

Success Story: Rastelli Brothers, Inc.

# Securing the Capital to Go Global for Retail & Commercial Sales

## Intro

Rastelli Brothers, Inc., is a family-owned manufacturer and distributor of meat and other food products for customers in the food service, retail, and military channels both domestic and international. Rastelli's is an upper middle market company that is large enough to compete with the biggest companies in the industry, yet small enough to be flexible and nimble.

## Challenge

When Rastelli's met a prime vendor through mutual connections, it knew the developing partnership would kickstart the company's international sales growth. With the need to extend credit terms to global clients, Rastelli's looked for solutions.

## Solution

After speaking with representatives at its bank, Rastelli's was introduced to EXIM for support and financing solutions. Being able to secure a Working Capital Loan Guarantee allowed the company to expand its global operations and reach new customers. Rastelli's found American-made goods, particularly food products, carry a quality and safety reputation that is valuable to international buyers, increasing its competitiveness in the international marketplace.

## After Working With EXIM

"Exporting has had a huge impact on our revenue. It is a significant market with significant potential. EXIM has helped provide more liquidity, which is hugely important for growing business."

Todd Perry, CFO of Rastelli Brothers, Inc.

## Make Your Own Success Story:

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

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**RASTELLI**  
FOODS GROUP



Swedesboro, New Jersey



Exports to over 80 countries



Uses Working Capital  
Loan Guarantee

## Results



Approximately 30% of sales  
are international



Increased competitiveness

**EXIM**  
EXPORT-IMPORT BANK  
OF THE UNITED STATES