

# EXIM BANK IN EVERY STATE 2014-2019

*Reducing Risk. Unleashing Opportunity.*



## EXIM Supported Export Activity: 2014-2019

<b>TOTAL EXPORT VALUE</b>	<b>\$328M</b>
INSURED SHIPMENTS AND DISBURSEMENTS	<b>\$225M</b>
TOTAL AUTHORIZATIONS	<b>\$173M</b>

**Total Exporters: 50**  
**Small Business Exporters: 35**



### Top Industries

Crop Production and Sales  
Fabricated Metal Product Manufacturing and Sales  
Plastics and Rubber Products Manufacturing and Sales

**70%**

of the exporters we support  
in Alabama are small businesses!



### Top Export Destinations

China  
Mexico  
Dominican Republic

### EXIM Success Story: Sunshine Mills (Red Bay)

Founded in 1960, Sunshine Mills is a family-owned and operated small business that provides a wide variety of pet food and pet treats to customers around the world. As sales grew, the company wanted to expand into new international markets but needed assurance of repayment from its foreign buyers. EXIM's export credit insurance empowers Sunshine Mills to offer open account credit terms to international buyers, ensuring that its foreign transactions are protected from nonpayment. Over the last six years, EXIM has supported more than \$9 million of Sunshine Mills' international sales to Asia, Central America, Europe, and the Middle East.



## EXIM Supported Export Activity: 2014-2019

<b>TOTAL EXPORT VALUE</b>	<b>\$13M</b>
INSURED SHIPMENTS AND DISBURSEMENTS	<b>\$8M</b>
TOTAL AUTHORIZATIONS	<b>\$700,000</b>

**Total Exporters:** 1

**Small Business Exporters:** 0



**Top Industries**

Transportation Services



**Top Export Destinations**

Papua New Guinea

### EXIM Success Story: Alaska Brands (Anchorage)

Alaska Brands Group was formed with the mission of creating business opportunities and opening new markets to Made-in-Alaska consumer products. The company currently specializes in bottled water, tapped from the Last Frontier's glaciers. These unique bottled waters can sell for a premium, especially in the lucrative Asian markets of Japan, South Korea, and China. Like many American small businesses, Alaska Brands was nervous about the potential risks of selling to foreign buyers. Since overseas customers prefer to buy goods on credit, many small businesses are forced to offer open account credit terms and shoulder potential nonpayment risk or risk losing sales. Private sector insurance options are often unavailable to mitigate these nonpayment risks if a company's shipments are too small or a market is deemed too risky. That's why Alaska Brands turned to EXIM –where no deal is too large or too small. EXIM's export credit insurance protects against the commercial and political risks of nonpayment. This support in turn has allowed Alaska Brands to export with confidence.



## EXIM Supported Export Activity: 2014-2019

<b>TOTAL EXPORT VALUE</b>	<b>\$2B</b>
INSURED SHIPMENTS AND DISBURSEMENTS	<b>\$2B</b>
TOTAL AUTHORIZATIONS	<b>\$154M</b>

**Total Exporters: 62**  
**Small Business Exporters: 50**



### Top Industries

Professional, Scientific and Technical Services  
Transportation Equipment Manufacturing and Sales  
Transportation Services

**81%**

of the exporters we support  
in Arizona are small businesses!



### Top Export Destinations

United Kingdom  
Australia  
Mexico

### EXIM Success Story: Competitive Engineering Inc. (Tucson)

Competitive Engineering Inc. (CEI), a small business manufacturer of precision-machined parts, turned to EXIM for help fulfilling export orders and maintaining cash flow. Using EXIM's working capital loan guarantee, CEI's lender included the company's foreign accounts receivable in its borrowing base and was able to provide a larger (\$2.5 million) line of credit. CEI uses the funds to cover inventory and purchases of materials and to maintain cash flow while awaiting payments for its foreign accounts receivable. This capacity has enabled CEI to remain competitive and sustain exports to major buyers in Mexico and the Philippines. Exports now account for approximately 40 percent of revenue for this 73-employee company.



# EXIM Supported Export Activity: 2014-2019

<b>TOTAL EXPORT VALUE</b>	<b>\$243M</b>
INSURED SHIPMENTS AND DISBURSEMENTS	\$241M
TOTAL AUTHORIZATIONS	\$61M

**Total Exporters: 30**  
**Small Business Exporters: 20**



### Top Industries

- Animal Production and Sales
- Machinery Manufacturing and Sales
- Other Service Providers

# 67%

of the exporters we support  
 in Arkansas are small businesses!



### Top Export Destinations

- Mexico
- Pakistan
- Canada

## EXIM Success Story: Keith Smith Company (Hot Springs and Cedarville)

The Keith Smith Company, Inc., located in Hot Springs and Cedarville, Arkansas, is the largest independent producer and provider of quality hatching eggs to the U.S. broiler industry.

The company was trying to enter new international markets but did not feel secure in doing so. Entering new markets brings new challenges and insecurities, especially the fear that a buyer will not pay for goods once they are received.

The Keith Smith Company turned to an EXIM export credit insurance policy to gain the confidence needed to selling into new international markets. The insurance ensures that even if an international buyer does not pay, the Keith Smith Company will be compensated up to 95 percent of the sales invoice. EXIM insurance reduced their cash flow risk and allowed them to be more comfortable as they grew into new foreign markets.

Since working with EXIM and exporting into new markets in 2009, the Keith Smith Company has supported 42 additional jobs and saw their sales increased almost 50 percent. Exports as a percentage of total sales have grown from less than 1 percent to 61 percent in nine years of working with EXIM. Between 2014 and 2019, EXIM has supported more than \$89 million of Keith Smith Company's sales.







## EXIM Supported Export Activity: 2014-2019

<b>TOTAL EXPORT VALUE</b>	<b>\$9B</b>
INSURED SHIPMENTS AND DISBURSEMENTS	<b>\$6B</b>
TOTAL AUTHORIZATIONS	<b>\$3B</b>

**Total Exporters: 587**

**Small Business Exporters: 471**



### Top Industries

Computer and Electronic Product Mfg and Sales  
Electrical Equipment Manufacturing and Sales  
Transportation Equipment Manufacturing and Sales

**80%**

of the exporters we support  
in California are small businesses!



