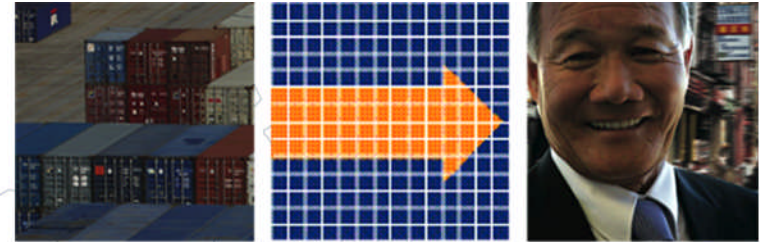


PIERS Global Intelligence
Solutions

Cargo Accumulation and Modeling
May 6, 2009

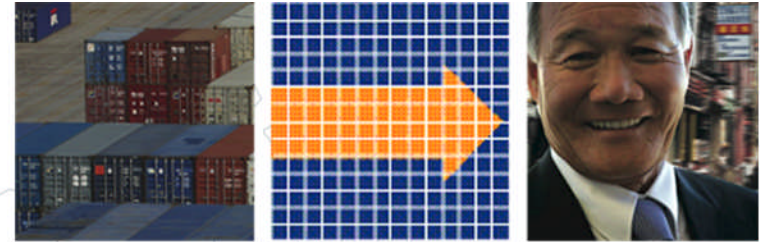


Agenda



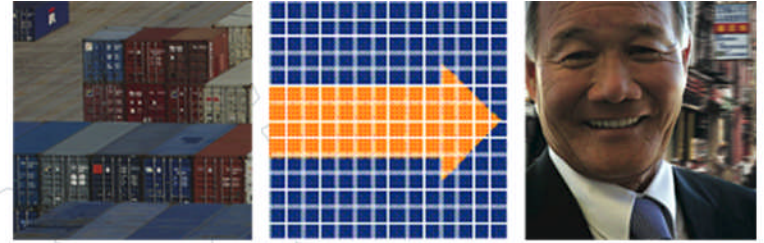
- ⚙ ABOUT PIERS®-Company Overview
- ⚙ Why Insurers Use PIERS
- ⚙ Tools that can help

Company Overview



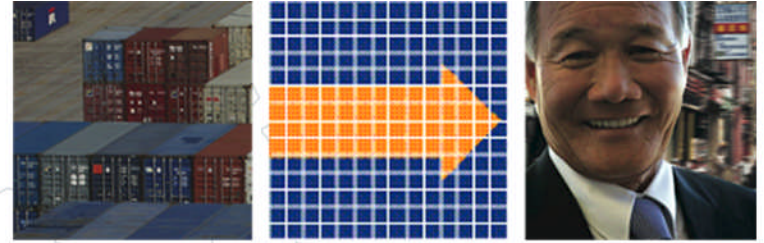
- PIERS offers the most comprehensive database on U.S. trade and waterborne cargo.
- Historical roots go back to the 1827 founding of The Journal of Commerce by S.B. Morse.
- PIERS was launched over 30 years ago as the JOC's first venture into electronic information.

Data Collection



- Data is from manifests and bills of lading.
- New data is loaded weekly from U.S. Customs.
- Covers ports in U.S. and Latin America.
- Over 12 million bills of lading collected annually:
 - PIERS gathers and verifies all records for accuracy and completeness.
 - PIERS translates the raw data into intelligible shipping records in a format that has become the industry standard.
 - PIERS subjects its data to a series of audits, and adds detail such as harmonized tariff codes and estimated value of cargoes.

