

Success Story: Ramsey Popcorn Co., Inc.

Family, Field, and Future: How a Rural Popcorn Farm Went International

Introduction

Ramsey Popcorn Co., Inc., began its operations in 1944 with just 10 acres of corn. Over the past 80 years, the family-owned business has grown into an international hit among retailers and wholesalers, offering private-label and name-brand popcorn items. Its products are grown by local farmers, sold in dozens of retail stores nationwide, and even support the Boy Scouts.

Challenge

When Ramsey had the opportunity to sell its products internationally, it needed a way to insure its receivables and mitigate the risk of doing business abroad. After meeting with its bank, the company connected with EXIM to explore export credit insurance.

Results

With EXIM's finance solutions, Ramsey has been able to expand its global operations. The company has relied on EXIM for over three decades, allowing it to export to more than 20 countries and provide jobs in a rural community. The value of selling American-made products in international markets proved to be a valuable revenue stream.

After Working With EXIM

"EXIM has provided a platform for our small business to step outside our comfort zone, explore new markets, and a new customer base, where previously we may not have had the confidence to do that."

Daniel Sieg, Vice President of Ramsey Popcorn Co., Inc.

Make Your Own Success Story:

[Learn more](#) or [request a free consultation with an EXIM specialist](#).

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.



Ramsey, Indiana



Exports to more than
14 countries



Uses Export Credit Insurance

Results



Approximately 25% of sales
are international



Increased competitiveness

