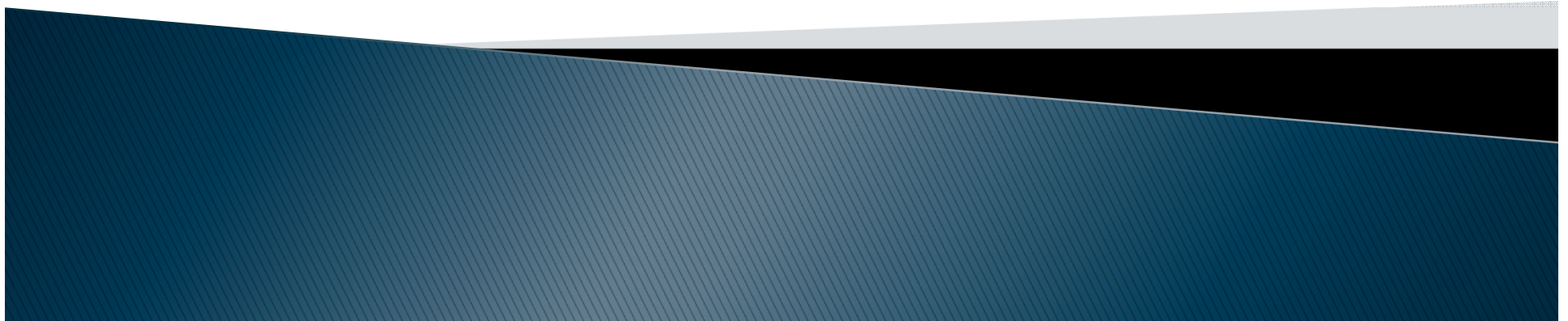




Advancing the Science of Thermoforming

Leveraging Financial Strategies to Succeed in International Markets

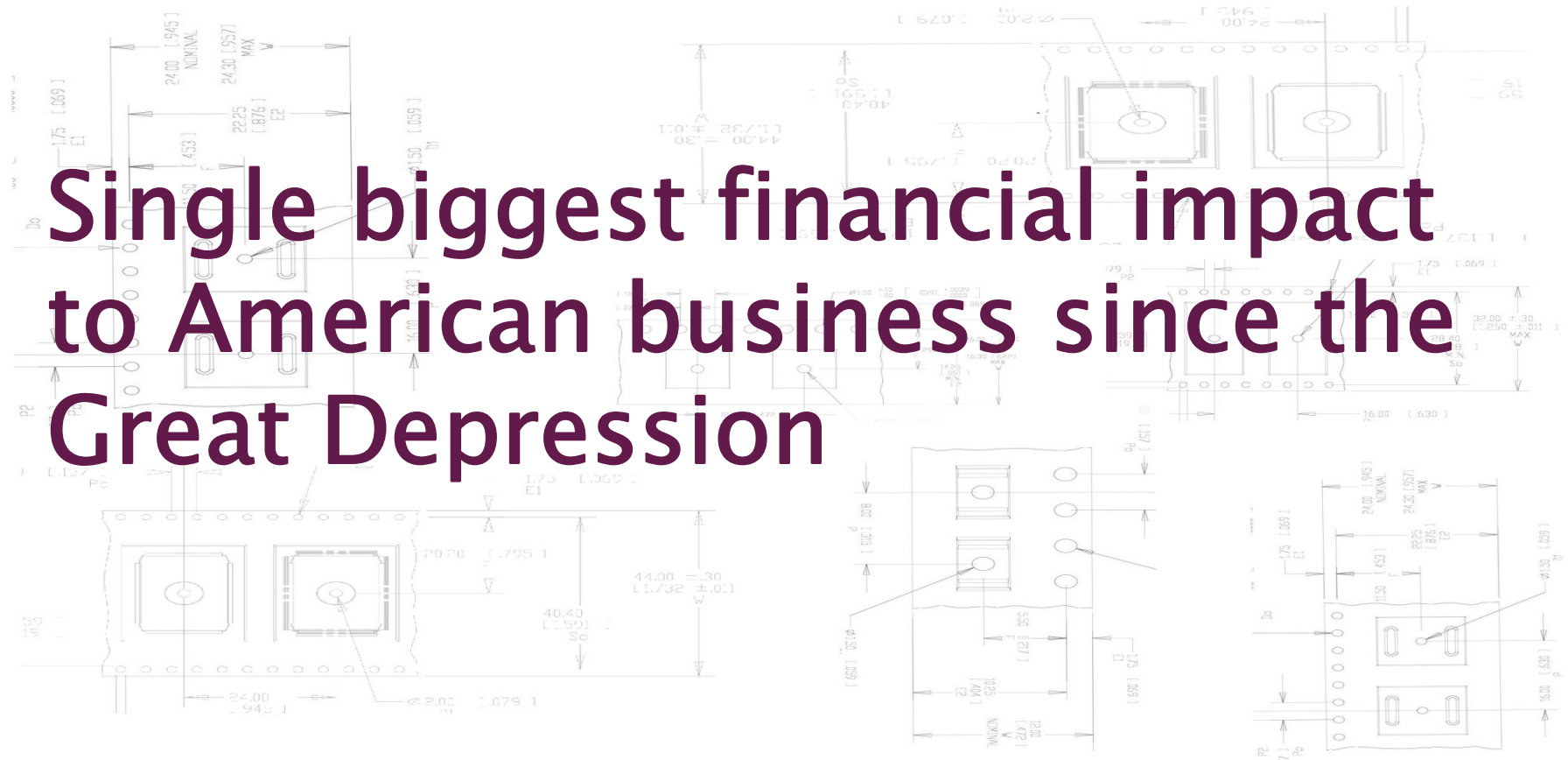
Financing & Global Practitioner's Perspectives:
Tony Beyer