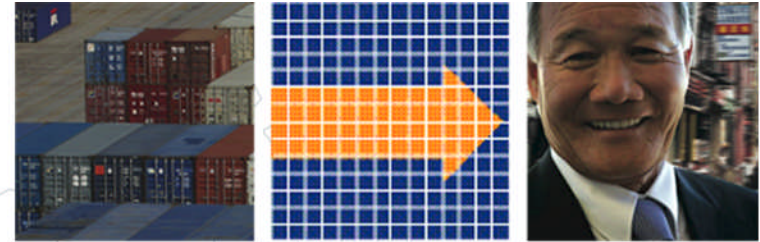
Why Use PIERS



PIERS database reveals the details of global trade to help companies find out:

- Who is transporting goods
- What is the estimated dollar value and volume of goods
- Where goods are being transported to and from (cargo flow)

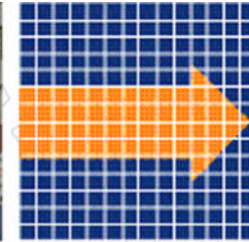
Portfolio of Risks



- PIERS has an online tool that can provide you with accurate data;
- PIERS can specify what is in each container;
- PIERS can identify where each shipment is during a specific period in time;
- Let PIERS tell you what is on each vessel.



Real World Examples



TradeIntelligence **PIERS.com**



Log Out | Help | [PIERS Home](#) > [TradeIntelligence@PIERS.com Home](#) > [TI US Waterborne Import Data](#)

Products **My Account** Search Results Reports

TI US Waterborne Import Data
TI US Waterborne Export Data

Other Features
Customer Support
Feedback
Data Load Stats



NEW SEARCH [Search Tips](#)

* Indicates REQUIRED FIELD

Search Name :

* Select a Search Template :

BASIC ADVANCED MISCELLANEOUS

Search Dates

* From_Arrival_Date: (Max. Date Span : 366 days)

* To_Arrival_Date: (Use "MM/DD/YYYY" format for dates)

Basic Fields

SHIPPER/ SUPPLIER: [Remove](#)

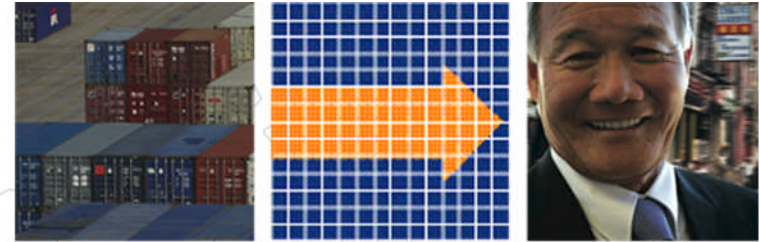
Add Fields



Company of interest



Results...



TI US Waterborne Import Data
TI US Waterborne Export Data
Other Features
 Customer Support
 Feedback
 Data Load Stats

Additional Data Now Available

SEARCH RESULTS (LIST) [Results Tips](#)

Search : John Deere
 View : Shipper/ Arrival Date/ Products
 Views : **Matches : 1445**

[Back to Search](#) [Go to Reports >>](#)

