

Success Story: Delkor Systems

Groundbreaking Packaging Solution Thrives in the Global Market

Challenge

Since 1973, Delkor Systems has revolutionized retail-ready packaging with cutting-edge machinery and innovative concepts. As a North American leader in robotic packaging systems, Delkor attracted international buyers at trade shows and recognized the significant growth opportunity. This prompted Delkor to explore safe expansion strategies.

Solution

To capitalize on international opportunities, Delkor turned to EXIM's Export Credit Insurance, which covers up to 95% of an invoice if an international buyer defaults. With EXIM's backing, Delkor gained the financial confidence to pursue global sales. Currently about 10% of sales are international, and the company is on track to double that.

After Working With EXIM

"Delkor has developed some world-class packaging machinery technology that has value in many markets internationally. It is time now for Delkor to bring this technology to the international market, and EXIM provides the type of financial assistance for our company to expand the level of international sales that we can properly manage."

Dale Anderson, CEO & President of Delkor Systems



**Make Your Own
Success Story**

This is a descriptive summary to be used only as a general introductory reference tool. The complete terms & conditions of the policy are set forth in the policy text, applications, and endorsements.



St. Paul, Minnesota



Exports to Mexico and
South America



Uses Export Credit Insurance

Results



10% of sales are international



Projecting 20% revenue from
exports in 2025

