

“If we would have had terms, I’m sure we would have closed a \$300,000 deal a couple of months ago instead of losing a \$100,000 deal right now. We are new with Ex-Im Bank, we just got approved. My plan is to call up our Mexican prospects next week and offer terms and see if we can re-open that discussion. We also have deals with South African distributor, a Singaporean distributor, a Brazilian distributor and with all of them we we’re forced to say cash in advance, but now we are going to be able to offer terms using this receivables guarantee and working with some of the people who deal with Ex-Im Bank situations and backing those receivables.”

“The people we’re dealing with whether in Singapore, South Africa, or Brazil are very savvy business people and I can see how the Ex-Im Bank actually makes money doing this. But, for whatever reason the bank’s aren’t willing to step up without these guarantees and dealing with Ex-Im makes all the difference. We are in Scotts Valley, we have about 50 employees, we had 30 last year and 8 the year before that. So, we’ve been growing very rapidly, even without the help of the Ex-Im Bank we are about 50% exports, and I think with this program we’re embarking on we will grow that to 60-70% of our business.”