

Case Studies: Factoring

Since 2001, distributors, growers, shippers, brokers, wholesalers, and others like you have benefited from AgriCap Financial Corporation's financial solutions; solutions that improve cash flow, grow sales, and manage credit risks. Because we specialize in the produce, food, and ag industries, we understand your unique business characteristics — the people, the processes, the challenges, and the opportunities — and can package financial solutions tailor-made to your needs.

We provide fast, flexible financial solutions with rapid approvals, and timely funding that's not based solely on your balance sheet. Need particulars? Take a look at some of these case studies:

FLORIDA FRUIT GROWER/MARKETER/JUICER

The situation: A multi-generation, family-owned citrus fruit operator needed additional working capital. Due to the existing PACA accounts payable, its lender, a large national finance company, was not willing to give the company full lending availability on its accounts receivable. As a result, the company was unable to pursue growth opportunities and liquidity was tight. The company needed increased financing availability on receivables, inventory, and equipment to achieve its plans.

The solution: AgriCap provided a full factoring, inventory finance, and real estate finance package which provided enough liquidity to payoff the existing lender, keep its accounts payable current, and increase its working capital.

ILLINOIS NURSERY-LANDSCAPER

The situation: A Chicago-area nursery needed additional capital to expand operations and grow its profitable landscaping business. Due to a limited operating history, it was unable to secure bank financing.

The solution: AgriCap provided financing against the underlying real estate, thereby providing the expansion capital needed by the business.

PERUVIAN PACKAGED ASPARAGUS PRODUCER

The situation: A 20 year-old Peruvian packaged food company, specializing in canned asparagus, needed additional working capital to adequately finance its day-to-day operations. A large portion of its sales were to very good foreign (U.S. and European) customers, however, its existing bank was not willing to provide financing on foreign receivables.

The solution: AgriCap provided an international factoring agreement for the client, which gave it the liquidity necessary to comfortably finance its operations.

CALIFORNIA SNACK FOOD EXPORTER

The situation: A potato chip manufacturer was going through a rapid growth period and needed to borrow on its receivables in order to keep payables current. The company's receivables were from Mexican customers and the client's bank was unwilling to lend on the receivables.

The solution: AgriCap provided an international factoring facility to the client. The arrangement allowed it to procure more product and expand sales while keeping payables current.