Credit Crunch of 2008



Single biggest financial impact
to American business since the
Great Depression



Tek Pak Inc– Who are We?



► 2012: Celebrating 20 years in business

► 10M in sales

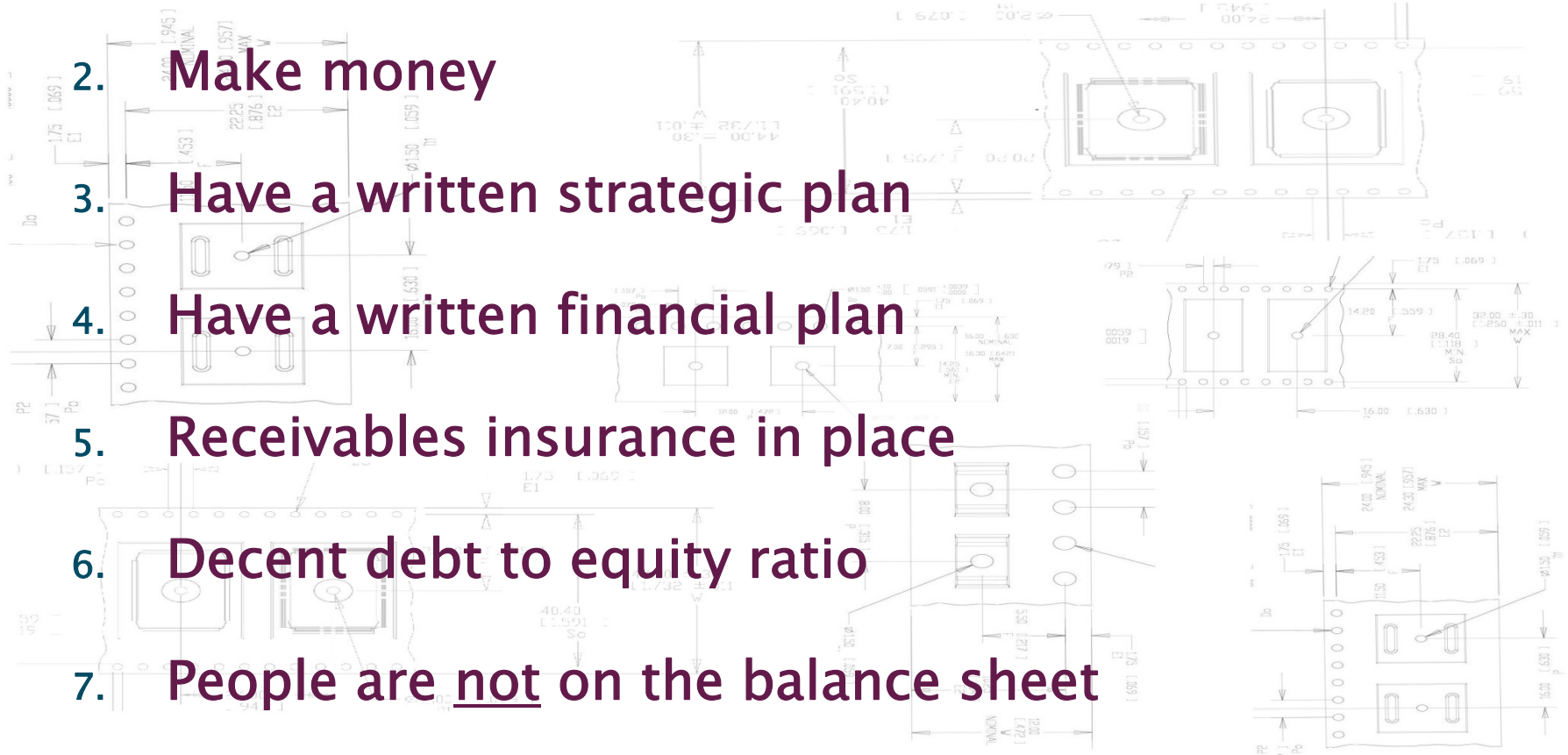
► Export to 30 countries

► 40% of sales end up “foreign”

