

Q. How has Ex-Im helped your company?

A. We've been in business because of Ex-Im. We have grown from 3 people to 30 people.

Q. Over what time period?

A. It took us about 6 years. And, we are growing, presently we are at 30-40% growth, every single year because of Ex-Im we can lend more credit limit to our customers so they're buying beside \$50,000 they're buying 150,000-200,000 at a time. We are extending the limit, plus because of the Ex-Im insurance, we have working capital, from GBC which is helping the infrastructure of our company and were hoping that we can take this to the next level which is \$10-20 million within the next 6-7 years.

Q. What was experience working with the bank, In terms of the process?

A. Great! They were very helpful people, they were always there if you need anything, you just contact them and they will help you out.

Q. So, overall how much exporting does your company do and to how many countries?

A. We're in over forty countries, it took us about 5-6 years to get into those countries and we are hoping to do about \$5M by next year.

Q. What does your company do?

A. We manufacture cosmetics, it was a contracting, but now we're doing everything in house. And, Ex-Im has provided us the opportunity to expand the business beyond its limits, and we are hoping that we can get into another 140-150 countries with in the next 6 or 7 years.