

Success Story: Transcon Trading Co., Inc.

From Equine Supplements to Global Exports, Finding Success Internationally



Challenge

Established in 1979, Transcon Trading Co., Inc., is a woman-owned export management company representing U.S. manufacturers of pet and equine care products as well as human health and beauty products. With a presence in approximately 100 countries, the company builds global distribution networks and handles all export-related tasks for its clients to help them reach international markets via exporting.

Solution

Transcon has relied on EXIM's Export Credit Insurance since 1992, which allows the company to extend open account credit terms to its customers. With 100% of its business international, EXIM's role has been crucial for the small business, helping it substantially increase export sales over the years. With EXIM's support, Transcon is able to navigate the global market and mitigate financial risks.

After Working With EXIM

"EXIM helped double and triple our export sales throughout the years. EXIM helped provide a level playing field for us in the global marketplace. Many countries have robust policies supporting their exporters, and without EXIM's support mitigating the financial risks for us, we'd be in a very disadvantageous position."

Sonya Kosta Di Nova, President of Transcon Trading Co., Inc.

Make Your Own Success Story:

For more information about EXIM programs and connecting with a minority & women-owned business (MWOB) specialist visit us at [EXIM.gov/mwob](https://www.exim.gov/mwob)

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.



Columbia, South Carolina



Exports to approximately 100 countries



Uses Export Credit Insurance

Results



100% of sales are international



Tripled export sales with EXIM

