



BARRETT TRADE AND FINANCE GROUP, LLC

International Medium Term Loan

Your international buyers face high interest rates and few opportunities to finance their purchases within local markets. Those that have the ability to finance their equipment imports through banking relationships need that availability of capital for local expansion. You must be able to offer payment terms outside of letters of credit and cash in advance in order to address these needs and remain competitive globally.



Partnering with Barrett Trade and Finance Group provides you the means to meet these continuously changing market factors while simultaneously eliminating your payment risk. You get paid at shipment while your buyers receive 1 to 5 year payment terms at competitive US interest rates.

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THE SINGLE SOURCE FOR ALL YOUR FINANCING NEEDS

Advantages to the Seller:



- o **Increases sales:**

Offering payment terms allows you to tie the payment stream generated by the equipment to the financing cost.

Significantly increasing the total sale results in a marginal increase in the financing payment allowing the argument for upgrades or add-ons to be less of a monetary issue.

- o **Puts the money question on the table:**

The sooner the you determine whether the buyer has the financial capacity to purchase your goods, the less time you will spend selling to a buyer that cannot pay.

Offering payment terms to a buyer that wants to pay cash upfront can only be viewed by the buyer as your effort to provide the best service across the board.

- o **Risk elimination:**

At the presentation of all shipping documents, you are funded with no recourse.

Advantages to the Buyer:

- o **Cash Flow:**

Many financially stable companies do not have the availability of liquid cash to pay, up-front, the cost for expensive equipment.

Spreading the cost out over several payments and several years allows your buyer to let the revenue generated by the purchased equipment provide the cash to make payments on it.

- o **Additional Credit:**

Many buyers have the capacity to finance their purchases through their local banking relationships.

Any third party that can provide your buyer with a credit line effectively increases your buyer's over borrowing capacity.

- o **Competitive Rates:**

Buyers in emerging markets are faced with very high borrowing costs. A US based lender can offer competitive interest rates that are often half of the local rate or better.



Fast response, courteous service and competitive rates!

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