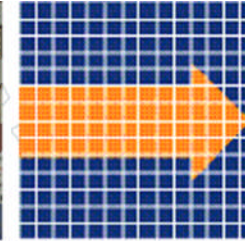
Page Size : 20 records

Pages : 1 2 3 4 5 6 7 8 9 10 [Next](#) Page 1

Detail	SHIPPER/ SUPPLIER	From_Arrival_Date	PRODUCTS	Mark
	MARUBENI CORPORATION (JOHN DEERE)1-4-2, OHEMACHICHIYODA-KU100 8088 JP	01/03/2008	NEW JOHN DEERE EXCAVATOR 135C RTS INVOICE NO.7KP01092	<input type="checkbox"/>
	JOHN DEERE EQUIPMENT PVT. LTD.EOU UNIT,OFF PUNE - NAGAR ROAD, SANASWADIPUNE 412208 IN	01/04/2008	NEW MANUFACTURED 16 TRACTORS WITH NO FIELD US E.	<input type="checkbox"/>
	JOHN DEERE LIMITED166-170 MAGNESIUM DRIVE4132 CRESTMEADAU	01/04/2008	ENVIRO CRATES	<input type="checkbox"/>
	JOHN DEERE LIMITED166-170 MAGNESIUM DRIVE4132 CRESTMEADAU	01/04/2008	FAULTY HYDRO KITS EDN:AAJWTPH7W	<input type="checkbox"/>
	JOHN DEERE EQUIPMENT PVT. LTD.EOU UNIT,OFF PUNE - NAGAR ROAD, SANASWADIPUNE 412208 IN	01/04/2008	NEW MANUFACTURED 88 TRACTORS WITH NO FIELD US E	<input type="checkbox"/>
	JOHN DEERE IBERICA, SACARRETERA DE TOLEDO KM 12,200GETAFE28905	01/04/2008	NEW AND UNUSED PARTS AND COMPO NENTS FOR NEW AGRICULTURAL MAC HINES. H.S. CODE: 8432.90	<input type="checkbox"/>
	JOHN DEERE IBERICA, SACARRETERA DE TOLEDO KM 12,200GETAFE28905	01/04/2008	NEW AND UNUSED PARTS AND COMPO NENTS FOR NEW AGRICULTURAL MAC HINES. H.S. CODE: 8432.90	<input type="checkbox"/>
	ADVANCED CUSTOMS SERVICE ON BEHALFOF : JOHN DEERE LTD2 MAURICE RDPENROSE	01/06/2008	EMPTY STEEL CRATES 179 EMPTY STEEL CRATES 20 EMPTY PLASTIC CRATES	<input type="checkbox"/>
	JOHN DEERE LTD2 JOHN DEERE CRTPARKWEST	01/06/2008	STEEL PACKAGING CRATES.	<input type="checkbox"/>

Different views to see products, weight, foreign port and others

Bill of Lading



Print Close

<p>SHIPPER JOHN DEERE FORESTRY OY LOKOMONKATU 21 TAMPERE 33100 FI</p>	<p>CONSIGNEE JOHN DEERE C E COMPANY 1515 5TH AVENUE MOLINE IL 61265 1367 US</p>																		
<p>NOTIFY PARTIES DHL DANZAS AIR OCEAN 3100 69 TH AVENUE SUITE 2 MOLINE IL</p>																			
<p>PACKAGING INFORMATION</p> <table style="width: 100%;"> <tr> <td>Weight(kg) : 6,500.00</td> <td>Measure : 31 MM</td> </tr> <tr> <td>Quantity : 1 UNITS</td> <td>TEUS : 0.00</td> </tr> </table>		Weight(kg) : 6,500.00	Measure : 31 MM	Quantity : 1 UNITS	TEUS : 0.00														
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Quantity : 1 UNITS	TEUS : 0.00																		
<p>SHIPMENT DETAIL</p> <table style="width: 100%;"> <tr> <td>Carrier : WALLENIUS WILHELMEN LINES</td> <td>Country of Origin : FINLAND</td> </tr> <tr> <td>SCAC : WLWH</td> <td>Coastal Region : EAST COAST</td> </tr> <tr> <td>Vessel : TOREADOR</td> <td>US Port : 1001 NEW YORK</td> </tr> <tr> <td>Voyage : EA907</td> <td>For Port : 42870 BREMERHAVEN</td> </tr> <tr> <td>B/L : WLWHDE867876</td> <td>US Dest : NEW YORK CITY, NEW YORK</td> </tr> <tr> <td>Pre Carrier : KOTKA, FINLAND</td> <td>For Dest :</td> </tr> <tr> <td>Lloyd's Code : 9375288</td> <td>Mode of Transport : 10</td> </tr> <tr> <td>Imbond Code : 00</td> <td>Arrival Date : 02/26/2009</td> </tr> <tr> <td>Estimated Value : \$46,067.63</td> <td></td> </tr> </table>		Carrier : WALLENIUS WILHELMEN LINES	Country of Origin : FINLAND	SCAC : WLWH	Coastal Region : EAST COAST	Vessel : TOREADOR	US Port : 1001 NEW YORK	Voyage : EA907	For Port : 42870 BREMERHAVEN	B/L : WLWHDE867876	US Dest : NEW YORK CITY, NEW YORK	Pre Carrier : KOTKA, FINLAND	For Dest :	Lloyd's Code : 9375288	Mode of Transport : 10	Imbond Code : 00	Arrival Date : 02/26/2009	Estimated Value : \$46,067.63	
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	<ul style="list-style-type: none"> • WJ11 • WJ11 																		
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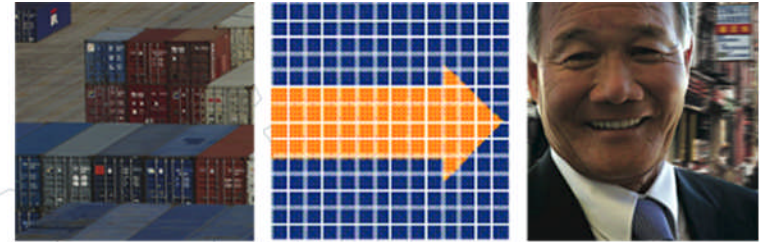
Shipper Details

