

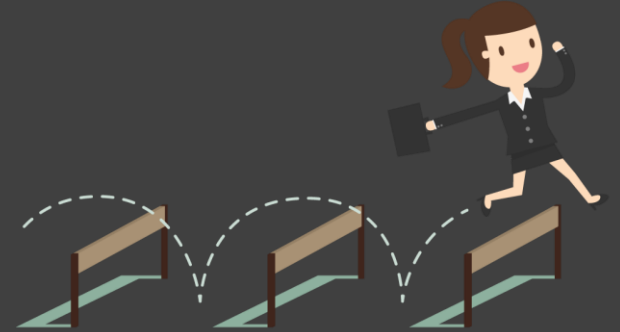


OAiB
ORTA ANADOLU
İHRACATÇI BİRLİKLERİ

TİCARİ İSTİHBARAT YÖNTEMLERİ VE DİJİTAL PAZAR ARAŞTIRMASI

FİRMALAR İHRACATTA NERELEDE TAKILIYORLAR ?

- HEDEF PAZAR TESPİTİ YAPAMAMAK
- SADECE FUARLARA KATILARAK SONUÇ ALMAYA ÇALIŞMAK
- İLETİŞİMİN DİĞER ARAÇLARINI KULLANMAMAK
- MEVCUT PAZARLARDA SÜRDÜRÜLEBİLİRLİK SAĞLAYAMAMAK
- HEDEF MÜŞTERİ BİLGİLERİNE ULAŞAMAMAK
- MÜŞTERİLERİN FİNANSAL BİLGİ/ İSTİHBARAT EKSİKLİĞİ
- STRATEJİ VE PLANLAMANIN OLMAYIŞI
- İHRACAT PAZARLAMASININ BİLEN ELEMAN EKSİKLİĞİ
- DEVLET YARDIMLARININ BİLİNMEYİŞİ/KULLANILMAYIŞI
- YANLIŞ B2B YAKLAŞIMLARI
- FİRMANIN KENDİNİ BİLMİYİŞİ
- RAKİPLERİN BİLİNMEMESİ
- SADECE TÜRK RAKİPLERİN MÜŞTERİLERİNE YÖNELİNMESİ

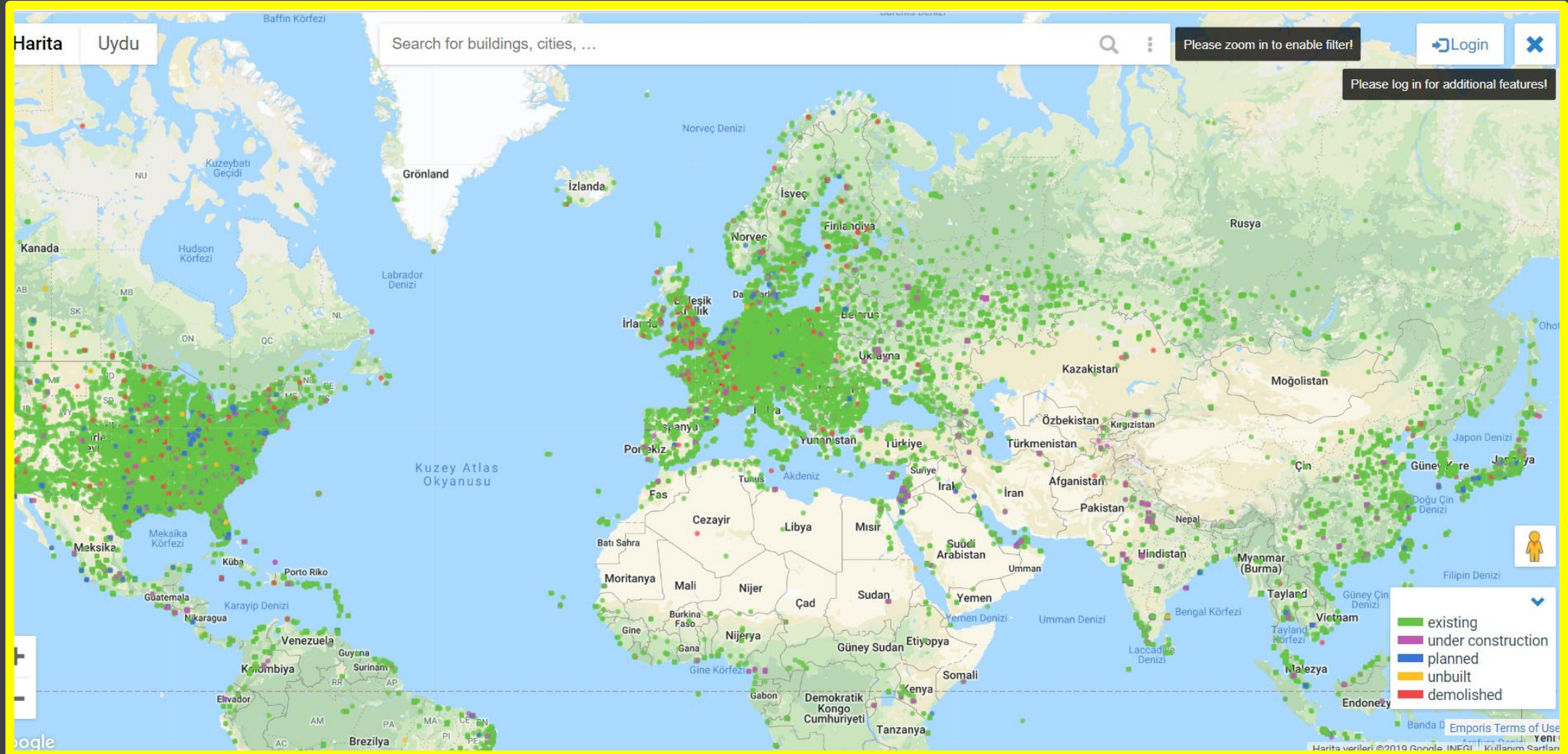


TİCARİ BİLGİDEKİ DEĞİŞİM

- DÜNYA ÇAPINDA TİCARİ AKIŞLARA, TEK BİR ÜRÜN BAZINDA, GÜNCEL VE İSTATİSTİKSEL OLARAK ERİŞİM
- BAZI ÜLKELERİN GÜMRÜK KAYITLARININ AÇILMASI.
- FİRMALARLA İLGİLİ FİNANSAL BİLGİLERE VE BATAN FİRMALARIN BİLGİLERİNE ERİŞİM
- TİCARİ BİLGİ KAYNAKLARINA ERİŞİMİN KOLAYLAŞMASI VE BİLGİ İNDEKSLERİNİN GÜÇLENMESİ.
- İNTERNETİN TİCARİ BİLGİ AÇISINDAN TİCARİ BİLGİ ARAMASI YAPILABİLECEK BİR ALAN OLARAK GELİŞMESİ.
- BİLGİNİN “HASSASLIK” VE “KESİNLİĞİ”NİN ARTMASI
- NİTELİKLİ PAZAR ARAŞTIRMALARININ SAYISI VE NİTELİĞİNDEKİ ARTIŞ
- ALERT SİSTEMLERİ VE YENİ NESİL REHBERLERİN DOĞUŞU
- TEKNİK İSTİHBARAT

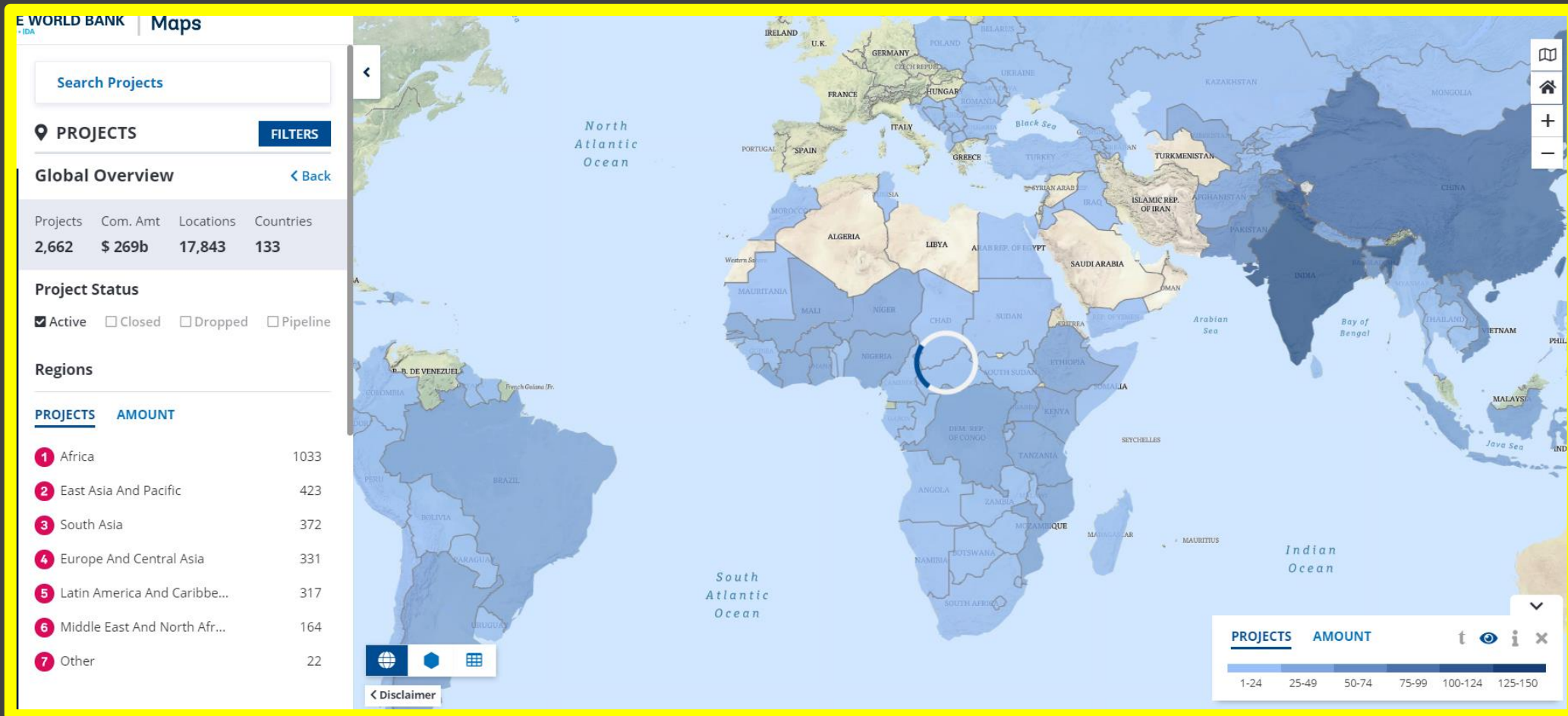
WORLD BUILDING MAP

<https://www.emporis.com/buildings/map#c=36.276292,40.044317&z=5>



WORLD BANK PROJECTS MAP

<https://maps.worldbank.org/>



UK IMPORTERS MAP GTIP 610310 MANCHESTER

<https://www.uktradeinfo.com/TradeTools/ImportersDetails/Pages/ImportersSearch.aspx>

