

From left: David Calley, President, and Andrew Kruse



“The results of working with Ex-Im Bank have been tremendous – our increased export sales have led to increased production and employment at our facilities.

Ex-Im Bank is a strategic partner in expanding our exports.”

**Andrew Kruse, Vice President**

*U*.S. companies produce some of the world’s most advanced renewable energy technologies, but a small exporter still needs to be able to offer competitive terms to buyers in developing markets where there is great demand for these products and services.

Southwest Windpower Inc. of Flagstaff, Ariz., is a small business manufacturer of battery-charging wind generators that exports its products to more than 50 countries. Since it began using Ex-Im Bank’s environmental export credit insurance in 1996, the company has been able to offer open account terms to its small foreign distributors in markets such as Brazil, Argentina, Turkey, India, South Africa and St. Lucia. Ex-Im Bank’s insurance allows foreign buyers to place larger orders, which improves Southwest Windpower’s cash flow.

From its inception, the vision behind Southwest Windpower Inc. was to make a difference in the world through global sales of its low-cost renewable energy products that

produce electricity for remote areas. Founded by two young entrepreneurs out of a garage in rural Arizona in 1986, today the company has 50 employees at its facilities in Flagstaff, Ariz., and Duluth, Minn.

In the past 16 years, Southwest Windpower has produced more than 60,000 wind generators that produce electricity on telecommunications towers, off-shore platforms, remote monitoring sites, schools and homes in developing markets. More than 50 percent of the company’s revenues come from export sales.

Ex-Im Bank aggressively supports the export of U.S. renewable energy and other environmentally beneficial products and services to emerging markets around the world. Ex-Im Bank offers enhanced financing for U.S. environmental exports. In fiscal year 2002, Ex-Im Bank established the Renewable Energy Exports Advisory Committee to garner private sector expertise in finding ways to increase support for these exports.



## PRODUCTS

Renewable energy –  
battery-charging  
wind generators

## CHALLENGE

To offer credit terms  
to small distributors  
in diverse foreign  
markets

## SOLUTION

Ex-Im Bank's envi-  
ronmental export  
credit insurance  
enables the company  
to offer open account  
terms that enable  
buyers to place larg-  
er orders.

## RESULT

The company has  
been able to expand  
production and  
employment due  
to increased foreign  
sales in develop-  
ing markets.