Estimated Value

Commodity Description



Advanced Search



Search Dates	
* From_Arrival_Date:	01/01/2009 (Max. Date Span : 366 days)
* To_Arrival_Date:	03/31/2009 (Use "MM/DD/YYYY" format for dates)

Basic Fields	
PRODUCTS:	<input type="text"/> Remove
COUNTRY OF ORIGIN:	<input type="text"/> Lookup Remove
U.S. PORT OF ARRIVAL:	<input type="text"/> Lookup Remove
Add Fields <input type="button" value="Add"/>	

Advanced Fields	
SHIPPER/ SUPPLIER/ COMMODITY:	<input type="text"/> Remove
NAME SEARCH:	<input type="text"/> Remove
FGN FINAL DEST:	<input type="text"/> Lookup Remove
BL #:	<input type="text"/> Remove
Add Fields <input type="button" value="Add"/>	

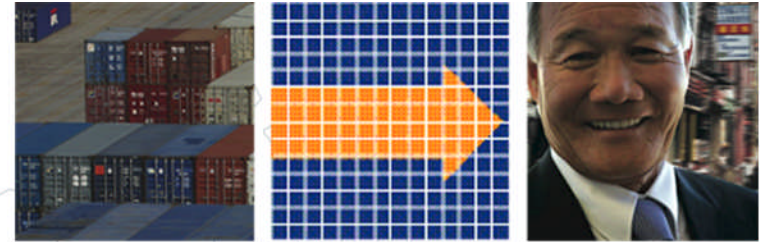
Miscellaneous Fields	
VESEL VOYAGE:	EA907 Remove

You can find all the shippers on one voyage

Search by Arrival Dates

Search by Voyage Number

Final Data



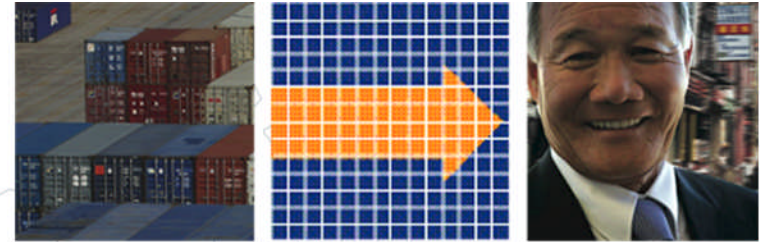
B58		
1	2	3
1	SHIPPER	SADDR1
4	ADAM OPEL GMBH Count	
10	ATLAS COPCO AIRPOWER NV Count	
12	AUBERT DUVAL Count	
15	AUBERT DUVAL HOLDING FORTECH PAM Count	
38	BAYERISCHE MOTOREN WERKE AG Count	
40	BAYERISCHE MOTOREN WERKE AKTIENGESE Count	
42	BILL OAKLEY Count	
44	BOLTON COPPER LIMITED Count	
46	BOSCHUNG INTERNATIONAL Count	
49	CARGOTEC SWEDEN AB Count	
51	CEVA LOGISTICS NETHERLANDS B V Count	
53	CHAD CUOMO Count	
58	CNH UK LTD Count	
60	COLIN WOODHOUSE Count	
63	DAIMLER AG Count	
65	DUSTIN BAUER Count	
67	EDWIN L BUFFINGTON Count	
69	ENERGOSERVIS SA Count	
71	FOMAS SPA Count	
73	FRATERNITE NOTRE DAME Count	
77	JAGUAR CARS EXPORTS LTD Count	
79	JAGUAR CARS LTD Count	
81	JAMES PALMER CAIN Count	
84	JCB SALES LIMITED Count	
86	JEFFREY S COFFMAN Count	
89	JOHN DEERE FORESTRY OY Count	