Untitled map
2 views
All changes saved in Drive

MANCHESTER 61031090 Importe...
Sequence of numbers

1 row couldn't be shown on the map. Fix errors highlighted red in the data table. [Open data table](#) [Dismiss](#)

- 1 A Y TRADERS LTD
- 2 AIM APPAREL MCR LTD
- 3 AMETROS FACILITIES MAN...
- 4 AMMAR TRADING LIMITED
- 5 ASHTAL LINK LTD
- 6 AUBR LTD
- 7 BARSAT LIMITED
- 8 CHANGSHUN TRADING (UK)...
- 9 DIFFUSE (UK) LTD
- 10 DITZY FASHION LTD
- 11 DYTECNA ENVIRONMENTAL...
- 12 FACTORS & CO LTD

Map data ©2019 Terms

MANCHESTER STREET VIEW BROUGHTON LANE



TİCARİ BİLGİDEKİ DEĞİŞİM

570242 – Makine Halısı

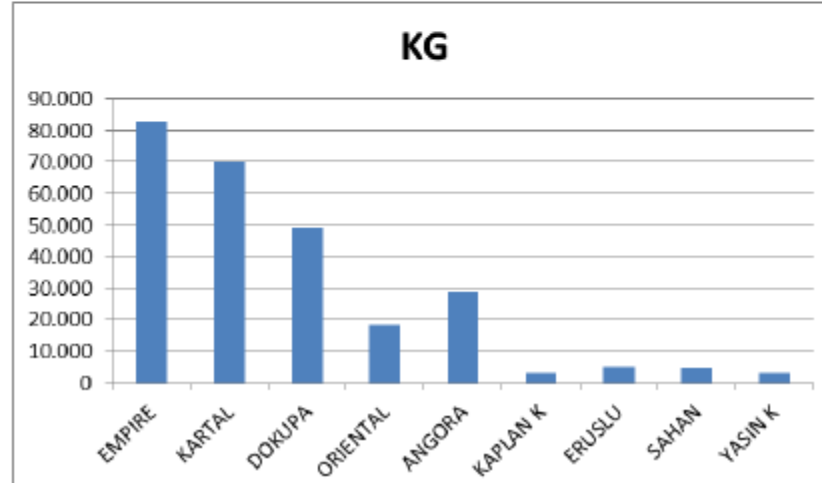


**ABD- HEDEF PAZAR
HALI İTHALATÇILARI**

TİCARİ BİLGİDEKİ DEĞİŞİM

4. COURISTAN INC.

EXPORTER	KG	%
EMPIRE	82.771	31,3
KARTAL	69.940	26,4
DOKUPA	48.860	18,5
ORIENTAL	18.339	6,9
ANGORA	28.760	10,9
KAPLAN K	3.300	1,2
ERUSLU	5.100	1,9
SAHAN	4.490	1,7
YASIN K	3.160	1,2
TOPLAM	264.720	



TİCARİ BİLGİDEKİ DEĞİŞİM

Adres: Couristan Two Executive Drive, Fort Lee, NJ 07024
Tel.: (800) 223-6186 Fax: (201) 585-8552
WEB: <http://www.couristan.com/> info@couristan.com



TİCARİ BİLGİDEKİ DEĞİŞİM

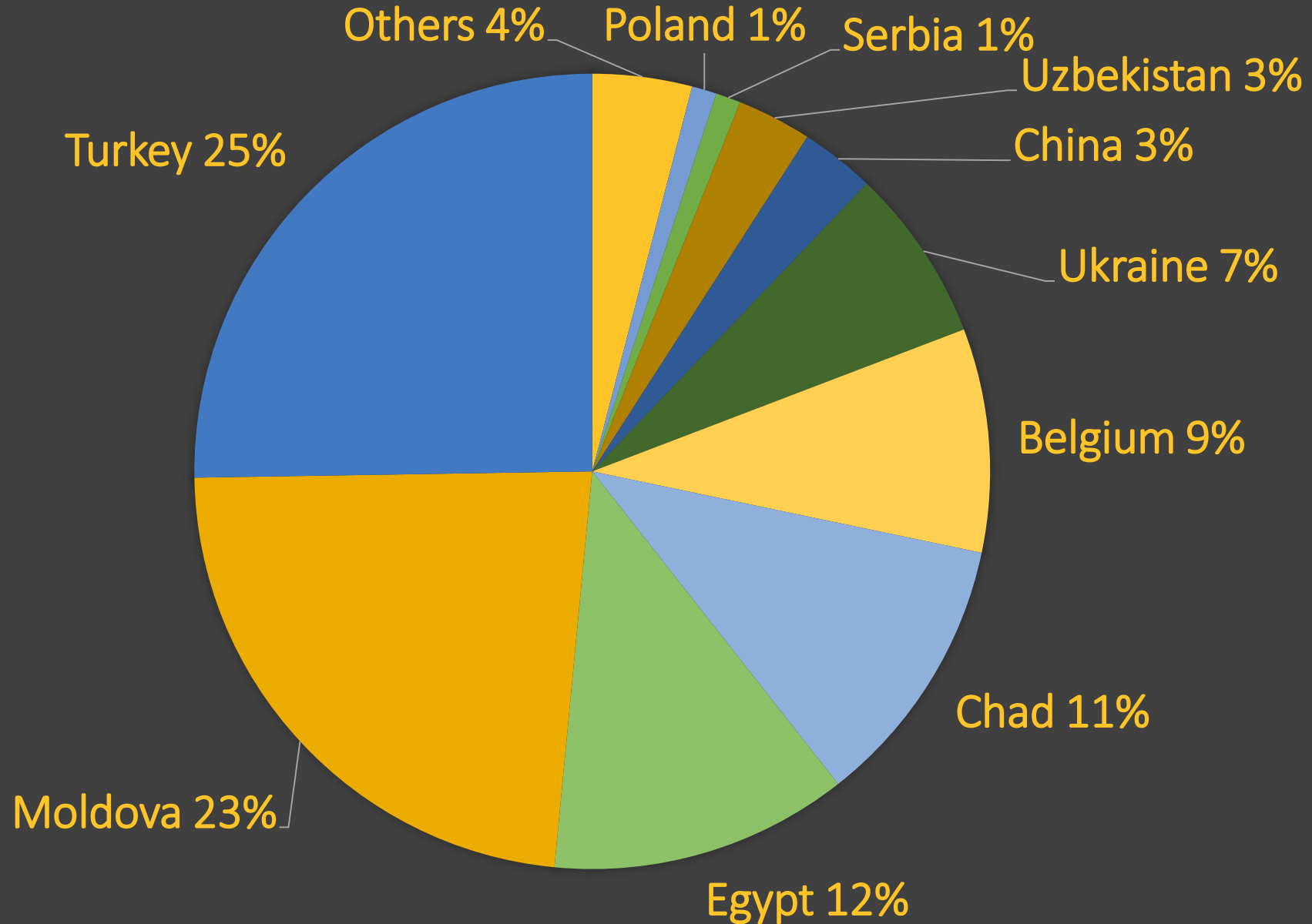
Alpin Hali www.alpincarpet.com



SİNGAPUR

HALI VE DÖŞEMELİK KUMAŞ
TOPTANCILARI

KAZAKİSTAN'A HALI İHRACAT EDEN ÜLKELER



FİRMALARIN RİSK DURUMLARI

Credit Risk Assessment

Risk Rating

B2 (Lower Medium Risk)

Date of Update

14/01/2017

NOTES;

RISK RATING SCALE: A1, A2, B1, B2, C1, C2, D1, D2, E1, E2, NT (NOT TRADING), NC (NOT CALCULABLE)

FİRMALARIN FİNANSAL TABLOLARI

CONSOLIDATED: -	AUDITOR: -		AUDITOR'S OPINION: -		
	BALANCE SHEET (AMOUNT IN EUR)	2015	CHANGE %	2014	CHANGE%
ASSETS	21,581,119	11.63	19,332,457	11.54	17,332,283
FIXED ASSETS	6,420,292	-0.12	6,427,962	9.67	5,860,939
FIXED TANGIBLE ASSETS	6,349,734	-0.57	6,386,036	9.32	5,841,510
LAND	1,049,171	5.23	997,019	-	0
BUILDINGS	939,243	-5.94	998,553	-43.06	1,753,731
MACHINERY AND EQUIPMENT	638,604	11.72	571,624	-80.46	2,925,101
PLANTS	3,012,532	-3.00	3,105,587	-	0
VEHICLES	0	-	0	-	366,596
OTHER FIXED TANGIBLE ASSETS	0	-	0	-	21,474

