
SCGP Helps Move U.S. Nuts to Malaysia... And a Whole Lot More

By *Ingrid A. Mohn*

The product was U.S. tree nuts. The destination was Malaysia. The importer was unknown to Michael Hampel, logistics manager of **PM Global Foods, L.L.C.** But the potential for establishing a relationship to facilitate future sales of horticultural prod-

ucts like tree nuts and fruit juices was promising. Was it worth the risk to his company of extending short-term credit?

Hampel knew just what to do. He pulled out his well-worn application template for USDA's Supplier Credit Guarantee Program (SCGP), filled it out and sent it in. The application was approved, the risk was reduced, the sale was made—and PM Global had no problems getting paid by the importer. Another success chalked up to that grower of exports, the SCGP.

PM Global Foods is a 12-year-old international trading company specializing in food service and meat items around the world. PM Global has several sales and marketing offices offering customers such services as merchandising, coordination of logistics and documentation—all critical for

successful global trading.

“The SCGP is a piece of cake to use,” said Hampel, “and the FAS staff is always ready to help.” PM Global exports millions of dollars of food products a year all over the globe, but no matter how many places they export, there is always a product it's never handled before being purchased by an unknown importer in a less developed part of the world. These are the opportunities to build new export markets for which the SCGP was created.

“This program allows us to open new markets in places where we otherwise couldn't afford the risk,” said Hampel. ■

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