List of the clients that are on one vessel

Expanded detail shows all of the information provided on the bill of lading

1	A	B	C	D	E	F	G
1	SHIPPER	SADDR1	SADDR2	SADDR3	CONSIGNEE	CADDR1	CADDR2
2	ADAM OPEL GMBH	BAHNHOFSPLATZ 1	MAINZER STRASSE BUILDING K65	RUSSELSHEIM	GM ENGINEERING N A	6400 EAST 12 MILE RD	WARREN
3	ADAM OPEL GMBH	BAHNHOFSPLATZ 1	RUSSELSHEIM	65423 DE	GM NA ENGINEERING	6490 EAST 12 MILE ROAD	BLDG 32
4	ATLAS COPCO AIRPOWER NV	BOOMSESTEENWEG 957	WILRIJK 2610	BE	ATLAS COPCO COMPRESSORS INC.	1800 OVERVIEW DRIVE	ROCK HIL
5	ATLAS COPCO AIRPOWER NV	BOOMSESTEENWEG 957	WILRIJK 2610	BE	ATLAS COPCO COMPRESSORS INC.	1800 OVERVIEW DRIVE	ROCK HIL
6	ATLAS COPCO AIRPOWER NV	BOOMSESTEENWEG 957	WILRIJK 2610	BE	RING POWER CORPORATION	500 WORLD COMMERCE	PKWY 706
7	ATLAS COPCO AIRPOWER NV	BOOMSESTEENWEG 957	WILRIJK 2610	BE	RING POWER CORPORATION	500 WORLD COMMERCE PKWY	ROGER A
8	ATLAS COPCO AIRPOWER NV	BOOMSESTEENWEG 957	WILRIJK 2610	BE	RING POWER CORPORATION	500 WORLD COMMERCE	ROGER A
9	AUBERT DUVAL	75 BO DE LA LIBERATION	PH 33561684618	PAMIERS	MIDSTATE MACHINE	1501 VERTI DR	PH 800 34
10	AUBERT DUVAL HOLDING FORTECH PAM	75 BOULEVARD DE LA LIBERATION	PH 33561684618	PAMIERS	MIDSTATE MACHINE	1501 VERTI DRIVE	PH 800 34
11	AUBERT DUVAL HOLDING FORTECH PAM	75 BOULEVARD DE LA LIBERATION	PAMIERS	09102 FR	MCSWAIN MANUFACTURING	382 CIRCLE FREEWAY	CINCINN
12	BAYERISCHE MOTOREN WERKE AG	PETUELRING 130	MUENCHEN	80788 DE	BMW OF NORTH AMERICA LLC	300 CHESTNUT RIDGE ROAD	WOODCLI
13	BAYERISCHE MOTOREN WERKE AG	PETUELRING 130	MUENCHEN	80788 DE	GREINER KERRY L	309 STATE STREET APT 3G	WATERTC
14	BAYERISCHE MOTOREN WERKE AG	PETUELRING 130	MUENCHEN	80788 DE	BMW OF NORTH AMERICA LLC	300 CHESTNUT RIDGE ROAD	WOODCLI
15	BAYERISCHE MOTOREN WERKE AG	PETUELRING 130	MUENCHEN	80788 DE	HARKNESS SHEA T	7506 ELIZABETH STREET	LA VISTA
149	STANLEY V SWEET Count						
151	TANFIELD ENGINEERING SYSTEMS LIMITE Count						
153	THE LONDON CAB COMPANY LTD Count						
156	YAN HOOL N Y Count						
163	VOLVO CAR CORPORATION Count						
175	VOLVO CAR INTERNATIONAL CORPORATION Count						
177	WARREN L RELAFORD Count						
179	WITHAM SPECIALIST VEHICLES LTD Count						
180	Grand Count						