FİRMA BİLGİ FORMATLARI DEĞİŞİYOR

TAX REGISTR ATION NUMBER	COMPAN Y NAME	COUNTRY	ADRESS	TOWN	INTERN ATION AL DIALIN G CODE	TELEPHON E	FAX	URL	EMAIL	ACTIVITY GROUP	EXECUTIVE NAME	YEAR ESTAB LISHED	LEGAL ENTITY	NUMBER OF EMPLOYE ES	TURNOV ER© LAST FISCAL YEAR 2015	NET INCOME LOSS © LAST FISCAL YEAR
1111544 511	ACM	BULGARI A	GATSO MILTOW 5	MONTA NA	(+359)	096391533 , 096371515	0963 0075 5	http: //w ww. acm- mon tana. com	office@ac m- montana.c om	(Chemicals- Gases_Paints)	KIRIL IVANOV	2002	Owner limited illability company	180	97.123.8 73£	6.314.89 6£
1070592 76	BALDZHI EVI-91	BULGARI A	ZELENIK OVETS9	SEVILLEV O	(+359)	067533282 067535086	0675 3428 5	http: //w ww. bale a- bg.c om	balea@ab v.bg	(Agriculture Products)	DRAGOMIR BALDZHIEV, MASHA BALDZHIEV	1999	illability company	91	93.213.5 08£	3.784.53 9£
1261800 65	EURO FERT	BULGARI A	3,EAST uNDUST RY	DIMITRO VGRAD	(+359)	039165530	0391 6553 0	http: //w ww. euro fert. bg	zivanova@ eurofert.b g	(Chemicals- Gases_Paints)	PETAR KRASTEREV	1999	AD- Joint Stock Company	52	67.257.7 82£	1.063.90 6£
8314524 70	BASF	BULGARI A	118,BUSI NESS CENTER ABAKUS	SOFIA	(+359)	029152034	0291 5203 4	http: //w ww. basf. bg	Yullana.nil kolova@b asf.com	(Chemicals- Gases_Paints)	MARINA TAFRA	1993	Owner limited illability company	44	55.701.1 04£	1.423.48 6£
1176796 03	DMW	BULGARI A	VODEN1 4,ENTR. 1,N.2,SP T.3	RUSE	(+359)	081172204	0811 7220 4	http: //w ww. dmv. bg	Dmv.ecod @gmail.co m	Lubricants- (liquiefed Gases)	DEISLAVA SAVOVA	2007	Owner limited illability company	140	53.972.2 57£	1.140.63 0£

ABD BÖLGESEL İTHALAT

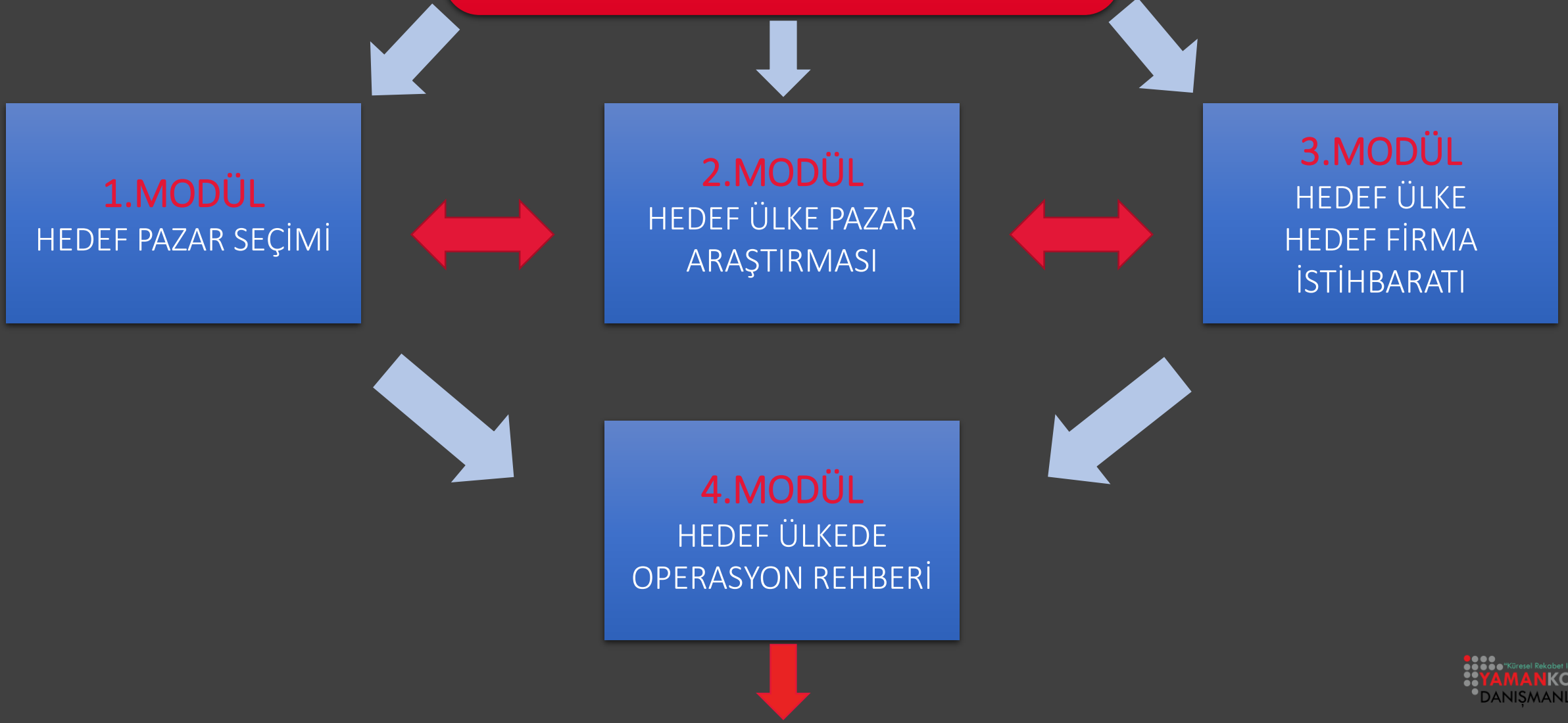
JEWELLERY: Customs Value by District, Country Name and Customs Value for ALL Countries

U.S. Imports for Consumption

Quarterly data for 2016

DISTRICT	COUNTRY	HTS NUMBER	FIRST QUARTER	SECOND QUARTER	THIRD QUARTER
			IN ACTUAL DOLLARS		
-	Taiwan	711319 JEWELRY AND PARTS THEREOF, OF PRECIOUS METAL OTHER THAN SILVER	1,066,050	7,5	0
-	Thailand	711319 JEWELRY AND PARTS THEREOF, OF PRECIOUS METAL OTHER THAN SILVER	45,781,860	102,871,092	56,243,189
-	Turkey	711319 JEWELRY AND PARTS THEREOF, OF PRECIOUS METAL OTHER THAN SILVER	31,840,090	39,442,288	39,173,675
-	United Kingdom	711319 JEWELRY AND PARTS THEREOF, OF PRECIOUS METAL OTHER THAN SILVER	10,848,506	26,965,313	15,317,087
-	Vietnam	711319 JEWELRY AND PARTS THEREOF, OF PRECIOUS METAL OTHER THAN SILVER	183,999	436,057	123,379
Subtotal- New York ,NY			848,078,095	1,195,352,974	1,053,389,711

NOKTA ATIŞI İHRACAT



AŐAMALAR

SÜREÇ 4 BÖLÜMDEN OLUŐMAKTADIR

- HEDEF PAZARLARIN TESPİTİ
- HEDEF PAZARIN ANALİZİ
- HEDEF MÜŐTERİLERİN VE RAKİPLERİN TESPİTİ, RANDEVULARIN ALINMASI, SEYAHAT PLANIN YAPILMASI.
- OPERASYON PLANI

AMAÇ:

ULUSLARARASI PAZARLAMA, TİCARİ BİLGİ VE İSTİHBARAT SİSTEMİNİN KURULMASI, İŞLETİLMESİ, SÜRDÜRÜLEBİLİRLİĞİNİN SAĞLANMASI VE GELİŞTİRİLMESİ YOLU İLE DÜNYA ÇAPINDAKİ GELİŞMELER TEMELİNDE STRATEJİK VE TAKTİK KARARLARIN ALINABİLMESİ, HEDEF PAZARLARIN BELİRLENMESİ, MEVCUT PAZARLARDAKİ PERFORMANSIN ÖLÇÜLEBİLMESİ VE DIŞ TİCARETTE BİLGİ TEMELLİ SÜRDÜRÜLEBİLİR KARLILIĞA ULAŞMAK HEDEFLENMEKTEDİR.