- 1336 Paramount Parkway, Batavia, IL | 630-406-0560 | tekpak.com

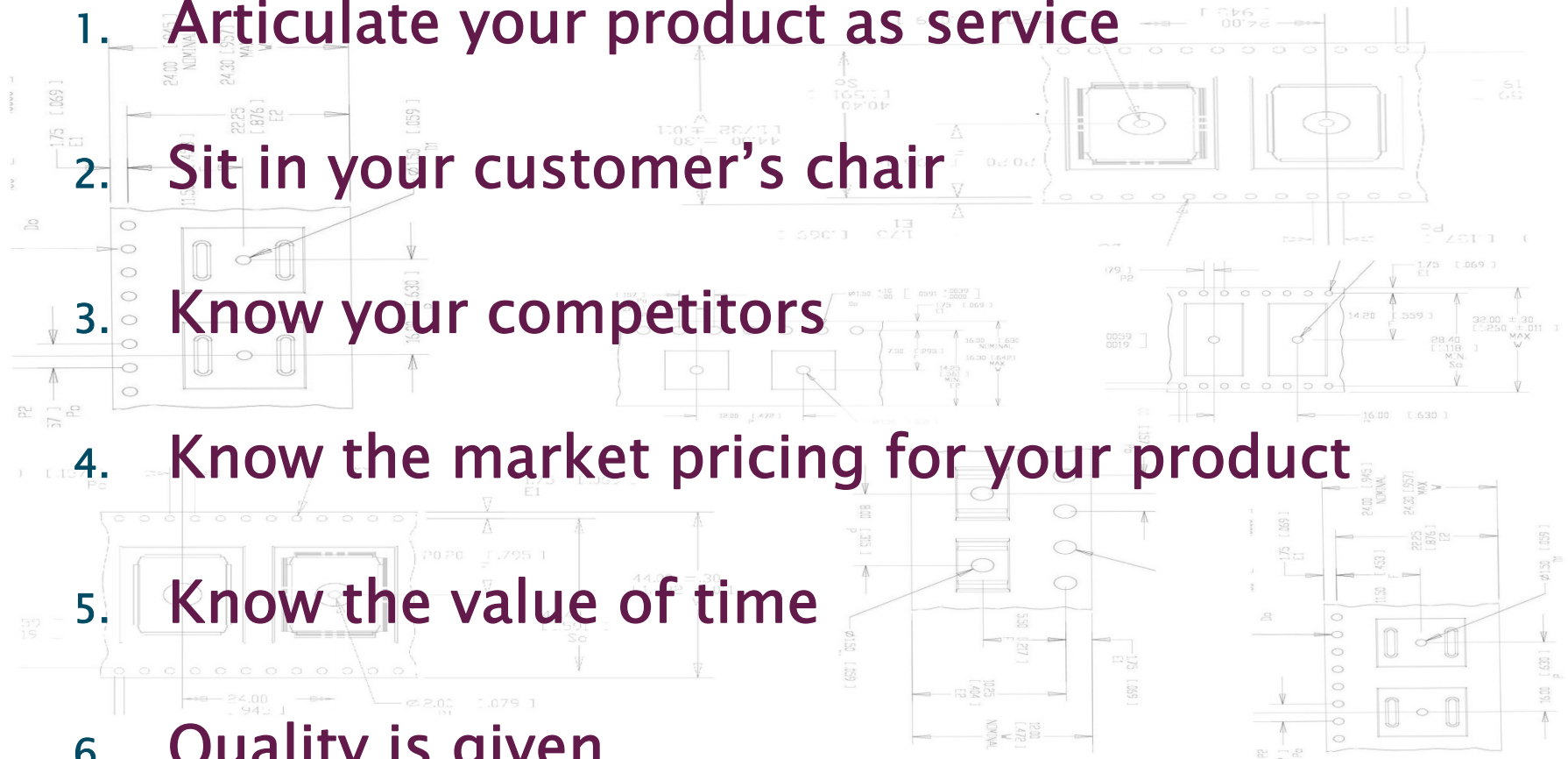
How To Get Credit

1. Grow sales!
2. Make money
3. Have a written strategic plan
4. Have a written financial plan
5. Receivables insurance in place
6. Decent debt to equity ratio
7. People are not on the balance sheet



Global Competition

1. Articulate your product as service
2. Sit in your customer's chair
3. Know your competitors
4. Know the market pricing for your product
5. Know the value of time
6. Quality is given



What We Have Learned

1. We cannot compete on price
2. 20% higher price is acceptable if:
 - a. If service and tech support is great
3. We work with USA based multi-nationals
 - a. Not with true foreign companies
4. Website is best method of international sales

Thank You



1336 Paramount Parkway, Batavia, IL 60510

630 406-0560

tekpak.com | info@tekpak.com

