

Success Story: Dynamic Seal & Gasket, Inc.

How EXIM Helped Drive International Demand for Diesel Engine Parts

Challenge

Dynamic Seal & Gasket, Inc. (DSG) was founded in Atlanta, Georgia in 1996 and moved to Sparks, Nevada shortly after. The company manufactures and distributes aftermarket diesel engine parts for mining, marine and construction. With most of DSG's business being international, the company is no stranger to exporting or its challenges, one of which being the delay of shipments. Buyers are usually ready to pay according to the terms agreed upon with DSG, but cannot until they have product in-hand, which raises concerns about potential defaulting.

Solution

EXIM's export credit insurance product has provided DSG and its buyers with peace of mind and business growth. DSG is able to continue assisting current buyers, while helping new buyers get started as distributors without having to worry about the risk of not getting paid or defaulting. This allows them to have bigger shipments and offer more in terms of product, leading to stronger relationships with their buyers. These relationships, along with quality, long-lasting products, have caused international demand and brand recognition to increase.

After Working With EXIM

"Because you have EXIM backing you up, it minimizes risk because, no matter what, you have their protection."

Karen Brown, Accounting/HR of Dynamic Seal & Gasket, Inc.



Make Your Own Success Story:

For more information about EXIM programs, you can [connect with an export specialist today](#).

This is a descriptive summary to be used only as a general introductory reference tool. The complete terms & conditions of the policy are set forth in the policy text, applications, and endorsements.



Sparks, Nevada



Exports to the Middle East, Latin America, Oceania, Central Asia



Uses Export Credit Insurance

Results



95% of sales are international



Increased demand and brand recognition

