

“Right now our international business accounts for 10% of our overall business. It has grown, year-to-date compared to last year, 66% and we’re expecting to grow another 25%. And, how does Ex-Im play a role in that? It gives us the sense of security that we need to expand to these different markets where we don’t really have a whole lot of knowledge and just having Ex-Im step in and know that they’re pre approved and what not. Just gives us the security that we need and also knowing that our competitors do not currently insure their international receivable, absolutely gives us a competitive edge, by using Ex-Im and being to approve those applicants, whereas our competitors would not because they have to be so conservative.”:

Q. So, does your growth in exports correspond with your use of Ex-Im Bank?

A. Our growth in exports, does correspond with our use of Ex-Im because without Ex-Im Bank, I don’t see that we would be growing right now because, again, our lack of knowledge of certain demographics and also the economy, we’re not in a position to take such risks. So, definitely Ex-Im has been the business partner needed to help grow our business.