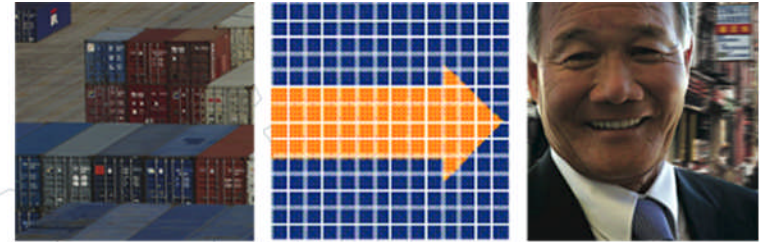
Final Data



Find out which ports have the most volume from a shipper

COMPANY	USPORT	TEUS	PCT
EUROPEAN CAR IMPORTER IN THE US	CHARLESTON	11,059	60.21
EUROPEAN CAR IMPORTER IN THE US	NEW YORK	3,175	17.29
EUROPEAN CAR IMPORTER IN THE US	SAVANNAH	1,836	10.00
EUROPEAN CAR IMPORTER IN THE US	OAKLAND	747	4.07
EUROPEAN CAR IMPORTER IN THE US	LOS ANGELES	691	3.76
EUROPEAN CAR IMPORTER IN THE US	NEW ORLEANS	514	2.80
EUROPEAN CAR IMPORTER IN THE US	LONG BEACH	229	1.25
EUROPEAN CAR IMPORTER IN THE US	PHILADELPHIA	52	0.28
EUROPEAN CAR IMPORTER IN THE US	HOUSTON	36	0.20
EUROPEAN CAR IMPORTER IN THE US	NORFOLK	22	0.12
EUROPEAN CAR IMPORTER IN THE US	JACKSONVILLE	5	0.03

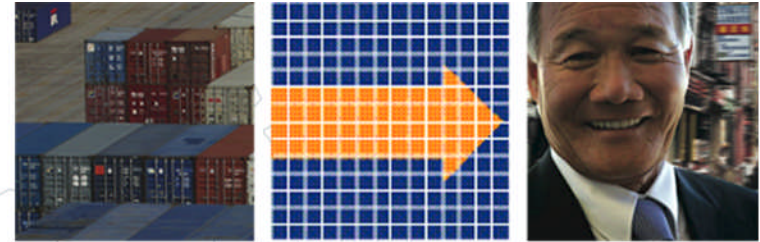
Final Data



Find out which countries ship the most volume

COMPANY	COUNTRY	TEUS	PCT
EUROPEAN CAR IMPORTER IN THE US	AUSTRIA	3,016	16.42
EUROPEAN CAR IMPORTER IN THE US	BELGIUM	4	0.02
EUROPEAN CAR IMPORTER IN THE US	CHINA P	1	0.01
EUROPEAN CAR IMPORTER IN THE US	FRANCE	16	0.09
EUROPEAN CAR IMPORTER IN THE US	GERMANY	15,258	83.08
EUROPEAN CAR IMPORTER IN THE US	JAPAN	1	0.01
EUROPEAN CAR IMPORTER IN THE US	NETHLDS	50	0.27
EUROPEAN CAR IMPORTER IN THE US	NORWAY	9	0.05
EUROPEAN CAR IMPORTER IN THE US	P RICO	6	0.03
EUROPEAN CAR IMPORTER IN THE US	SWEDEN	1	0.01
EUROPEAN CAR IMPORTER IN THE US	U KING	4	0.02