### Top Export Destinations

Mexico  
Hong Kong  
United Kingdom

## EXIM Success Story: CTC Global Corporation (Irvine)

A small business with global impact, CTC Global researches, designs, manufactures, and exports leading electrical conductors. Development began on CTC's Aluminum Conductor Composite Core (ACCC) conductor in 2002 with a goal of developing a conductor to upgrade existing transmission corridors without requiring structural modifications. The ACCC was first deployed commercially in 2005 and operates more efficiently than any other commercially available conductor of similar weight and diameter. ACCC conductors can double line capacity, often mitigating the need to build new corridors, and reduce electrical line losses by up to 40 percent, lowering the cost of delivered energy while also decreasing the fuel consumption and emissions associated with power generation. These attributes drive down the costs of power projects while making them cleaner and more efficient: a textbook win-win.

When CTC Global was looking to expand in 2012, they found it impossible to access even modest private capital due to the bankruptcy of an associated predecessor corporation. EXIM, however, was able to structure a deal that allowed the company to secure both export credit insurance and a working capital loan guarantee. EXIM's short-term export credit insurance reduces the risk of buyer non-payment and allowed CTC Global to secure their foreign receivables, while EXIM's Working Capital Loan Guarantee Program supported access to pre-export financing in support of their expansion plans. Since 2014, CTC has leveraged EXIM support to ship more than \$272 million in export value overseas, all without a single dollar of credit loss. EXIM financing has played a role in deploying over 60,000 km of their ACCC conductor across more than 50 countries, aiding in the development of a world-wide low carbon power system.



## EXIM Supported Export Activity: 2014-2019

<b>TOTAL EXPORT VALUE</b>	<b>\$133M</b>
INSURED SHIPMENTS AND DISBURSEMENTS	<b>\$111M</b>
TOTAL AUTHORIZATIONS	<b>\$162M</b>

**Total Exporters: 58**

**Small Business Exporters: 40**

**69%**

of the exporters we support  
in Colorado are small businesses!



### Top Industries

Miscellaneous Mfg and Sales of Non  
Capital Equipment  
Machinery Manufacturing and Sales  
Food Manufacturing and Sales



### Top Export Destinations

Mexico  
Papua New Guinea  
Japan

### EXIM Success Story: Fiberlok, Inc., (Fort Collins)

Fiberlok, Inc., a small family-owned business located in Fort Collins, is a specialty printing company that provides heat transfer graphic products such as logo apparel and computer mouse pads. In 2008, Fiberlok learned that EXIM's export credit insurance can protect the company from foreign buyer nonpayment, giving them the security they needed to expand into new foreign markets. Utilizing EXIM's insurance coverage, Fiberlok's export sales have grown 15 to 20 percent annually and now represent 40 percent of total sales. Over the last six years, EXIM has supported more than \$3 million of the company's exports.



## EXIM Supported Export Activity: 2014-2019

<b>TOTAL EXPORT VALUE</b>	<b>\$1B</b>
INSURED SHIPMENTS AND DISBURSEMENTS	<b>\$733M</b>
TOTAL AUTHORIZATIONS	<b>\$709M</b>

**Total Exporters: 49**

**Small Business Exporters: 32**



### Top Industries

Transportation Equipment Manufacturing and Sales  
Banking and Finance  
Electrical Equipment Manufacturing and Sales

**65%**

of the exporters we support  
in Connecticut are small businesses!



### Top Export Destinations

Ireland  
Canada  
Liberia

## EXIM Success Story: Prospect Machine Products, Inc. (Prospect)

Prospect Machine Products, Inc. (PMP) was founded by Michael and Concetta Pugliese in 1950 and has remained a family-owned business, currently under the leadership of their son-in-law Richard Laurenzi. When Michael and Concetta's daughter Mary served as PMP's president, the company expanded from a local supplier and more than tripled its annual sales. PMP also added new floor space and capital equipment and acquired an international certification to bolster its high-quality production and credibility.

PMP manufactures deep draw stampers used to form metal into complex shapes not possible with other forms of stamping. These stampers serve a variety of purposes, including the automotive and medical device industries as well as appliance controls, valves, power equipment, and sealing technologies and bearings. Already exporting to Mexico and Australia, PMP reached out to EXIM in 2009 to mitigate risks associated with expanding its export sales as the company sought to safeguard against any potential financial risks it could encounter while exporting.

EXIM provided the manufacturer with a \$100,000 export credit insurance policy that would protect against the risk of nonpayment from any of its foreign buyers. The company now exports with confidence to buyers in North and South America, Europe, and Asia. Importantly, the increased sales resulted in 20 new company jobs.





## EXIM Supported Export Activity: 2014-2019

<b>TOTAL EXPORT VALUE</b>	<b>\$10M</b>
INSURED SHIPMENTS AND DISBURSEMENTS	<b>\$10M</b>
TOTAL AUTHORIZATIONS	<b>\$4M</b>

**Total Exporters:** 7

**Small Business Exporters:** 5



### Top Industries

Plastics and Rubber Products Manufacturing and Sales  
Chemical Manufacturing and Sales  
Fabricated Metal Products Mfg and Sales

**71%**

of the exporters we support  
in Delaware are small businesses!



### Top Export Destinations

El Salvador  
Russia  
Australia

### EXIM Success Story: Acrow (New Castle)

Acrow is a small, family-owned business that manufactures and galvanizes modular steel bridge kits—a core product for developing countries that want to build a reliable infrastructure. EXIM is guaranteeing a \$73 million commercial loan that will empower Acrow to sell 144 bridges to Zambia, where those bridges will help lay the foundation for durable economic growth. This project will support 200 good-paying jobs at Acrow's manufacturing facilities in and around Delaware—but it was only possible because they had access to financing that let them compete and win against their Chinese and European rivals. Thanks to EXIM financing on a number of their sales in sub-Saharan Africa, Acrow has grown their workforce four-fold—and they've helped America gain a foothold in the world's fastest-growing region by offering trustworthy products.



# EXIM Supported Export Activity: 2014-2019

<b>TOTAL EXPORT VALUE</b>	<b>\$200M</b>
INSURED SHIPMENTS AND DISBURSEMENTS	<b>\$154M</b>
TOTAL AUTHORIZATIONS	<b>\$71B</b>

**Total Exporters: 17**

**Small Business Exporters: 3**



## Top Industries

Manufacturing and Sales of Non-Capital Equipment  
Professional, Scientific and Technical Services  
Transportation Equipment Manufacturing

**18%**

of the exporters we support  
in Washington, DC are small businesses!



## Top Export Destinations

China  
Hong Kong  
Australia

## EXIM Success Story: Radius Networks (Washington, D.C.)

Radius Networks is a small, Washington, D.C.-based technology company that helps consumers around the world spend less time waiting in lines to place their orders. The company provides “mobile proximity” solutions, such as interactive kiosks and customer location technologies, to customers across the globe. With EXIM’s export credit insurance, Radius is protected from the commercial and political risks of nonpayment by international buyers. With the assurance EXIM provides, Radius Networks can respond to sales opportunities worldwide, empowering the 40-person company to compete for large contracts. Since 2014, EXIM has supported nearly \$13 million in Radius Networks’ exports.



