



Seeing The Deal As A Businessman Not A Banker |September 2014|



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Having challenges securing Pre-Export or Post-Export working capital to fulfill orders? With banks becoming ever more selective in their credit underwriting policies, many SME trading companies are finding it tough going to secure working capital in today's business environment. TFS recently closed on two facilities, providing the financing required for each of these scenarios.

Pre-Export

TractorExport.com, LLC (TE) based in Coral Gables, Florida was referred by Anita Aedo (anita.aedo@uscentury.com) of US Century Bank. Anita is a well known and highly respected South Florida banker who has known Steve Massey, CEO of TE for several years. TE exports heavy equipment and parts primarily to developing countries with all transactions underpinned by L/Cs issued by top-tier banks.

The six year old company recently won a large contract to sell heavy equipment parts to Africa and needed to pay its Miami suppliers to secure product. TFS provided a \$2M PO Finance line to TE supported by Assignment of Proceeds under the buyer L/Cs and has financed more than \$1M in transactions over a five month period.