İSTİHBARAT



STRATEJİ

İLETİŞİM

HİPER REKABETİ AŞMAK SÜRDÜRÜLEBİLİR KARLILIK

- TİCARİ BİLGİ - İSTİHBARAT VE İSTİHBARATA KARŞI KOYMA SİSTEMİ
- STRATEJİ VE İSTİHBARATIN BİRLİKTE KULLANIMI
- PAZAR VE RAKİP ANALİZİ İLE SÜRDÜRÜLEBİLİR KARLILIĞIN YARATILMASI

STRATEJİ MUM ATEŞİYLE
2 METALİ KAYNAK YAPABİLMEKTİR



STRATEJİNİN TANIMI

ENDS
AMAÇLAR

suitability
uygunluk

WAYS
YÖNTEMLER

acceptability
Kabul edilebilirlik

feasibility
fizibilite

MEANS
KAYNAKLAR

- FİZİBİL OLMASI: KAYNAKLAR VE YOLLAR İLİŞKİSİ, GREATER MEANS LESSER WAYS
- KABUL EDİLEBİLİRLİK: AMAÇLAR VE KAYNAKLAR İLİŞKİSİ, DAHA BÜYÜK AMA. VE DAHA AZ KAYNAK
- UYGUNLUK: YOLLAR VE AMAÇLAR İLİŞKİSİ İLE AÇIKLANABİLİR

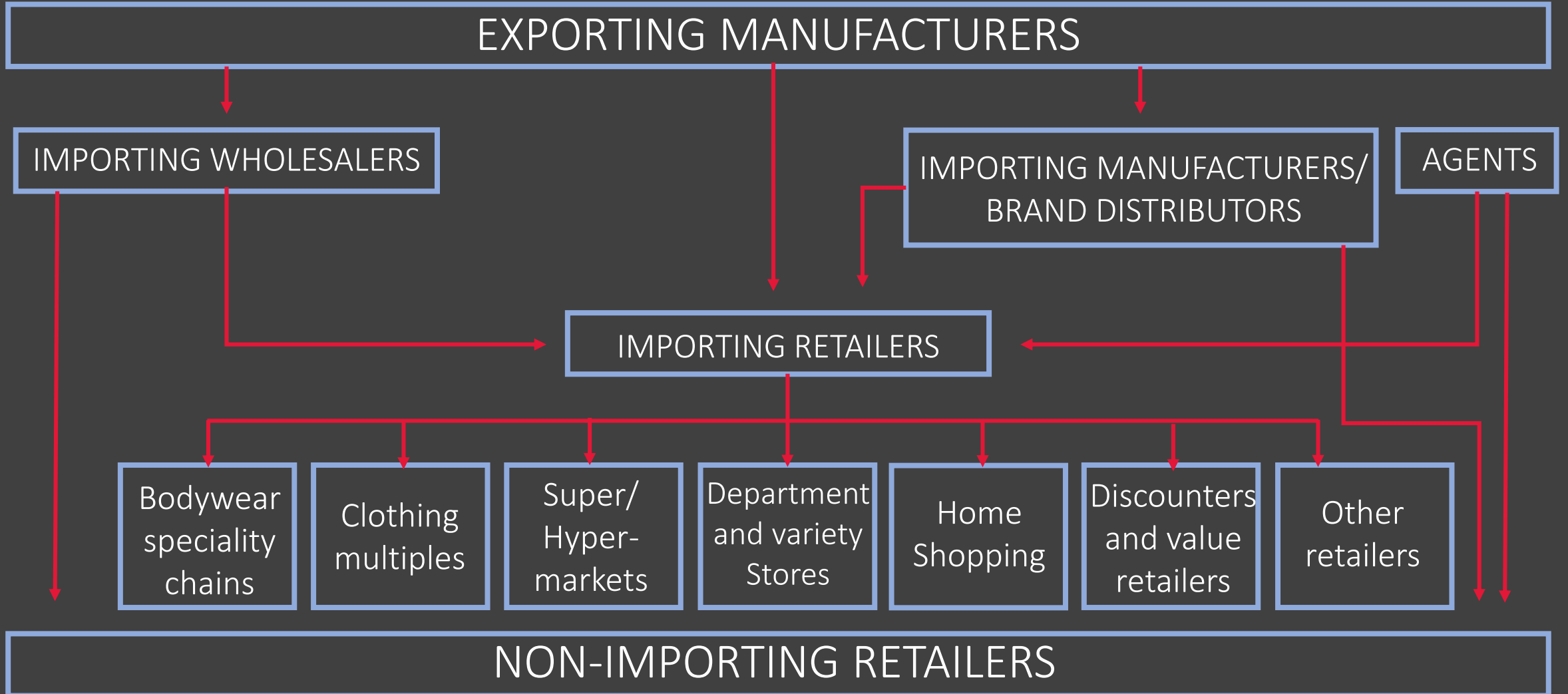
STRATEJİNİN PRENSİPLERİ

- HEDEF VE HEDEFTE ISRAR
- KOALİSYON
- AĞIRLIK MERKEZİ OLUŞTURMAK
- MANEVRA İLE İNİSİYATİVİ ELDE TUTMAK
- GÜÇ TASARRUFU SAĞLAMAK
- PLANLAMADA SADELİK

HEDEF MÜŞTERİ GRUPLARI

- A. İTHALATÇI (IMPORTER)
- B. ACENTA (AGENT)
- C. BAYİ (DISTRIBUTOR)
- D. TOPTANCI (İTHALATÇIYA DÖNÜŞEBİLİR) (WHOLESALER)
- E. PERAKENDECI (İTHALATÇIYA DÖNÜŞEBİLİR) (RETAILER)
- F. İMALATÇI (FASON İMALAT) (SUB CONTRACT)
- G. SATIN ALMA KOOPERATİFLERİ (BUYING COOPERATIVES)
- H. DEVLET VE KAMU İHALELERİ (TENDERS)
- I. LİSANS ANLAŞMALARİ (LICENCE AGREEMENT)
- J. ORTAK YATIRIM (JOINT VENTURE)

DAĞITIM AĞINA GÖRE HEDEF MÜŞTERİ

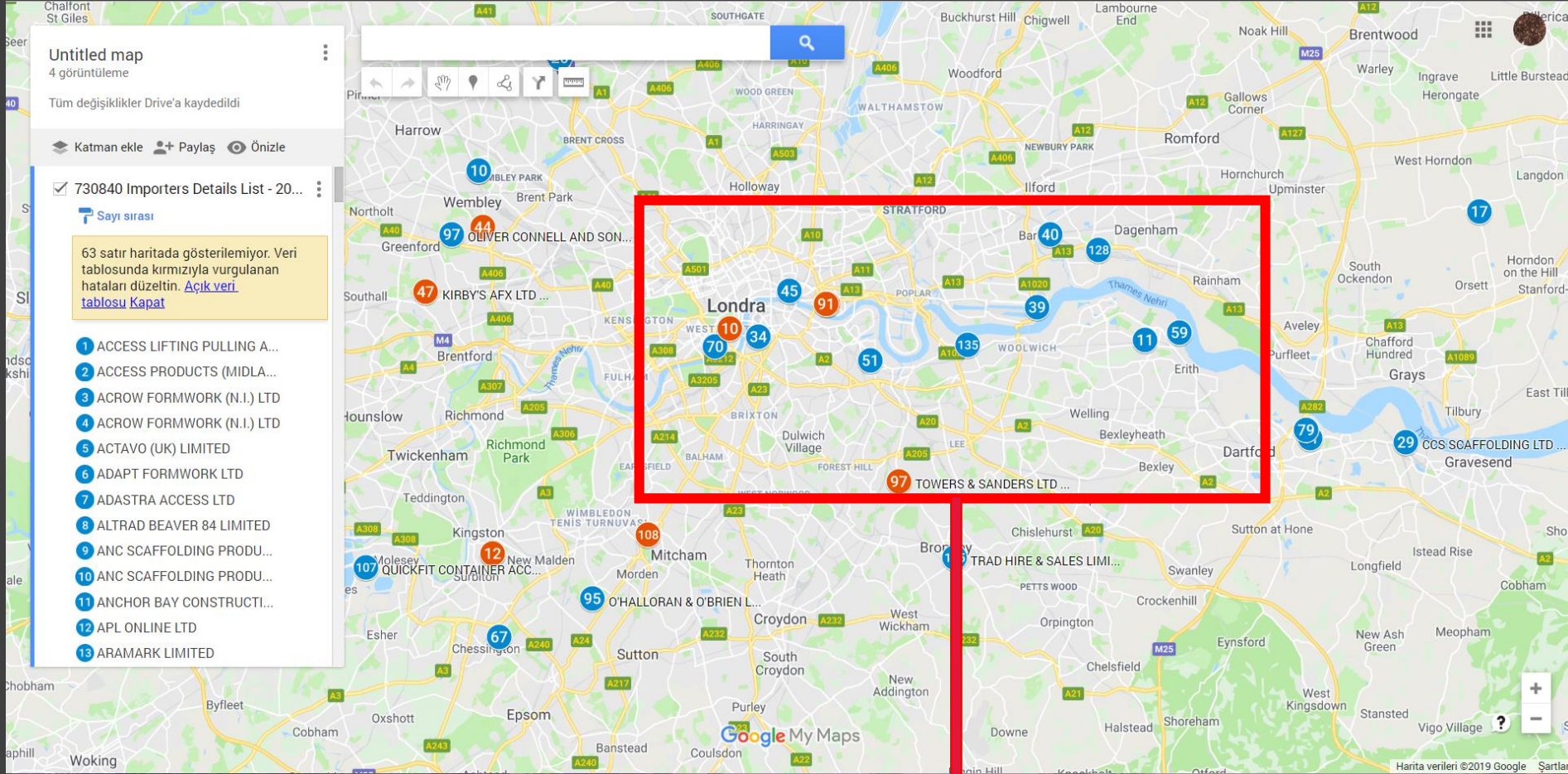


* Figure 1 Trade distribution channels for knitted and woven clothing in the EU

Örneğin bir düzine şekerleme kutusu için:

		<i>Endeks</i>	<i>\$</i>
CIF FİYAT		100	29,00
GÜMRÜK VERGİSİ	%20	+20	+5,80
VARIŞ FİYATI		120	34,80
İTHALATÇININ KAR PAYI	%35	+42	+12,18
TOPTANCIYA ULAŞAN FİYAT		162	46,98
TOPTANCININ KAR PAYI	%25	+40	+11,75
PERAKENDECİYE ULAŞAN FİYAT		202	58,73
PERAKENDECİNİN KAR PAYI	%50	+101	+29,36
TÜKETİCİYE ULAŞAN FİYAT		303	88,09