## EXIM Supported Export Activity: 2014-2019

<b>TOTAL EXPORT VALUE</b>	<b>\$5B</b>
INSURED SHIPMENTS AND DISBURSEMENTS	<b>\$3B</b>
TOTAL AUTHORIZATIONS	<b>\$2B</b>

**Total Exporters: 525**  
**Small Business Exporters: 442**



### Top Industries

Chemical Manufacturing and Sales  
Machinery Manufacturing and Sales  
Wood Product Manufacturing and Sales

**84%**

of the exporters we support  
in Florida are small businesses!



### Top Export Destinations

Mexico  
Dominican Republic  
Ghana

### EXIM Success Story: Coral Steel (West Palm Beach)

Insisting on cash-in-advance is a great way to give your competitors an advantage if they are offering open credit terms. Such was the situation for Coral Steel, a West Palm Beach manufacturer of concrete construction products that temporarily lost existing customers by requiring cash up front. After years of doing business with valued international customers, orders simply were not coming in. After checking with the companies, Coral Steel learned that a competitor offered open credit terms for similar products, and captured the business. Working with their local EXIM regional director, Coral Steel applied for export credit insurance, was approved in less than 24 hours, won back their previous clients, and received referrals from those clients to other companies.

EXIM export credit insurance was key to recapturing valued customers and expanding business with new ones. Knowing that the receivables generated by international sales were insured up to 95 percent, Coral Steel was able to compete successfully by offering open credit terms, and customers in the Caribbean had access to U.S. concrete reinforcing steel and related products.

*"Exporting is a great way to open new markets. Go to a seminar and learn about the benefits, keep your eyes open for new opportunities, then jump in. Become an EXIM client and you can easily expand your off shore customer base and grow your business."* — Lee Disbury, VP



## EXIM Supported Export Activity: 2014-2019

<b>TOTAL EXPORT VALUE</b>	<b>\$3B</b>
INSURED SHIPMENTS AND DISBURSEMENTS	<b>\$1B</b>
TOTAL AUTHORIZATIONS	<b>\$1B</b>

**Total Exporters: 138**

**Small Business Exporters: 104**



### Top Industries

Transportation Equipment Manufacturing and Sales  
Machinery Manufacturing and Sales  
Chemical Manufacturing and Sales

**75%**

of the exporters we support  
in Georgia are small businesses!



### Top Export Destinations

Brazil  
China  
Saudi Arabia

### EXIM Success Story: Super Lumber Limited (Savannah)

Super Lumber Limited is a minority-owned, small business located in Savannah. The company exports lumber and logs across the world to China and Taiwan. Super Lumber hit hard times in 2016 limiting their transactions and sales volume. The company's limited cash flow led them to EXIM so they could continue selling internationally.

Working with their bank, Super Lumber secured a \$2.5 million dollar working capital lender loan guarantee backed by EXIM. Since lenders are generally wary of providing export-related loans, this guarantee reduces that risk to ten percent of the loan. Thus, Super Lumber's lender was willing to provide the company with a line of credit that grew their business. Since working with EXIM in 2017, Super Lumber Limited has been able to expand their sales into Indonesia. Additionally, Super Lumber was able to increase their sales by over 50 percent between 2016 and 2017. EXIM has supported \$25 million in Super Lumber's export sales since 2014.



## EXIM Supported Export Activity: 2014-2019

<b>TOTAL EXPORT VALUE</b>	<b>\$13M</b>
INSURED SHIPMENTS AND DISBURSEMENTS	\$13M
TOTAL AUTHORIZATIONS	\$7M

**Total Exporters: 6**

**Small Business Exporters: 5**



### Top Industries

- Crop Production and Sales
- Chemical Manufacturing and Sales
- Food Manufacturing and Sales

**83%**

of the exporters we support  
in Hawaii are small businesses!



### Top Export Destinations

- Hong Kong
- China
- Canada

### EXIM Success Story: The Big Island Bee Company (Captain Cook)

The Big Island Bee Company sends Hawaiian honey across the globe to market places such as Canada, China, Japan, and Bahrain. These exports are made possible by EXIM's small business export credit insurance policy that facilitates shipments of Big Island Bee honey to foreign customers since 2009. Because of EXIM's insurance policy, co-owner Phil Grad can ship his honey to foreign buyers without requiring pre-payment from his customers. This feature is very desirable to foreign buyers as paying in advance hurts their cash flow. With EXIM insurance, Big Island Bee has decreased buyer nonpayment risk, improved its opportunities to grow its global footprint, and added jobs on the Big Island.



# EXIM Supported Export Activity: 2014-2019

<b>TOTAL EXPORT VALUE</b>	<b>\$96M</b>
INSURED SHIPMENTS AND DISBURSEMENTS	\$94M
TOTAL AUTHORIZATIONS	\$66M

**Total Exporters: 21**  
**Small Business Exporters: 16**



## Top Industries

- Crop Production and Sales
- Machinery Manufacturing and Sales
- Paper Manufacturing and Sales

# 76%

of the exporters we support  
 in Idaho are small businesses!



## Top Export Destinations

- Peru
- Spain
- Mexico

## EXIM Success Story: George F. Brocke & Sons (Kendrick)

George F. Brocke & Sons is a fourth-generation small business and a leader in the processing of peas, lentils, chickpeas, and other forage and cover crops. Founded in 1950, the family-owned company now has 42 employees and four processing facilities, allowing them to ship their agricultural commodities across the United States and export to 38 countries around the world. Since 70 percent of their revenue is derived from exporting, it was crucial for the company to have a strong partner to help navigate challenging global markets. Working with EXIM and their broker Meridian Finance Group has allowed George F. Brocke & Sons to ship over \$62 million in EXIM-insured exports overseas since 2014.

*“As the majority of our sales come from exporting to complicated markets, EXIM insurance has been a key component of growing our business. It allows us to mitigate risk while also providing us the opportunity to lend against our now-insured receivables, improving our cash flow.”* —

Bert Brocke, President, George F. Brocke & Sons







## EXIM Supported Export Activity: 2014-2019

<b>TOTAL EXPORT VALUE</b>	<b>\$2B</b>
INSURED SHIPMENTS AND DISBURSEMENTS	\$2B
TOTAL AUTHORIZATIONS	\$1B

**Total Exporters: 218**  
**Small Business Exporters: 155**



### Top Industries

Machinery Manufacturing and Sales  
Crop Production and Sales  
Chemical Manufacturing and Sales

**71%**

of the exporters we support  
in Illinois are small businesses!



