

Video script • Export-Import Bank of the U.S. Navigating the World of U.S. Exports

As technology makes the world a smaller place, few companies limit themselves to domestic markets; the world is their marketplace.

With the Export-Import Bank, U.S. exporters from bustling city centers to local family farms can turn once-distant business possibilities into reality.

Export-Import Bank's mission is to provide financial support for exporters nationwide, creating more and better jobs for U.S. workers.

Building an international sales base.....although profitable.....entails many risks. Emerging market volatility.....political uncertainty.

Exporters also face three major financial challenges: obtaining working capital financing...extending credit to buyers...and financing capital goods and services.

The Ex-Im Bank's financial products enables exporters of all sizes to increase their sales...protect against the risks of international trade...and export with confidence.

Our working capital guarantee assists your small business in getting the working capital you need to purchase raw materials, supplies, and equipment to fulfill an export sales order.

International Building Systems of Texas makes pre-fabricated houses for export. Their buyers range from the swamps of Nigeria, to the deserts of Algeria, and the jungles of Brazil. Naturally, lenders were wary of extending loans because of the countries involved. With our guarantee, lenders felt reassured.

George I. Pinder, Sr. CEO, International Building Systems: "Well, it was awful hard to find any bank that would finance the project in Nigeria. With the Export-Import guarantee, the banks were able to go along with us."

Ex-Im Bank offers financing at generous advance rates, up to 75% for inventory and work-in-progress and up to 90% for your export-related accounts-receivable.

A second financing tool we offer is our export credit insurance. This protects you against buyer nonpayment and allows you to extend credit terms to your buyers, with minimal risk. Our policies can cover a single sale, or your entire export portfolio.

Sonic Air Systems of California avoided potentially damaging lawsuits due to buyer nonpayment. This small company makes environmentally friendly drying systems. With our insurance, they safely extended credit to all their buyers, letting their company expand their worldwide sales.

Daniel Vanderpyl, President, Sonic Air Systems: "As a small manufacturer, obviously, we can't afford the risk and in order to do that business safely, you have to have (a) contingency plan in place, which is what the Import-Export (sic) bank insurance programs offers to our company - peace of mind."

LuLu's Deserts of California now exports their popular deserts into Mexico thanks to Ex-Im Bank's insurance products.

Maria de Lourdes Sorbrino, President and CEO, LuLu's Deserts: "One of the big challenges in small business in export (sic) is to get paid. And the only way I have found 'til now is with Ex-Im Bank."

Our loan guarantee allows you to offer financing to your international buyers for purchasing of capital goods and services. These guarantees provide coverage against the risks of buyer nonpayment on terms up to 10 years. Ex-Im Bank also supports large and longer term infrastructure and transportation projects as well.

Our financial support can often make the difference in winning an export sales contract.

David Weber, President & CEO, Wells Fargo HSBC Trade Bank: "We've had some companies that were strictly domestic companies that we were able to introduce through the Ex-Im Bank to foreign sales where now, foreign sales are representing 70-80-90% of their total volume."

Make Ex-Im Bank part of your international growth strategy.

Andrew Kruse, Vice-President, Southwest Windpower: "The demand for our export has literally doubled our business."

With our working capital guarantee.....export credit insurance.....and loan guarantee.....you can overcome the risks and uncertainties of international trade.

Jim Addington, Project Manager, International Building Systems: "Ex-Im Bank provides us a broadening of the range of projects that we can go after. And, we feel like the Bank's a viable asset to us."

Maria de Lourdes Sorbrino, President and CEO, LuLu's Deserts: "Now, I am not afraid of exporting."

Whether your company needs the confidence to enter new markets, buyer financing or protection against nonpayment, we can assist you.

Juan Moreno, Marketing Director, Genetic Resources International: "The Ex-Im Bank financing opportunities has allowed us to expand our market. What it did for us, it gives piece of mind. It works, it does work. That's all I can say."

Navigate the world of U.S. Exports with Ex-Im Bank.

(Showing of the Ex-Im Bank official seal)

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