AĞIRLIK MERKEZİ



BİRBİRLERİNE YAKLAŞIK 20 DAKIKALIK MESAFELERDEKİ 12 İTHALATÇI FİRMA HARİTADA İŞARETLENMİŞTİR

AĞIRLIK MERKEZİ PRENSİBİ

- HEDEF MÜŞTERİ
- İTHALATÇI
- TOPTANCI
- TALİ MÜŞTERİ
- PERAKENDECİLER



TOPTANCININ İTHALATÇIYA DÖNÜŞTÜRÜLMESİ

Description Summary: 2013-01-01 2013-12-31,
The North America Product Description:"chia"
Filter Blank Importer,
Filter Logistics Company, in 227 Importer Summary Report

Weight: 17,210,857.28
Package: 618,105.00
20' Container: 963.00
Frequency: 682.00

Description Summary: 2014-01-01 2014-12-31,
The North America Product Description:"chia"
Filter Blank Importer,
Filter Logistics Company, in 336 Importer Summary Report

Weight: 28,133,117.05
Package: 1,770,628.00
20' Container: 1,833.00
Frequency: 1,291.00

TOPTANCININ İTHALATÇIYA DÖNÜŞTÜRÜLMESİ

2014 İTHALATÇILARI VE İTHALAT AĞIRLIKLARI			2013 İTHALATÇILARI VE İTHALAT AĞIRLIKLARI	
CONSIGNEE		WEIGHT(KG)	CONSIGNEE	WEIGHT(KG)
A.T INTERNATIONAL (USELR ATI)		17.864	#YOK	#YOK
ABDUL HADI OMAR A BAFARAT TRAD. ES		6.096	#YOK	#YOK
ACCESS BUSINESS GROUP INTERNATIONAL	İMALATÇI	14.150	#YOK	#YOK
ADVANTAGE HEALTH MATTERS INC.		20.580	#YOK	#YOK
AGT CLIC		17.800	#YOK	#YOK
AIRLIFT (U.S.A) INC		4.166	#YOK	#YOK
ALFRED GALKE GMBH		7.020	#YOK	#YOK
ALIMENTS GENESIS (DIVISION OF		20.100	#YOK	#YOK
ALQUIMIA USA LLC		19.100	#YOK	#YOK
ANUTRA LLC		20.082	#YOK	#YOK
ARAR TRADING COMPANY L.L.C.		22.044	#YOK	#YOK
ARFOOD LLC		20.880	#YOK	#YOK
ARROW FOODS		19.152	#YOK	#YOK
AVION CUSTOMS BROKERS, INC		5.390	#YOK	#YOK
AXE FRUIT		20.000	#YOK	#YOK
AZ CHIA		48.768	#YOK	#YOK
BALLARD DESIGNS INC ADDL BILLING		5.944	#YOK	#YOK
BDP INTERNATIONAL INC. (LAX)		18.144	#YOK	#YOK

TOPTANCININ İTHALATÇIYA DÖNÜŞTÜRÜLMESİ

TAWAKAL
İTHALATÇI



OLSON'S
TOPTANCI

TOPTANCININ İTHALATÇIYA DÖNÜŞTÜRÜLMESİ

TAWAKAL ANA FİRMASININ İTHALATI (2014 YILI)
6 ÜRÜN 18 KEZ

HOME	ABOUT US	STATISTICS	CODES & GUIDES	TRADE TOOLS	INTRASTAT
▶ HOME ▶ TRADE TOOLS ▶ IMPORTERS DETAILS ▶ IMPORTERS SEARCH RESULTS					
IMPORTERS DETAILS SEARCH RESULTS					
5 results returned on following Search Criteria, Company Name: tawakal Year: 2014					
Refine Search Save File					
Company Name	Comcode	Description	Month Imported	Address	
TAWAKAL FOODS INTERNATIONAL LTD	08041000	Fresh or dried dates	May 2014, Jul 2014	UNIT 10-13 ARGALL AVE	
TAWAKAL FOODS INTERNATIONAL LTD	10063067	Wholly milled long grain rice, length-width ratio >= 3, parboiled, whether or not polished or glazed	Jul 2014, Nov 2014	UNIT 10-13 ARGALL AVE	
TAWAKAL FOODS INTERNATIONAL LTD	10063098	Wholly milled long grain rice, length-width ratio >= 3, whether or not polished or glazed (excl. parboiled)	Jul 2014	UNIT 10-13 ARGALL AVE	
TAWAKAL FOODS INTERNATIONAL LTD	15155099	Sesame oil and its fractions, whether or not refined, but not chemically modified (excl. for technical or ind	Oct 2014, Nov 2014	UNIT 10-13 ARGALL AVE	
TAWAKAL FOODS INTERNATIONAL LTD	21039090	Sauces and preparations therefor, mixed condiments and mixed seasonings (excl. soya sauce, tomato ketchup and	Mar 2014, May 2014	UNIT 10-13 ARGALL AVE	
TAWAKAL FOODS INTERNATIONAL LTD	22029010	Non-alcoholic beverages, not containing milk, milk products and fats derived therefrom (excl. water, fruit or	Jan 2014, Mar 2014, Apr 2014, May 2014, Jun 2014, Jul 2014, Aug 2014, Oct 2014, Dec 2014	UNIT 10-13 ARGALL AVE	

TOPTANCININ İTHALATÇIYA DÖNÜŞTÜRÜLMESİ

OLSON'S FİRMASININ İTHALATI YOK (2014 YILI)

RELATED LINKS

[Importers Details Legislation](#)
[Contact Us](#)
[HMRC Import & Export](#)

FURTHER INFORMATION

You can conduct a search based on one search criteria, but this can take some time and will be restricted to the first 15,000 results.

More focused searches are advisable, where you can search for a company in a specific county, or a company and a specific postcode.

IMPORTERS DETAILS

[Search](#) [About Importers Details](#)

Company Name

ComCode or Commodity

Postcode

County

Year

[Search](#) [Reset](#)

TOPTANCININ İTHALATÇIYA DÖNÜŞTÜRÜLMESİ

About OLSONS FOODS LIMITED

Is this your compar

[Claim your company](#) and give potential customers all the information they need to mak
phone number, website, email address, social media links and more. You'll also receiv
badge published on your pro

CLAIM NOW

Telephone	No telephone number available.	Is this you
Email Address	No email address available.	Provide
Contact Person	No contact person available.	a servic company.
Business Activity	Wholesale of other food, including fish, crustaceans and molluscs (SIC code 46380)	

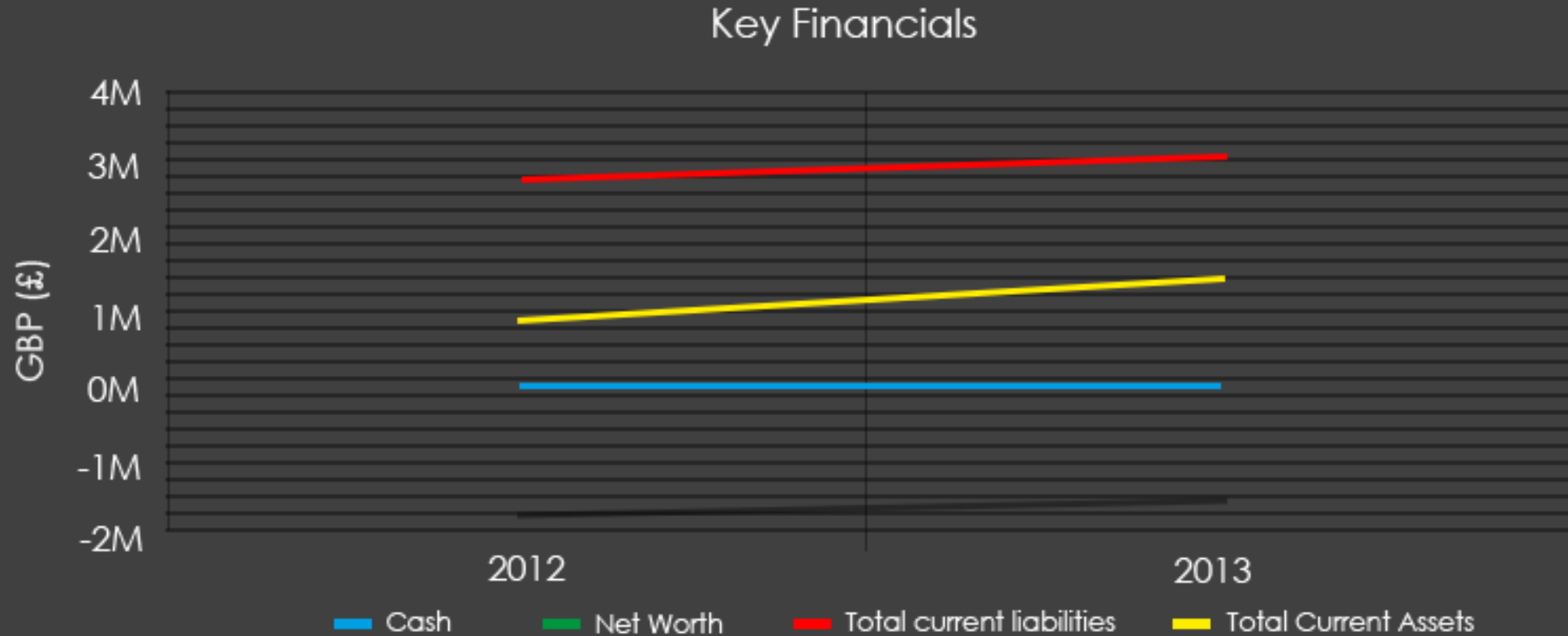
OLSON'S FOOD LTD

KAYITLARA GÖRE
TOPTANCI BİR FİRMA

TOPTANCININ İTHALATÇIYA DÖNÜŞTÜRÜLMESİ

OLSON'S FOOD LTD. FİNANSAL DURUM

Key Financials



The latest Annual Accounts submitted to Companies House for the year up to 30/04/2013 reported 'cash at bank' of £98,419. 'liabilities' worth £3,140,803. 'net worth' of £-1,511,802 and 'assets' worth £1,505,638.