### Top Export Destinations

China  
Australia  
Mexico

### EXIM Success Story: Howe Corp. (Chicago)

In the heart of Chicago, Mary Howe runs the ice machine company her great-grandfather started in 1912, working with her team of 44 employees. More than a century after its founding, Howe Corporation's state-of-the-art refrigerator equipment can be used for keeping food fresh, making snow for ski resorts, and serving countless other function in markets around the globe. A few years ago, Mary's international customers began asking if they could have more time to pay—but as a small manufacturer, Howe didn't have the cash on-hand to afford a long wait. An insurance policy from EXIM proved to be the most cost-efficient way to solve the problem. With Howe's export sales protected by EXIM against payment delays, private lenders were comfortable increasing Howe's working capital cash flow. This enabled the company to fulfill sales orders and keep the factory running—and it helped Mary support the 40 percent of her employees whose jobs depend on export sales. Since 2014, EXIM supported more than \$10 million of Howe's international sales and the company recently added 14 additional employees credited to EXIM's support.



## EXIM Supported Export Activity: 2014-2019

<b>TOTAL EXPORT VALUE</b>	<b>\$1B</b>
INSURED SHIPMENTS AND DISBURSEMENTS	<b>\$935M</b>
TOTAL AUTHORIZATIONS	<b>\$758M</b>

**Total Exporters: 79**

**Small Business Exporters: 61**



### Top Industries

Machinery Manufacturing and Sales  
Chemical Equipment and Manufacturing and Sales  
Mfg and Sales of Non-Capital Equipment

**76%**

of the exporters we support  
in Indiana are small businesses!



### Top Export Destinations

Mexico  
Ukraine  
India

### EXIM Success Story: Trilithic (Indianapolis)

Trilithic is a small, Indianapolis-based producer of broadband instruments—when the cable goes out, their products help bring it back online. They've been creating quality products for nearly 30 years, and for much of that time, they've counted on an insurance policy from EXIM to ensure that they can reach customers in critical global markets. Today, about 40 percent of Trilithic's sales are exports; they've experienced a 350% increase in sales since they began working with EXIM. Without EXIM support, Trilithic would be shut out of doing business in many of their most vital markets—private financing often isn't available for small U.S. companies seeking to do business in some parts of the world. Thanks to the financing they've been equipped with by EXIM, they've been able to capitalize on global opportunities—and that's meant more good-paying jobs in Indianapolis.



## EXIM Supported Export Activity: 2014-2019

<b>TOTAL EXPORT VALUE</b>	<b>\$125M</b>
INSURED SHIPMENTS AND DISBURSEMENTS	<b>\$122M</b>
TOTAL AUTHORIZATIONS	<b>\$79M</b>

**Total Exporters: 30**

**Small Business Exporters: 22**



### Top Industries

Food Manufacturing and Sales  
Machinery Manufacturing and Sales  
Plastics and Rubber Products Mfg and Sales

**73%**

of the exporters we support  
in Iowa are small businesses!



### Top Export Destinations

Guatemala  
Canada  
Mexico

### EXIM Success Story: Paper Systems, Inc. (Des Moines)

Paper Systems, Inc., a small business in Des Moines, Iowa, has patented a new way of shipping large quantities of liquid products. Instead of relying on steel or plastic drums that are costly to ship and return, Paper Systems invented disposable totes, returnable totes, and replacement liners—solutions for long term industrial packing for a fraction of the price. The company's products have provided customers the ability to ship a wide range of goods including egg whites, salad dressings, industrial lubricants, and live fish.

Since July 2000, Paper Systems has relied on EXIM's export credit insurance to, as international Sales Director Kevin Stuart put it, "sleep well at night." That's because the insurance covers the risk of buyer nonpayment, giving the company assurance it needs to ship its products worldwide. Exports now represent 15 percent of total sales and, like many American small businesses, the company is looking beyond our borders to continue to expand into new markets and create more U.S. jobs.



## EXIM Supported Export Activity: 2014-2019

<b>TOTAL EXPORT VALUE</b>	<b>\$880M</b>
INSURED SHIPMENTS AND DISBURSEMENTS	<b>\$769M</b>
TOTAL AUTHORIZATIONS	<b>\$159M</b>

**Total Exporters: 48**

**Small Business Exporters: 30**



### Top Industries

Professional, Scientific and Technical Services  
Fabricated Metal Product Manufacturing and Sales  
Transportation Equipment Manufacturing and Sales

**63%**

of the exporters we support  
in Kansas are small businesses!



### Top Export Destinations

South Africa  
Mexico  
Liberia

### EXIM Success Story: Dymax, Inc. (Wamego)

Balderson Manufacturing started in 1935 when the family began producing snow plows for equipment dealers throughout the Midwest. After years of growing the family-owned business, Clark Balderson bought Dymax, Inc. in 1997. Dymax produces work tool attachments for construction machinery. Dymax wanted to continue to expand their business so they started exporting but needed assistance.

After speaking to a regional lender in 2014, the company learned of EXIM's export credit insurance and decided it was much easier to work with EXIM than dealing with the stress, time, and cost of obtaining a letter of credit. EXIM Express Export Credit Insurance protects against foreign buyer nonpayment risks covering up to 95 percent of Dymax's sales invoice. Backed by the full faith and credit of the U.S. government, the company was more comfortable in extending open account credit terms to its customers. An EXIM policy allowed Dymax to lower its processing costs versus a letter of credit and increase its cash flow by borrowing against its receivables. As a small business, Dymax cannot afford the risk of nonpayment.

EXIM insurance gave Dymax financial security and the ability to build trust with its customers. Dymax now counts buyers within Italy, United Kingdom, Poland, Canada, and Australia.

Since 2014, Dymax has more than tripled its business. EXIM supports about 15 percent of Dymax's total sales and 10 percent of its workforce. "EXIM's support can make a difference between breaking even and making a profit." — Clark Balderson, CEO



## EXIM Supported Export Activity: 2014-2019

<b>TOTAL EXPORT VALUE</b>	<b>\$334M</b>
INSURED SHIPMENTS AND DISBURSEMENTS	<b>\$250M</b>
TOTAL AUTHORIZATIONS	<b>\$153M</b>

**Total Exporters: 30**

**Small Business Exporters: 22**



### Top Industries

Chemical Manufacturing and Sales  
Machinery Manufacturing and Sales  
Motor Vehicle and Parts Mfg and Sales

**73%**

of the exporters we support  
in Kentucky are small businesses!



