Pulses, Oilseeds	⬆️
7	ETG COMMODITIES INC.	<a href="https://etgworld.com">https://etgworld.com</a>	\$0	\$179,970	0.15%	1	\$0.00	26,050	Cereals, Pulses, Oilseeds, Ot...	⬇️
8	JORGE E. GALLARDO F. SOCIEDAD	\$0	\$0	0.46%	3	\$0.00	226,350	Cereals, Pulses, Oilseeds	⬆️	
9	SARL. YASMINE DAIRY	\$0	\$0	0.46%	3	\$0.00	790,125	Cereals, Pulses, Oilseeds	⬆️	
10	PULSES SPLITTING & PROCESSING INDUS	<a href="https://www.usapulses.org">https://www.usapulses.org</a>	\$0	\$0	0.31%	2	\$0.00	1,003,400	Cereals, Pulses, Oilseeds	⬆️

- However, the code HS: 071340 – Lentils covers both red and green lentils. If you want to focus only on GREEN lentils, you can do the same search by adding “GREEN” in the Product Description field, which will filter out shipments containing this keyword in the product description field.
- As seen below, 71 of the 239 lentil importers in the USA imported green lentils:

The screenshot shows the Market Calculus interface. The search criteria are set to HS Code 071340, Importing Country United States, and Product Description green. The search results show 71 filtered firms out of a total of 239. The table below lists the top 10 importers.

Importer Name	Web	071340 HS Total Import Value (\$)	Total Import Value (\$)	Market Share	Number of Shipments	Avg Price/Quantity (\$)	071340 Total Quantity (Kilogram)	Sector List	Import Exchange
COFFERY S.A.	<a href="http://www.agenciasescoffery.com">http://www.agenciasescoffery.com</a>	\$0	\$0	1.65%	2	\$0.00	125,215	Cereals, Pulses, Oilseeds, C...	↓
ITIES INC.	<a href="https://etgworld.com">https://etgworld.com</a>	\$0	\$179,970	0.83%	1	\$0.00	26,050	Cereals, Pulses, Oilseeds, Ot...	↓
3 FERNANDO JAVIER TERAN RUIZ		\$0	\$0	1.65%	2	\$0.00	150,213	Cereals, Pulses, Oilseeds, Ot...	↓
4 SOBERANA S.A.S.		\$0	\$0	0.83%	1	\$0.00	303,960	Cereals, Pulses, Oilseeds	↓
5 SURTIABARROTES INTERNACIONAL S.A.S.	<a href="https://surtiabarrotos.com">https://surtiabarrotos.com</a>	\$0	\$0	0.83%	1	\$0.00	99,799	Cereals, Pulses, Oilseeds, Ot...	↓
6 SRI ANNAI AGENCIES		\$0	\$0	1.65%	2	\$0.00	839,650	Cereals, Pulses, Oilseeds	↕
7 ASHIRWAD TRADERS		\$0	\$0	3.31%	4	\$0.00	629,310	Cereals, Pulses, Oilseeds	↕
8 STEPHEN BENTO		\$0	\$0	4.13%	5	\$0.00	302,034	Cereals, Pulses, Oilseeds	↕
9 MAHASHREE INC	<a href="https://www.mahashree.com">https://www.mahashree.com</a>	\$65,191	\$455,292	8.26%	10	\$0.72	90,125	Cereals, Pulses, Oilseeds	↕
10 MOORTHY TRADERS		\$0	\$0	0.83%	1	\$0.00	76,000	Cereals, Pulses, Oilseeds	↕

# MARKET CALCULUS

<https://app.marketcalculus.ai/>

[info@marketcalculus.ai](mailto:info@marketcalculus.ai)