AĞIRLIK MERKEZİ

TOPTANCININ İTHALATÇIYA DÖNÜŞTÜRÜLMESİ

OLSON'S FOOD LTD. YÖNETİCİLER

COMPANYCHECK [Advanced Search](#) [SIGN UP](#) [LOG IN](#)

Current Directors and Secretaries

Current Officer Name	Appointed	Current/Dissolved	Resigned	Total	
Mr Christopher Olson	07-04-2011	1	0	1	BUY NOW

Current Secretary Name	Appointed	Current/Dissolved	Resigned	Total	
Ms Denise Olson	07-04-2011	1	0	1	BUY NOW

Previous Directors and Secretaries

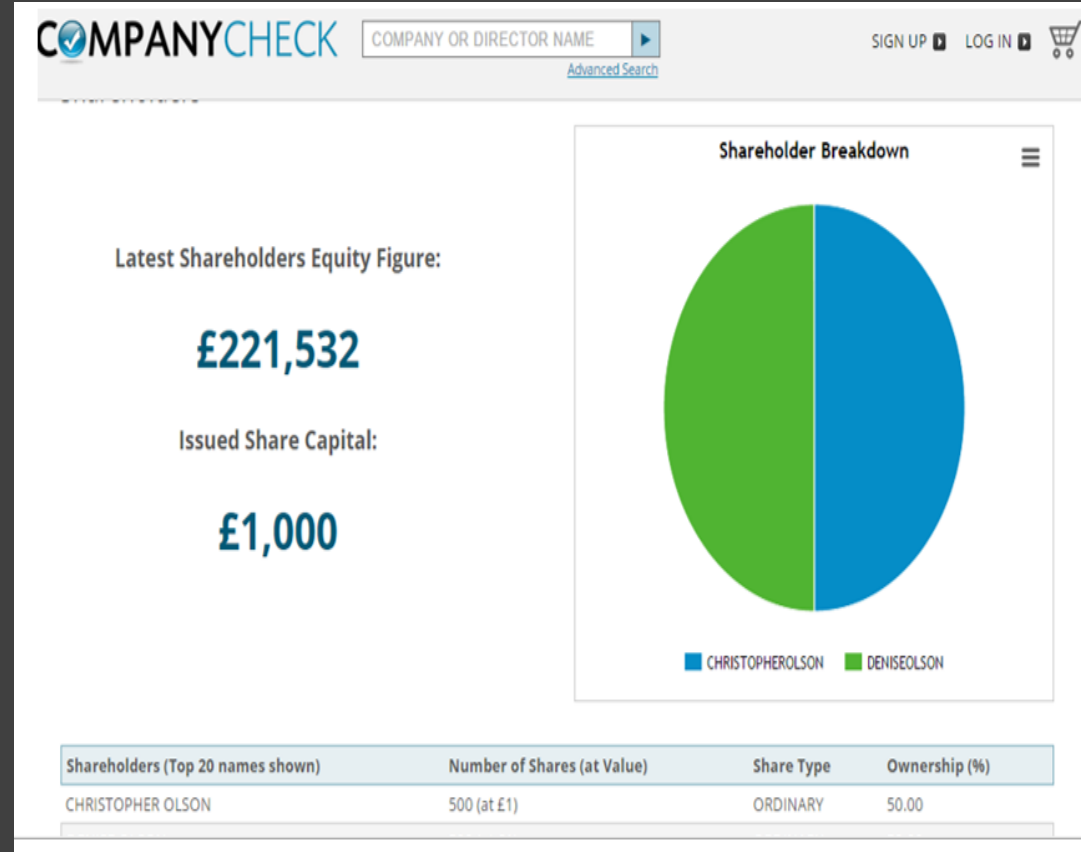
Previous Director Name	Appointed	Resigned	Current/Dissolved	Resigned	Total	
Mrs Barbara Kahan	07-04-2011	07-04-2011	57	18198	18255	BUY NOW

There is no previous secretary information for this company.