### Top Export Destinations

China  
Mexico  
Canada

### EXIM Success Story: DecoArt, Inc. (Stanford)

DecoArt manufactures a broad range of quality acrylic paints and craft supplies for professional artists, crafters, and students around the world. The company's product lines include Americana®, Americana Decor® Chalky Finish, and DecoArt Media®. DecoArt has three locations in central Kentucky—the paint manufacturing headquarters in Stanford, a creative center in Lexington, and a distribution center in Danville.

Since 1993, DecoArt has utilized EXIM's export credit insurance to mitigate the risk of nonpayment from foreign buyers, to help offer buyers open account credit terms, and to obtain working capital funds by borrowing against 80 percent of its EXIM-guaranteed foreign account receivables.

Since 2014, EXIM has supported nearly \$27 million in exports to 28 countries. The company's top export markets are Canada, Germany, Spain, and the United Kingdom. Along with this growth, DecoArt has doubled the size of its facilities. It has 214 full- and part-time employees—a 40 percent increase over three years.



## EXIM Supported Export Activity: 2014-2019

<b>TOTAL EXPORT VALUE</b>	<b>\$838M</b>
INSURED SHIPMENTS AND DISBURSEMENTS	<b>\$535M</b>
TOTAL AUTHORIZATIONS	<b>\$387M</b>

**Total Exporters: 98**

**Small Business Exporters: 65**



### Top Industries

Machinery Manufacturing and Sales  
Oil and Gas Extraction  
Chemical Manufacturing and Sales

**66%**

of the exporters we support  
in Louisiana are small businesses!



### Top Export Destinations

Mexico  
Nigeria  
Papua New Guinea

### EXIM Success Story: Reliable Industries (Harahan)

Reliable Industries Inc., located right outside of New Orleans, is a small-business supplier of U.S.-manufactured equipment and parts for heavy industries such as mining, marine, construction, and power-generation. The company exports its products to customers across the globe, to countries as diverse as Australia, Burkina Faso, and Guatemala. Reliable Industries began using EXIM products in 1985 after its CEO learned from a local lender how EXIM's working capital program could help the company fulfill export sales and improve cash flow. Since then, Reliable has used EXIM working capital guarantees, EXIM export credit insurance, and EXIM loan guarantees to support its international sales. According to company president Mike Rongey, "the use of EXIM Bank products has made a tremendous difference in helping to secure new international business." Since 2014, EXIM supported nearly \$58 million in Reliable's international sales.





## EXIM Supported Export Activity: 2014-2019

<b>TOTAL EXPORT VALUE</b>	<b>\$36M</b>
INSURED SHIPMENTS AND DISBURSEMENTS	\$34M
TOTAL AUTHORIZATIONS	\$29M

**Total Exporters: 15**  
**Small Business Exporters: 14**



### Top Industries

Chemical Manufacturing and Sales  
Mfg and Sales of Non-Capital Equipment  
Textile Mills, Products and Sales

**93%**

of the exporters we support  
in Maine are small businesses!



### Top Export Destinations

United Kingdom  
Germany  
Mexico

### EXIM Success Story: Village Candle, Inc. (Wells)

Founded 25 years ago, Village Candle, Inc., is located in Wells. The company has a 200,000 square foot manufacturing and warehouse facility with over 60 employees. Village Candle reached out to EXIM in supporting its exports to Europe. Village Candle wanted to offer open account credit terms to its distributors to grow sales; they also needed working capital to fulfill sales orders. EXIM Export Credit Insurance was the solution. To begin with, the policy protected against buyer nonpayment providing Village Candles the confidence to extend 30 to 90 day payment terms to its distributors. The buyers needed such time to retail the candles to get the funds to pay the invoice. Second, Village Candle was able to assign its insured foreign account receivables to a lender to access vital working capital funds to make its products. Village Candles now exports to 32 countries, with the UK its top market.

*"Having EXIM Credit insurance enables us to offer terms to our distributors which in turn helps them purchase larger quantities of product and fill a container. By having the credit insurance policy assigned to the bank, we are able to access more working capital to grow the company and invest in marketing."*

— Jeanne Hulit, President



## EXIM Supported Export Activity: 2014-2019

<b>TOTAL EXPORT VALUE</b>	<b>\$726M</b>
INSURED SHIPMENTS AND DISBURSEMENTS	<b>\$529M</b>
TOTAL AUTHORIZATIONS	<b>\$261M</b>

**Total Exporters: 56**

**Small Business Exporters: 42**



### Top Industries

Ore and Mineral Mining  
Transportation Equipment Manufacturing and Sales  
Machinery Manufacturing and Sales

**75%**

of the exporters we support  
in Maryland are small businesses!



### Top Export Destinations

China  
Taiwan  
Turkey

### EXIM Success Story: Active Minerals International (Sparks)

Founded over 50 years ago, Active Minerals International (AMI) is the world's largest producer of raw materials used in the production of fiberglass, refractories, cement, and catalysts. This small business is also an award-winning, environmentally responsible company dedicated to conserving resources and reclaiming mined land. EXIM's export credit insurance empowers the company to offer open account credit terms to its customers while mitigating the risk of buyer nonpayment. EXIM insurance also gives AMI the ability to enlarge its borrowing base.

Many lenders will not include foreign receivables in a company's borrowing base if those receivables are not insured. With an export credit insurance policy from EXIM, AMI's commercial lender added the foreign receivables to the company's borrowing base and provided it vital working capital to fulfill export orders. Today, exporting strengthens AMI operations on six continents and makes them a world leader in both mineral solutions and environmental stewardship. EXIM supported more than \$250 million of AMI's exports since 2014.



## EXIM Supported Export Activity: 2014-2019

<b>TOTAL EXPORT VALUE</b>	<b>\$1B</b>
INSURED SHIPMENTS AND DISBURSEMENTS	<b>\$453M</b>
TOTAL AUTHORIZATIONS	<b>\$310M</b>

**Total Exporters: 101**  
**Small Business Exporters: 74**



### Top Industries

Food Manufacturing and Sales  
Chemical Manufacturing and Sales  
Mfg and Sales of Non-Capital Equipment

**73%**

of the exporters we support  
in Massachusetts are small businesses!



### Top Export Destinations

India  
China  
Singapore

## EXIM Success Story: Williamson Corporation (Concord)

Founded in 1951, Williamson Corporation remains a family-owned small business manufacturer. Headquartered in Concord, MA, Williamson also has offices located in Memphis, Tennessee, Pittsburgh, Pennsylvania, France, Germany, China, Mexico, and India. The company sells infrared pyrometers used to measure temperatures on traditionally difficult to measure industrial applications such as the steel, aluminum, petrochemical, automotive, and semiconductor industries.

