

## INTRODUCTION

In April 2005, Conveyor Concepts Corporation (CCC) of Bradenton, Florida was presented with an unprecedented opportunity to significantly expand its operations.

A European company specializing in packaging wanted CCC to manufacture all of their specialized packaging machines and customized conveyor systems sold in North and South America.

## PROBLEM

In order to take advantage of this rare and profitable opportunity, CCC needed additional capital quickly. It had to accept the European company's extended payment terms in order to secure the contract, but needed money immediately to pay suppliers. CEO Bernie Moltchan had explored every avenue he could think of to secure additional financing for CCC, and thought he had run out of options after realizing his local bank was unable to understand CCC's international financing needs.

## SOLUTION

FGI Finance Executive Director, Sami Altaher, visited Moltchan in Florida at the company plant and within days FGI began developing a financing solution for CCC. In the span of just two weeks, FGI analyzed CCC's financing needs, assessed the credit risk associated with the company's international business partners, and advanced CCC the financing it needed to move forward with the orders.

FGI's in-depth knowledge of European business practices and exclusive focus on international transactions enabled it to put an asset-based financing plan in place for CCC that propelled the company to a year-end profit for the first time. The program implemented by the FGI Team took the burden off CCC by assuming the responsibility of assessing customer risk before orders are fulfilled. CCC is now able to receive money up front and does not have to concern itself with receiving payment from international customers.

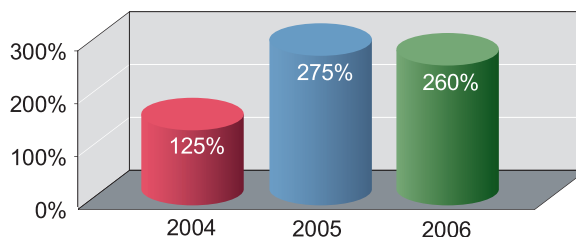
## RESULTS

By the end of 2005, CCC had experienced an increase in annual net profit from 2004 to 2005 of more than 200% and was forecasting annual sales and profits to more than double in 2006.

*"FGI Finance understands our business and customized their services to meet our needs, which is something that none of the other financing companies we spoke with could commit to."*

**— Bernie Moltchan, CEO  
Conveyor Concepts Corporation**

**CCC Percentage Increase in Annual Net Profit**



*"Without FGI, we wouldn't have been able to move the volume we have over the past year. Their services enabled us to expand operations, take on new customers, and create new jobs, without any worry about putting our feet forward as we grow."*

**— Bernie Moltchan, CEO  
Conveyor Concepts Corporation**