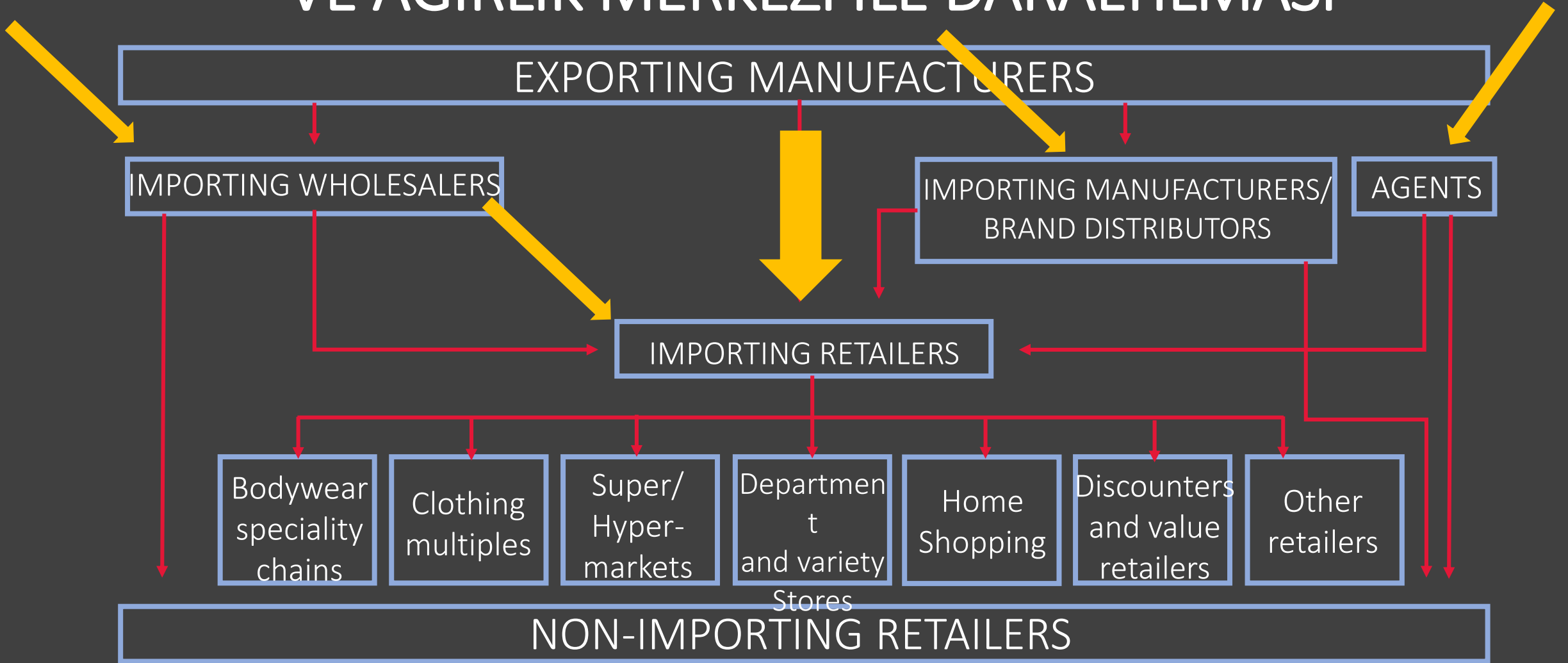
AĞIRLIK MERKEZİ

TOPTANCININ İTHALATÇIYA DÖNÜŞTÜRÜLMESİ

OLSON'S FOOD LTD. HİSSEDARLAR

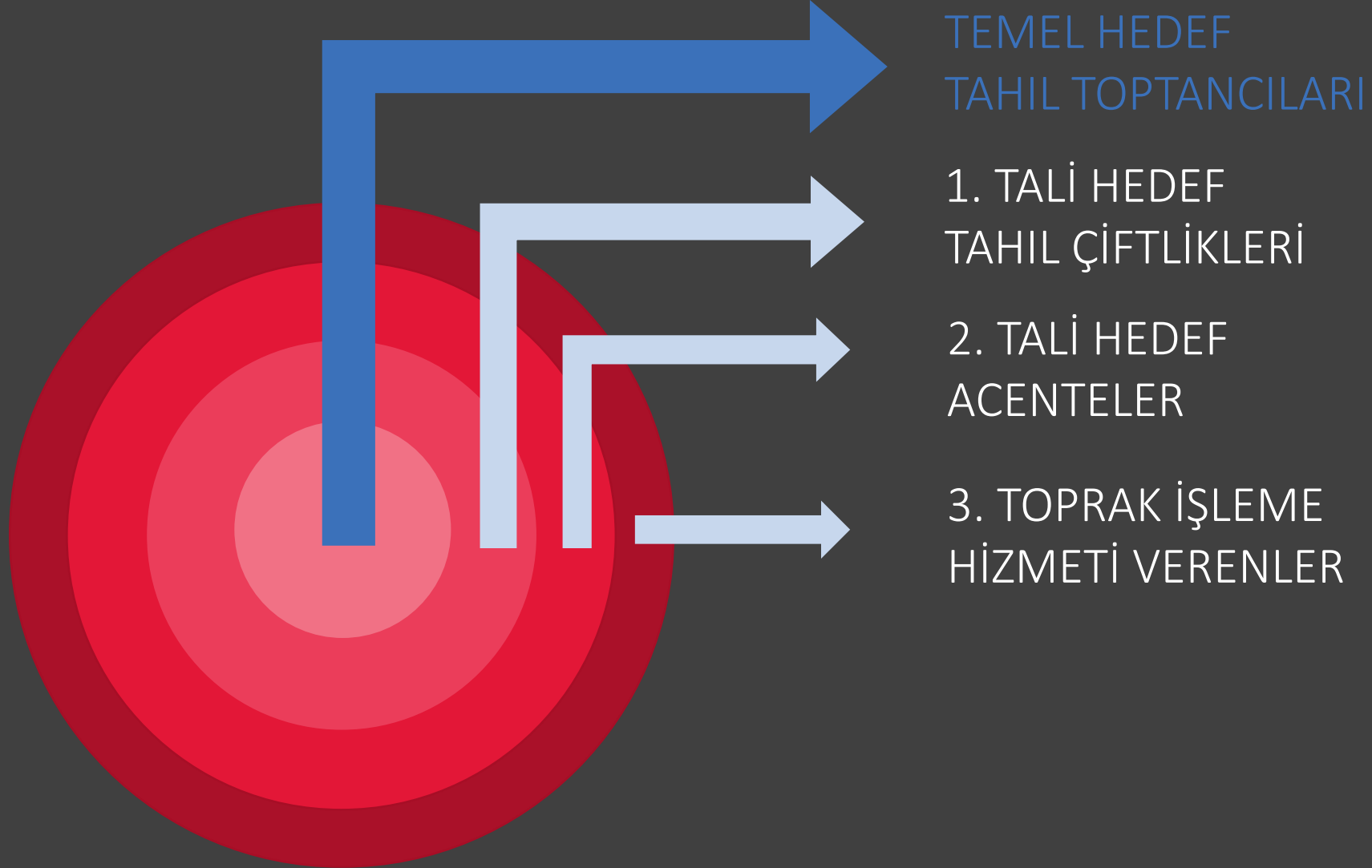


MANEVRA İLE HAREKAT ALANININ GENİŞLETİLMESİ VE AĞIRLIK MERKEZİ İLE DARALTIMASI



* Figure 1 Trade distribution channels for knitted and woven clothing in the EU

HEDEF MÜŞTERİ AĞIRLIK MERKEZİ



BÜYÜKLÜĞE GÖRE İHRACATÇILAR

	Weight	Package	20' Container	Frequency	Percent
FİRMA İSİMLERİ	1,560,882.00	487,989.00	74.00	68	0.10
FİRMA İSİMLERİ	1,400,445.00	398,211.00	1.00	72	0.09
FİRMA İSİMLERİ	1,246,537.00	188,307.00	0.00	20	0.08
FİRMA İSİMLERİ	930,657.00	118,917.00	24.00	37	0.06
FİRMA İSİMLERİ	728,994.00	130,111.00	7.00	22	0.05
FİRMA İSİMLERİ	579,613.00	71,592.00	0.00	32	0.04

Tablo: 570242 Rusya'ya ihracat yapan firmalar tablosu

BÜYÜKLÜĞE GÖRE İTHALATÇILAR

	Weight	Package	20' Container	Frequency	Percent
FİRMA İSİMLERİ	2,665,948.00	336,806.00	40.00	133	0.17
FİRMA İSİMLERİ	2,084,830.00	577,638.00	65.00	91	0.13
FİRMA İSİMLERİ	1,151,362.00	171,452.00	0.00	19	0.07
FİRMA İSİMLERİ	1,126,327.00	399,294.00	18.00	58	0.07
FİRMA İSİMLERİ	984,085.00	163,415.00	16.00	40	0.06

Tablo: 570242 Rusya ithalatçılar tablosu

İTALYA'DAN ALAN İTHALATÇILAR

MOSKOVA'DA İTALYAN MENŞELİ ALIM YAPANLAR	İŞLEM SAYISI	BRÜT KG	USD total
firma ismi	18	64.069,00	526.764,00
firma ismi	55	24.886,00	227.131,00
firma ismi	79	43.568,00	169.846,00
firma ismi	71	46.260,00	144.556,00
firma ismi	26	41.888,00	143.281,00
firma ismi	17	9.547,00	97.070,00
firma ismi	76	12.598,00	83.814,00
firma ismi	25	26.715,00	79.756,00
firma ismi	1	9.480,00	49.528,87
firma ismi	26	16.823,00	49.060,00
firma ismi	10	17.819,00	46.306,00
firma ismi	3	7.493,00	41.524,00
firma ismi	1	9.562,80	39.554,82
firma ismi	8	10.111,00	36.913,00
firma ismi	5	9.792,00	31.477,00