When Williamson began exporting, it used international sales managers and resellers and its exporting sales rose from 25 percent to 42 percent, though not as high as expected. The problem was twofold; multinational businesses preferred to work directly with Williamson rather than through a third party and foreign companies preferred not to pay cash in advance as it hurt their cash flow. Insurance broker EIA Global and EXIM found a solution: EXIM's short-term export credit insurance with open account payment terms, which reduces the risk of buyer nonpayment and allows buyers more time to pay. Within the first 10 months of using EXIM, sales increased over 25 percent and Williamson increased its workforce by 17 percent. EXIM has supported nearly \$4 million of Williamson Corporation's sales from since 2014.

*"As a small manufacturer trying to grow export sales to large multinational companies, managing our cash flow is important to sustaining our success. With the EXIM Bank insurance on our receivables, we have the confidence to get paid on each and every order to our international customers." — Bill Barron, President*





## EXIM Supported Export Activity: 2014-2019

<b>TOTAL EXPORT VALUE</b>	<b>\$3B</b>
INSURED SHIPMENTS AND DISBURSEMENTS	<b>\$2M</b>
TOTAL AUTHORIZATIONS	<b>\$556M</b>

**Total Exporters: 137**

**Small Business Exporters: 106**



### Top Industries

Chemical Manufacturing and Sales  
Professional, Scientific and Technical Services  
Machinery and Mfg and Sales

**77%**

of the exporters we support  
in Michigan are small businesses!



### Top Export Destinations

Saudi Arabia  
China  
India

### EXIM Success Story: Ghafari Associates (Dearborn)

Woman-owned Ghafari Associates of Dearborn, Michigan has been designing, engineering and constructing beautiful buildings around the world for more than 33 years. The award-winning architecture firm has been the brains behind everything from car assembly plants to university athletic centers, but the time between the drawing board and getting fully paid for a project can create a need for a working capital loan. This common business financing practice can become difficult, however, when those projects are overseas. That's exactly the issue that Ghafari Associates faced when the firm won a major contract to build the new Hamad International Airport in Doha, Qatar and that's why they turned to EXIM. With an EXIM working capital guarantee, Ghafari's bank was able to extend the company the capital they needed to finish the job, pay its workers and open new doors for more international work. In fact, Ghafari's international sales have grown 28 percent in recent years and now represent one-third of revenue, while domestic sales growth has stayed around 3 percent. With services representing one of America's largest export sectors, Ghafari's story demonstrates how EXIM can equip U.S. companies to tackle major new challenges and expand their footprint into fast-growing overseas markets.



## EXIM Supported Export Activity: 2014-2019

<b>TOTAL EXPORT VALUE</b>	<b>\$809M</b>
INSURED SHIPMENTS AND DISBURSEMENTS	<b>\$785M</b>
TOTAL AUTHORIZATIONS	<b>\$360M</b>

**Total Exporters: 119**

**Small Business Exporters: 80**



### Top Industries

Food Manufacturing and Sales  
Wood Product Manufacturing and Sales  
Banking and Finance

**67%**

of the exporters we support  
in Minnesota are small businesses!



### Top Export Destinations

Mexico  
China  
Russia

### EXIM Success Story: IKONICS Corporation (Duluth)

IKONICS Corporation is an established small business that has thrived since 1952. They specialize in creating and transferring physical and visual images in a variety of industries. From traditional and high-tech screen printing and coated film to decorative and industrial etching and imaging, IKONICS conducts its photochemistry business in over 90 countries. IKONICS has grown quickly through exports, but, like most companies, they are concerned about the political and commercial risks associated with large transactions overseas. That's why they turned to EXIM's export credit insurance to cover a 90-day line of credit to a buyer in India for the purchase of IKONICS film and chemical emulsions. Since 2011, IKONICS has utilized EXIM insurance policies to cover more than \$4 million worth of sales to India.



## EXIM Supported Export Activity: 2014-2019

<b>TOTAL EXPORT VALUE</b>	<b>\$222M</b>
INSURED SHIPMENTS AND DISBURSEMENTS	<b>\$211M</b>
TOTAL AUTHORIZATIONS	<b>\$98M</b>

**Total Exporters: 19**

**Small Business Exporters: 12**



### Top Industries

Chemical Manufacturing and Sales  
Wood Product Manufacturing and Sales  
Mfg and Sales of Non-Capital Equipment

**63%**

of the exporters we support  
in Mississippi are small businesses!



### Top Export Destinations

Canada  
Mexico  
Brazil

### EXIM Success Story: J.T. Shannon Lumber Company (Horn Lake and Hernando)

J.T. Shannon Lumber Company, Inc., a small business with facilities in Horn Lake and Hernando, manufactures rough and surfaced lumber, hardwood flooring, and other products for sale domestically and overseas. A 5th generation company, J.T. Shannon Lumber started shipping internationally after World War II, with primary markets in Europe, China, and Mexico. The challenge of determining a comfortable credit level with new customers eventually led J.T. Shannon Lumber to EXIM, which provided them with a transparent system of determining credit levels and allowed them to increase their borrowing base for international receivables by 20 percent. J.T. Shannon Lumber Company's insurance broker, World Trade Consult, helped them secure an export credit insurance policy to export to over 25 countries. EXIM insurance has covered an average of \$5.7 million in J.T. Shannon Lumber Company exports annually over the last five years, and has allowed the company to expand more rapidly into new markets.





## EXIM Supported Export Activity: 2014-2019

<b>TOTAL EXPORT VALUE</b>	<b>\$859M</b>
INSURED SHIPMENTS AND DISBURSEMENTS	<b>\$475M</b>
TOTAL AUTHORIZATIONS	<b>\$340M</b>

**Total Exporters: 77**

**Small Business Exporters: 57**



### Top Industries

Machinery Manufacturing and Sales  
Primary Metal Manufacturing and Sales  
Food Manufacturing and Sales

**74%**

of the exporters we support  
in Missouri are small businesses!



### Top Export Destinations

Mexico  
Canada  
United Kingdom

### EXIM Success Story: U.S. International Foods, LLC (St. Louis)

U.S. International Foods meets the world's growing demand for safe, high quality, American food from its office in St. Louis. Founded in 2011, U.S. International Foods exports to China and other markets in Asia.

The company sought aggressive international sales growth but was wary of foreign buyer nonpayment. Looking for a solution, the company turned to EXIM. U.S. International Foods now uses an EXIM Export Credit Insurance policy which covers 95% of the company's sales invoices against commercial and political risks.

