

Interviewer: Copa is obviously, a large company now with many employees but, as you know Ex-Im Bank is available to provide financing to small companies. To a company that wants to buy from the United States and can't obtain the financing it needs without some sort of assistance, what would you say to them in terms of the importance to a small business that would like to be larger?

You're right; we were a small business when this started. And being larger was only a dream back then, so I think our case applies to many other small companies in Latin America, not only in Panama. Where to access to new equipment, to products, to manufacturing in the U.S. is going to give them the competitive edge, it's what's going to allow them to grow at a faster pace, Ex-Im Bank is the door to acquiring those products those systems, that equipment. Sometimes it is very hard to secure the necessary credit at competitive rates in our countries. It's just not possible or the guarantees are not realistic or affordable or the rates are just way to high. And, I think just knowing about Ex-Im Bank and approaching Ex-Im Bank with a business plan is probably going to surprise them and open a door to new opportunities. I mean it did it for us when we were much smaller then what we are today. So I recommend to other companies in Latin America to think about the Ex-Im bank and to thin about high quality U.S. products as being or affordable then what they may think right now.