Tablo: İtalyan firmalardan ithalat yapan Rus ithalatçılar tablosu

İSTİHBARAT



STRATEJİ

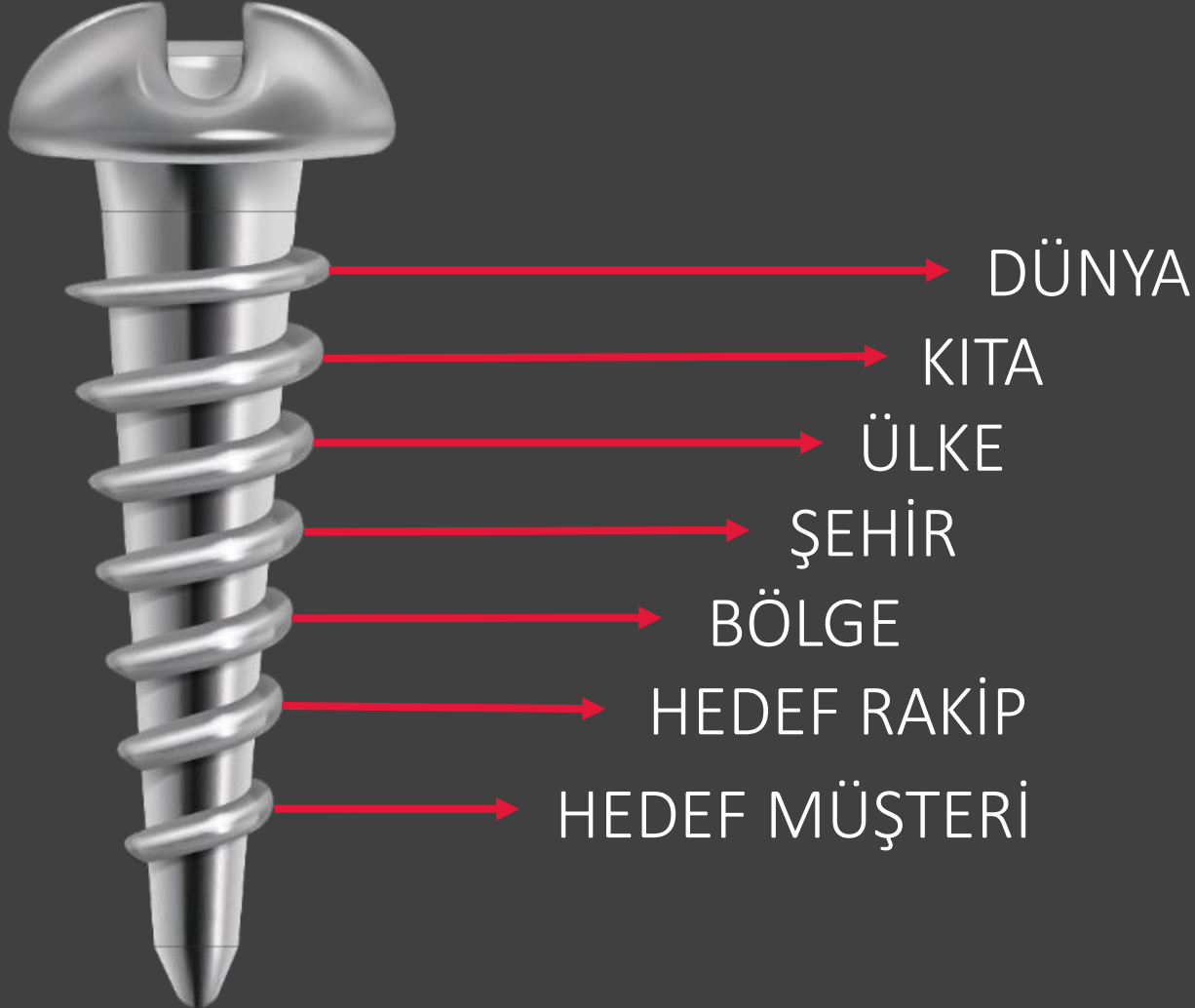
İLETİŞİM

TİCARİ İSTİHBARAT

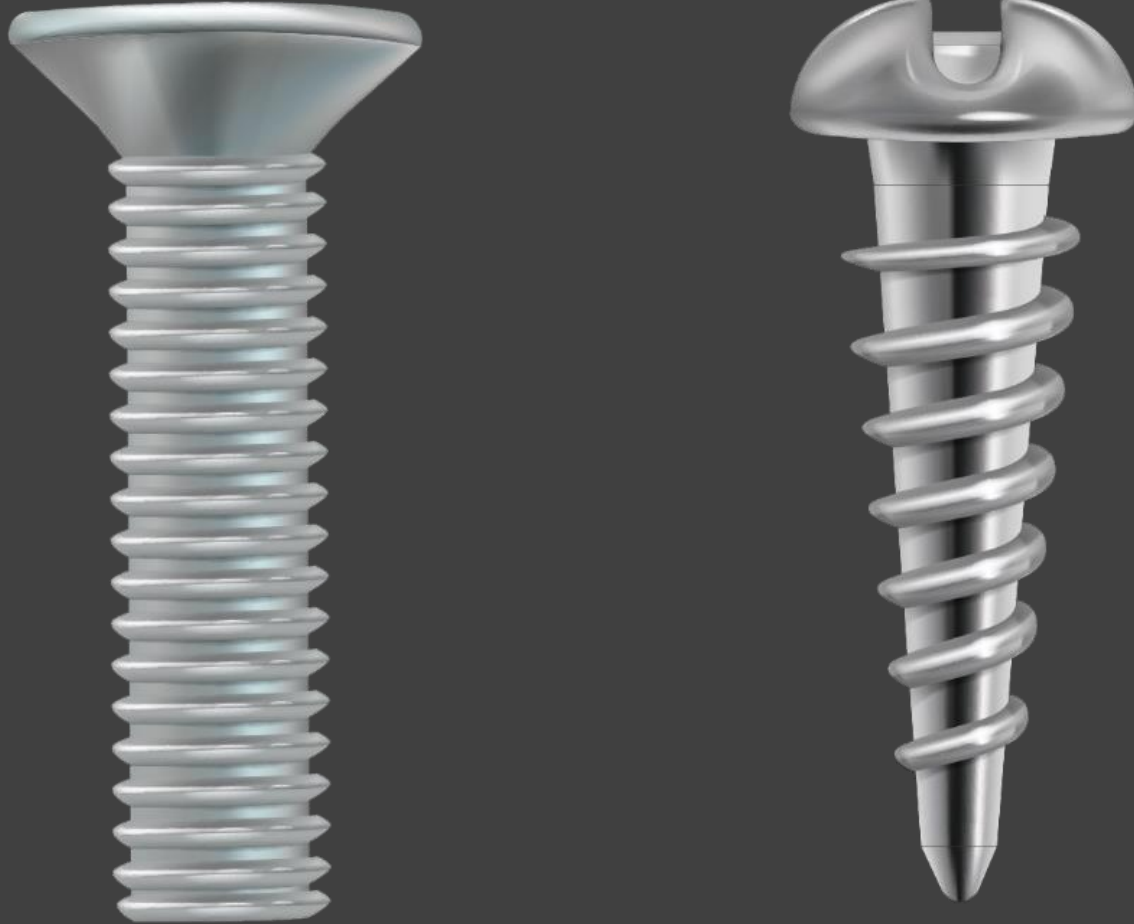


Orkestra şefliđi notaları ve müziđi, ticari istihbarat ise veriyi ve bilgiyi yorumlama sanatıdır.

«HEVİM» HELEZONİK VİDA İSTİHBARAT MODELİ

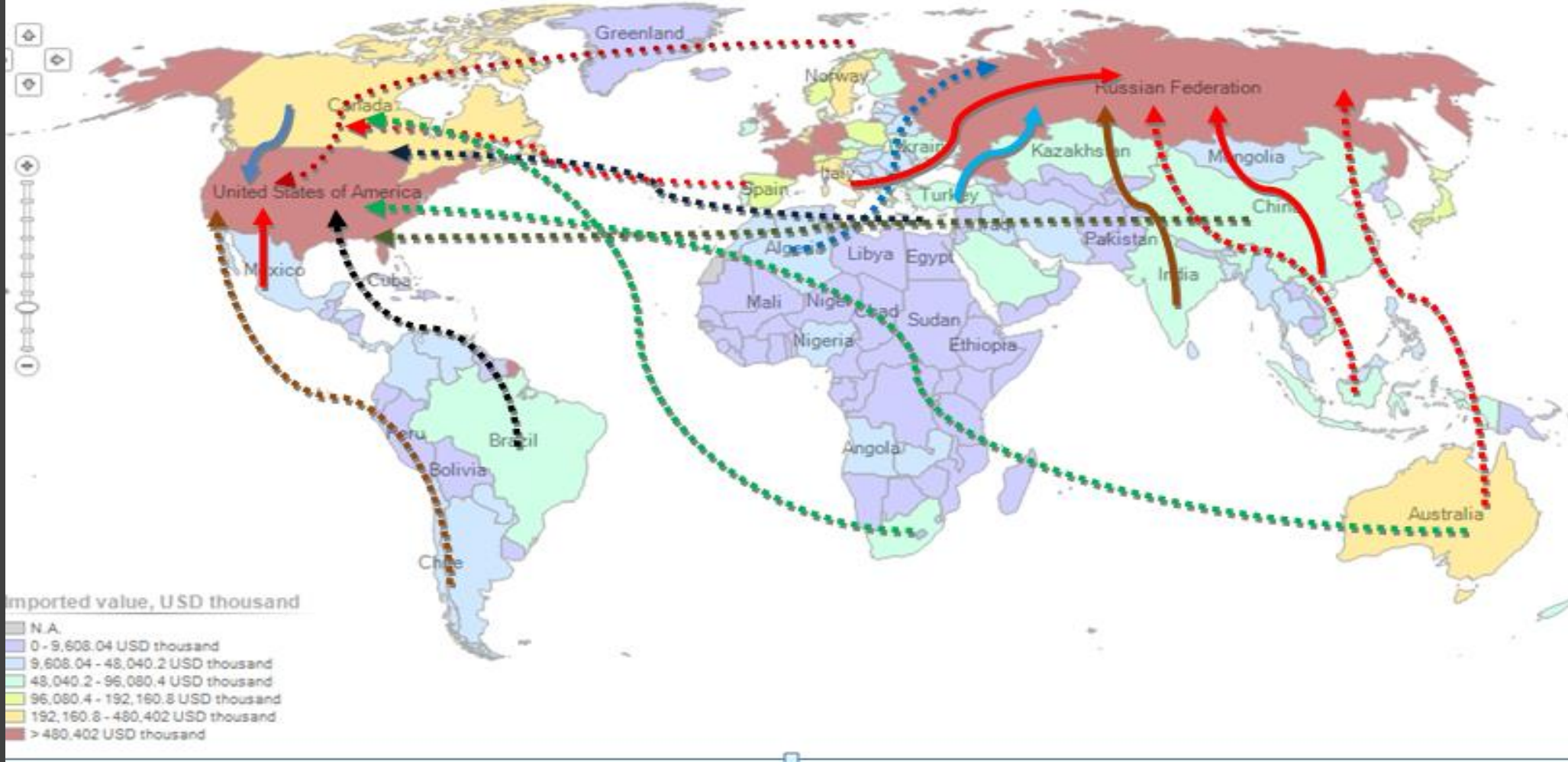


KÜT VE HELEZONİK VİDA



TÜM ÜRÜN AKIŞLARI TEK BİR ÜRÜN AKIŞI

Product : 851660 Ovens;cookers,cookg plates,boilg rings,grillers & roasters,elec,nes



REKABETİN AŞILMASI

HİPER REKABETİN İLACI
TİCARİ İSTİHBARATTIR.

İHRACAT PAZARLAMASININ ARAÇLARI

DOLAYLI ARAÇLAR

- REKLAMLAR, (İNTERNET VE GELENEKSEL),
- WEB SİTESİ , E KATALOG,
- SOSYAL MEDYA- BLOGLAR-FORUMLAR-LINKEDİN
- B2B SİTELERİNE ÜYELİK,
- DERGİLER VE SANAL FUARLAR
- SEKTÖRDE Kİ DERNEKLERE ÜYELİK,
- SEKTÖR TOPLANTILARINA KATILIM
- MAKALELER VE BİLİMSEL TOPLANTILAR
- SEKTÖREL REHBERLERE ÜYELİK.
- FİRMADAN FİRMAYA –BUSİNESS TO BUSİNESS(B2B)

DOĞRUDAN ARAÇLAR

- ELEKTRONİK POSTA,
- GÖRÜNTÜLÜ ELEKTRONİK İLETİŞİM ARAÇLARI (SKYPE VB.),
- TELEFON,
- FAKS,
- KATALOG GÖNDERME,
- FUAR KATILIMI,
- HEDEF ÜLKEDEKİ POTANSİYEL MÜŞTERİLERİN ZİYARET EDİLMESİ,
- HEDEF ÜLKELERDE OFİS AÇMAK,
- B2B SİTELERİNE ABONELİK VE ALICILARLA AKTİF İLETİŞİM.

HEDEF MÜŞTERİ

- A. İTHALATÇI (IMPORTER)
- B. ACENTA (AGENT)
- C. BAYİ (DISTRIBUTOR)
- D. TOPTANCI (İTHALATÇIYA DÖNÜŞEBİLİR) (WHOLESALER)
- E. PERAKENDECI (İTHALATÇIYA DÖNÜŞEBİLİR) (RETAILER)
- F. İMALATÇI (FASON İMALAT) (SUB CONTRACT)
- G. SATIN ALMA KOOPERATİFLERİ (BUYING COOPERATIVES)
- H. DEVLET VE KAMU İHALELERİ (TENDERS)
- I. LİSANS ANLAŞMALARİ (LICENCE AGREEMENT)
- J. ORTAK YATIRIM (JOINT VENTURE)
- K. OFİS VE MAĞAZA AÇMAK

İHRACAT SANATI

- REKABET İSTİHBARATI OLMADAN STRATEJİ OLUŞTURULAMAZ
- STRATEJİ OLMADAN İSTİHBARAT GERÇEKLEŞTİRİLEMEZ
- SONUÇ İLETİŞİM İLE ALINIR
- İHRACAT SANATI BUNLARIN BİLEŞKESİDİR
- TİCARİ BİLGİ VE İSTİHBARAT SÜRDÜRÜLEBİLİR KARLILIĞIN ANAHTARIDIR



"Küresel Rekabet İçin..."

YAMAN KOÇ

DANIŞMANLIK