

Minority- & Woman-Owned Business Success Story:

# THE PERFECT BITE CO



San Jose, CA



Exports to Asia, Southeast Asia



Uses Export Credit Insurance





## Challenge

Perfect Bite needed help exporting fresh food to a global market due to the seasonal and perishable aspect of its products. They also required the peace of mind of getting paid in a timely manner, avoiding foreign buyer nonpayment, and the ability to offer the best credit terms to its foreign buyers.

## Solution

After learning about EXIM from the U.S. Commercial Service, Perfect Bite worked with Banner Bank and EXIM broker, Brett Tarnet. They found that EXIM's Export Credit Insurance was the answer to support the seasonality of their products.

### With EXIM's Support:

-  Payment on perishable and seasonal products is protected
-  Works with major industry names

## Results

“EXIM products have helped me sleep better at night. I have been able to ship more confidently knowing I am covered and offer more attractive terms.”

Valleri Turakhia, President of Perfect Bite

### Make Your Own Success Story:

[Learn more](#) or [request a free consultation](#).



*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.*