Since 2014, EXIM has covered \$1.3 million of the company's international sales. With many small and medium-sized U.S. sub-suppliers, U.S. International Foods exports are indirectly expanding their sales and supporting U.S. jobs.

*"EXIM Bank is a key component to our continued growth. Its credit insurance is an essential tool that lets us break into foreign markets and expand our workforce."* — David Shogren, President, U.S. International Foods



## EXIM Supported Export Activity: 2014-2019

<b>TOTAL EXPORT VALUE</b>	<b>\$26M</b>
INSURED SHIPMENTS AND DISBURSEMENTS	\$26M
TOTAL AUTHORIZATIONS	\$22M

**Total Exporters: 11**

**Small Business Exporters: 9**



### Top Industries

Wood Product Manufacturing and Sales  
Machinery Manufacturing and Sales  
Mfg and Sales of Non-Capital Equipment

**82%**

of the exporters we support  
in Montana are small businesses!



### Top Export Destinations

Mexico  
Colombia  
Singapore

### EXIM Success Story: West Paw Designs (Bozeman)

Founded in 1987, West Paw Design is a small eco-friendly manufacturer of pet toys and apparel. West Paw Design primarily exports to Mexico and Scandinavian countries selling toys, beds, and clothing for pets. Impressively, 100 percent of the company's products are made in the USA, with 98 percent made right in the same building as their offices in Bozeman. The firm employs about 30 people and has seen its business grow with nonpayment protection from EXIM's export credit insurance. EXIM has covered \$2.1 million in shipments since 2014 with average annual volume of over \$300,000. EXIM's credit insurance allows West Paw Design to offer open account credit to its buyers, an attractive way of boosting sales without having to lower prices.



## EXIM Supported Export Activity: 2014-2019

<b>TOTAL EXPORT VALUE</b>	<b>\$332M</b>
INSURED SHIPMENTS AND DISBURSEMENTS	<b>\$332M</b>
TOTAL AUTHORIZATIONS	<b>\$117M</b>

**Total Exporters: 30**

**Small Business Exporters: 16**



### Top Industries

Food Manufacturing and Sales  
Chemical Manufacturing and Sales  
Machinery Manufacturing and Sales

**53%**

of the exporters we support  
in Nebraska are small businesses!



### Top Export Destinations

Mexico  
Canada  
Vietnam

### EXIM Success Story: Chief Industries (Kearney)

Chief Industries, a small, family-owned construction firm established in 1954, manufactures grain storage systems and other farm equipment in Kearney. When Chief wanted to boost sales by selling more agricultural products in Mexico, South America, and Central Europe, they found they were losing out to competitors due to their foreign buyers' inability to obtain the financing needed to purchase its products.

Chief's commercial lender, Wells Fargo, introduced the company to EXIM, which equipped the company with an export insurance package that gave them and their foreign buyers the assurances necessary to close more sales. Since then, Chief has stayed ahead of the competition, entering new international markets, increasing sales between 5 and 15 percent, and creating quality jobs in Nebraska.

*"Receiving help from EXIM has established loyalty with our business partners and has helped us strengthen our relationship with customers."* — Mike Lewis, President



# EXIM Supported Export Activity: 2014-2019

<b>TOTAL EXPORT VALUE</b>	<b>\$65M</b>
INSURED SHIPMENTS AND DISBURSEMENTS	\$43M
TOTAL AUTHORIZATIONS	\$33M

**Total Exporters: 23**  
**Small Business Exporters: 16**



### Top Industries

- Nonmetallic Mineral Product
- Mfg and Sales of Non-Capital Equipment
- Electrical Equipment Manufacturing and Sales

# 70%

of the exporters we support  
 in Nevada are small businesses!

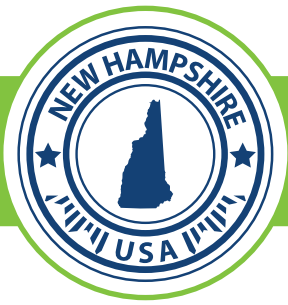


### Top Export Destinations

- Mexico
- India
- Turkey

## EXIM Success Story: Click-Bond (Carson City)

Click-Bond, Inc. has never been a direct EXIM customer, but the 300-employee strong manufacturer of fasteners located in Nevada’s state capital knows how EXIM has leveled the playing field for U.S. businesses. Click-Bond counts itself among one of the 15,000 U.S. suppliers to the Boeing Company, the only manufacturer of wide-body commercial aircraft in the United States and the nation’s number one exporter. When foreign airlines purchase new wide-body aircraft, they have two choices: Boeing or Airbus, which manufactures its planes in Europe and is heavily backed by the official export credit agencies of France, Germany and the United Kingdom—EXIM’s counterparts in those countries. EXIM has leveled the playing field for Boeing, Click-Bond and thousands of other U.S. companies in the U.S. aerospace supply chain through its loan guarantees to foreign buyers of Made-in-America goods and services.



# EXIM Supported Export Activity: 2014-2019

<b>TOTAL EXPORT VALUE</b>	<b>\$163M</b>
INSURED SHIPMENTS AND DISBURSEMENTS	<b>\$149M</b>
TOTAL AUTHORIZATIONS	<b>\$119M</b>

**Total Exporters: 23**  
**Small Business Exporters: 20**



## Top Industries

Professional, Scientific, and Technical Services  
 Manufacturing and Sales of Non-Capital Equipment  
 Textile Mills, Products, and Sales

# 87%

of the exporters we support in  
 New Hampshire are small businesses!



## Top Export Destinations

Mexico  
 United Kingdom  
 China

## EXIM Success Story: Boyle Energy Services & Technology (Concord)

Mike Boyle is a Navy veteran who turned his experience maintaining boilers on American fighting vessels into Boyle Energy Services & Technology, a small energy firm based out of Concord. Mike and his team developed a groundbreaking technology that enables them to service power plants in a way that improves efficiency while slashing costs, carbon emissions, and hazardous waste. With low domestic demand, Mike knew he needed to pursue export sales—but he couldn't secure the private financing necessary to compete. With a working capital loan guarantee and export credit insurance from EXIM, he gained the confidence and capacity he needed to take his company global. Before utilizing EXIM, exports made up about five percent of Boyle's sales—today that number is around 65 percent. Since 2014, EXIM supported nearly \$67 million of the company's export sales.

*"EXIM enabled our company to expand globally to over 20 countries, increasing our topline by 175 percent over 10-years. The Bank has been a great resource and partner."* — Mike Boyle, CEO





## EXIM Supported Export Activity: 2014-2019

<b>TOTAL EXPORT VALUE</b>	<b>\$3B</b>
INSURED SHIPMENTS AND DISBURSEMENTS	<b>\$1B</b>
TOTAL AUTHORIZATIONS	<b>\$720M</b>

**Total Exporters: 140**

**Small Business Exporters: 105**



### Top Industries

Chemical Manufacturing and Sales  
Food Manufacturing and Sales  
Heavy and Civil Works Construction

**75%**

of the exporters we support  
in New Jersey are small businesses!



