

We have been growing more than 27% yearly and Ex-Im Bank has been helping us a lot; Because it's a bank that has been helping Hawker Beech Craft to export their planes and via our first floor bank has been happening with UPS, PNC Bank, with Espiritu Santo Bank and with Citibank, Ex-Im Bank has been helping us to get better rates and very good financial terms throughout the last seven years. So that has been helping us to grow at least 25% throughout the last four years.

Interviewer: When you started with the Bank about how many employees did you have?

Well when we started with the bank, Seven years ago we had around 140 airplanes, now we have 250 airplanes. When we started with the bank we had 10 airplanes in our fleet, now we have 20 airplanes in our fleet so we have doubled our fleet. With the terms that Ex-Im Bank has been giving us.

Interviewer: And how many people work for the company when you began?

When I began it was 60 people, 15 years ago now it is 250 people that are working. In Mexico we now have two bases, we just opened Monte Rey. And, we have Toluca we opened a maintenance service center that we got some engineers and some mechanics to service the airplanes that we have bought, and pilots and co pilots and traffic and dispatchers etc. So the company has grown from 60 employees to 250 employees.

Interviewer: How difficult has it been to work with Ex-Im Bank?

It has been easy. It has not been difficult. Ex-Im has a very specialized aircraft department; we're they really studies your numbers and looks for how to help you to finance you; and also you are the one who rings first for the bank. Ex-Im bank is not married to anybody, you can bring whichever bank you want and Ex-Im Bank works in your financial statements and then gives you the opportunity to finance your planes.