

Minority- & Woman-Owned Business Success Story:

# TSD GROUP CORP.



Sunrise, FL



Exports to Mexico, Chile, Colombia, Costa Rica, Honduras, & more



Uses Export Credit Insurance



## Challenge

With nearly 100% of TSD's sales being export related and its overseas customers paying on credit terms ranging from 30 to 90 days, TSD needed to find a way to obtain working capital to fulfill and grow its expanding international orders.

## Solution

When TSD contacted the Florida Export Finance Corp. (FEFC), they not only helped with obtaining a working capital loan but also introduced them to EXIM. Working with EXIM broker ARI Global, TSD began using Export Credit Insurance to cover its foreign accounts receivable. This helped the company get a working capital loan.

By obtaining working capital lending, TSD was able to outline favorable payment credit terms with their international buyers.

## Results

*With EXIM's Support, TSD:*

- ✓ Increased sales from \$500,000 to a projected \$1.8 million within two years
- ✓ Sells globally in 16 different countries

### Make Your Own Success Story:

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*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.*