



TREXCO^{INC.}

INTERNATIONAL SALES DEVELOPMENT

Corporate Profile



TREXCO^{INC.}

TREXCO

- Export Management Company
- Food & Confectionery Specialists
- Brand Builders
- Entrepreneurial spirit
- Direct network of distributors
- Offices strategically located in Florida, USA

● Member of





TREXCO^{INC.}

We Provide

- Flexibility of a small firm to support a multinational organization
- Solutions that meet the needs of the represented companies and the distributors
- Extensive follow up
- Support in adhering to local laws for product registrations and labeling
- Understanding of the different cultures of the region



TREXCO INC.

Regions Covered

- Mexico
- Central America
- South America
- Caribbean





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Frequency of Visits

- Key markets
 - 4 to 6 times a year
- Medium size markets
 - 3 to 4 times a year
- Small markets
 - 1 - 3 times a year

* Market size often depends on distribution opportunities*



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The TREXCO Team

- **Jaime Sigal – President**
- **Jorge Soto – Vice President**
- Key Account Administrators
- Support Staff



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Jaime Sigal

- Specializes in introduction and positioning of global brands
- Builds long term relationships with distributors
- Over 25 years experience in fast moving consumer goods
- Passionate about sales
- Great motivational skills





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Jorge Soto

- Keen analytical skills
- Developer of market strategies to acquire long term growth and profitability
- Over 15 years experience in fast moving consumer goods
- Proven entrepreneurial spirit
- MBA from IPADE Business School, Mexico





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Key Account Administrators

To ensure a high level of service our experienced Key Account Administrators function as the day-to-day link between our clients and their importer customers.

Responsibilities include:

- Providing assistance with product registration
- Receiving and reviewing Purchase Orders
- Reviewing of shipping documents for accuracy
- Monitoring shipments from factory to final destination
- Monthly sales and inventory reports
- Ensure importers' adherence to payment terms



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Lines we Represent

- Trolli Ibérica
- Alfred Ritter
- Perfetti Van Melle
- Chupa Chups





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Lines we Represent, cont'd

- Topps



- Bauli Group



- Heartland





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Lines we Represent, cont'd

- Rocky Mountain



- Campfire Marshmallows



- Pretzel Pete





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Why choose the services of an Export Management Company?

- Gain faster entry into overseas markets
- Benefit immediately from established distributor network
- Specific industry focus in a targeted region of the world
- Sales strategies and marketing initiatives tailored to product line and target market
- Frequent visits to the markets by native speaking, experienced Key Account Managers
- Develop products tailored to the region
- Professional handling of product registration and other relevant documentation
- More cost efficient than hiring own personnel



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Outsourcing

**Outsourcing gives you
the freedom
to concentrate
on core business targets.**

Contact us at:

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Our offices are located in
South Florida,
**Gateway to Latin America and
the Caribbean**