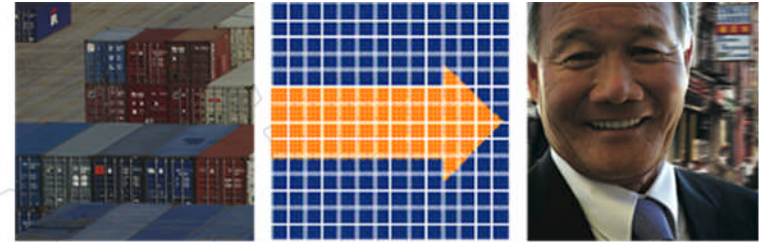
Final Data



Find out which months have the highest volume

COMPANY	MTH	TEUS	PCT1
EUROPEAN CAR IMPORTER IN THE US	2008 03	1,855	10.10
EUROPEAN CAR IMPORTER IN THE US	2008 04	1,751	9.53
EUROPEAN CAR IMPORTER IN THE US	2008 05	1,811	9.86
EUROPEAN CAR IMPORTER IN THE US	2008 06	1,472	8.01
EUROPEAN CAR IMPORTER IN THE US	2008 07	1,464	7.97
EUROPEAN CAR IMPORTER IN THE US	2008 08	1,902	10.36
EUROPEAN CAR IMPORTER IN THE US	2008 09	1,487	8.10
EUROPEAN CAR IMPORTER IN THE US	2008 10	1,708	9.30
EUROPEAN CAR IMPORTER IN THE US	2008 11	1,310	7.13
EUROPEAN CAR IMPORTER IN THE US	2008 12	1,501	8.17
EUROPEAN CAR IMPORTER IN THE US	2009 01	1,115	6.07
EUROPEAN CAR IMPORTER IN THE US	2009 02	990	5.39

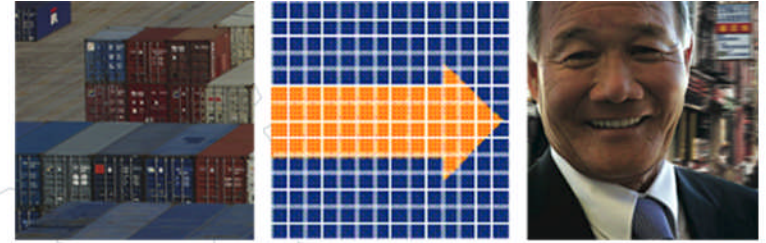
Trade Horizons



Quarterly Report & Forecast on U.S. Container Trade

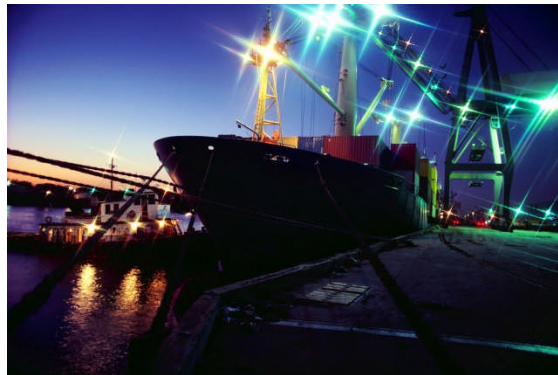
Trade Horizons reports actual trade, measured in twenty-foot equivalent units (TEUs), for the most recent two years, and forecasts volumes two years out for 12 trade regions as well as U.S. import-export trade as a whole. Information is provided on top trading partners, top commodities, and top carriers by region.

PIERS Global Intelligence



Provides you with ...

- A complete source of timely, accurate data on U.S. and international import and export markets
 - The most complete picture of what's happening in your industry
 - More detail about international trade than any other source in the world



QUESTIONS?