### Top Export Destinations

Saudi Arabia  
India  
Mexico

## EXIM Success Story: Hoffman Equipment (Piscataway)

Hoffman Equipment is a third-generation construction equipment dealership and distribution center. Hoffman began exporting construction machinery and equipment for international projects in the 1970s. In the spring of 2009, Hoffman's private export credit insurance policy was suddenly cancelled due to the financial crisis, jeopardizing the company's international sales. Hoffman turned to EXIM financing to cover pending transactions. In fact, the company has used three of EXIM's products to increase its international sales.

The company obtained export credit insurance to cover foreign buyer nonpayment and working capital loan guarantees to fulfill its sales orders. For larger capital goods projects, EXIM's medium- and long-term lender loan guarantees have assisted its creditworthy buyers in getting financing. As a result of EXIM's support, Hoffman was able to protect at least 15 American jobs. Hoffman also felt secure knowing EXIM was covering it when the company won a \$45 million deal in 2013 with a buyer in Cameroon for 151 pieces of equipment—a project that supported 55 existing jobs and created 25 new ones.

Today, the company exports to 80 countries, with an emphasis on markets in sub-Saharan Africa, the Middle East, Latin America, and the former Soviet Union. In total, EXIM supported \$47 million of the company's international sales from 2013 to 2017.

*"You have to sell overseas to get the dollars back. Exporting means creating jobs, increasing national security, and shrinking the national deficit."* — Musya Tumanyan, Senior Vice President



## EXIM Supported Export Activity: 2014-2019

<b>TOTAL EXPORT VALUE</b>	<b>\$47M</b>
INSURED SHIPMENTS AND DISBURSEMENTS	<b>\$51M</b>
TOTAL AUTHORIZATIONS	<b>\$27M</b>

**Total Exporters: 10**

**Small Business Exporters: 7**



### Top Industries

Electrical Equipment Manufacturing and Sales  
Computer and Electronic Product Mfg and Sales  
Manufacturing and Sales of Non-Capital Equipment

**70%**

of the exporters we support  
in New Mexico are small businesses!



### Top Export Destinations

Colombia  
Canada  
United Kingdom

### EXIM Success Story: Lectrosonics (Rio Rancho)

Lectrosonics Inc., a small business founded in 1971 and based in Rio Rancho, sells wireless microphone systems and audio-processing and routing equipment. Its products are used in diverse settings ranging from television, film, and broadcast production to courtrooms and theaters. In 2012, Lectrosonics was trying to enter a new market, but they needed a way to protect against the potential of foreign buyer nonpayment. An export credit insurance policy from EXIM was the perfect solution.

The policy enabled the company to expand into Romania, and outfit that country's entire national court system with its audio-processor products. Thanks in large part to EXIM support, Lectrosonics now exports to a much wider range of countries, including Brazil, Mexico, China, Japan, Australia, New Zealand, South Africa, UAE, and the Netherlands. Company sales now approximate \$30 million with 30 percent being export-related. Lectrosonics has been able to hire more workers in New Mexico and now employs about 160 workers. Between 2014 and 2019, EXIM has supported over \$16 million in Lectrosonics' exports.



## EXIM Supported Export Activity: 2014-2019

<b>TOTAL EXPORT VALUE</b>	<b>\$3B</b>
INSURED SHIPMENTS AND DISBURSEMENTS	<b>\$2B</b>
TOTAL AUTHORIZATIONS	<b>\$1B</b>

**Total Exporters: 210**

**Small Business Exporters: 127**



### Top Industries

Food Manufacturing and Sales  
Electrical Equipment Manufacturing and Sales  
Banking and Finance

**60%**

of the exporters we support  
in New York are small businesses!



### Top Export Destinations

United Arab Emirates  
Saudi Arabia  
Mexico

### EXIM Success Story: U.S. Quality Drug Company, Inc. (Westbury)

U.S. Quality Drug was founded in 1982 by a former employee of the Federal Drug Administration. Today, the woman-owned company has two employees and is entirely dependent on exports. The company sells vitamins, dietary supplements, and nutraceuticals made in the United States to buyers overseas. As an export-only company, U.S. Quality Drug has relied on EXIM's short-term export credit insurance since its inception because it is wary of buyer nonpayment. Jody Stein, Vice President of International Sales, says, "The safety net of being able to insure receivables from our foreign customers helps us decrease the risk [of nonpayment] associated with doing business overseas." Along with EXIM, U.S. Quality Drug also works with Meridian Finance as its broker to ensure ease of payments. The company's largest markets are Iceland and Switzerland and it plans to add more customers soon. From 2014 to 2019, EXIM supported almost \$3.4 million of U.S. Quality Drug's sales.

*"Thanks to EXIM's insurance and support, exporting is less risky because in the event that a customer defaults on a payment, we know that we are covered for those receivables. As a small business, this is an important safety net for us to have in order to confidently continue to export." — Jody Stein, VP of International Sales*





## EXIM Supported Export Activity: 2014-2019

<b>TOTAL EXPORT VALUE</b>	<b>\$1B</b>
INSURED SHIPMENTS AND DISBURSEMENTS	<b>\$606M</b>
TOTAL AUTHORIZATIONS	<b>\$569M</b>

**Total Exporters: 143**

**Small Business Exporters: 119**



### Top Industries

Textile Mills, Products and Sales  
Wood Product Manufacturing and Sales  
Chemical Manufacturing and Sales

**83%**

of the exporters we support in  
North Carolina are small businesses!



### Top Export Destinations

Mexico  
Honduras  
Canada

### EXIM Success Story: Mallard Creek Polymers, Inc. (Charlotte)

Mallard Creek Polymers, Inc. (MCP) in Charlotte is a specialty chemical company that produces polymers used by various industries including adhesives, nonwovens, paint, coatings, graphic arts, printing and packaging, textiles, carpet, sealants, construction, oil services, and paper.

Since 2008, MCP has used EXIM's export credit insurance to mitigate buyer nonpayment credit risks. With EXIM insurance providing coverage for up to 95 percent of MCP's insured invoices, the company can offer its customers "open account" credit terms rather than requiring cash in advance, in turn boosting international orders. By utilizing EXIM's products, this small business has effectively expanded its global market footprint into Europe, Asia, Canada, and the Middle East and has consistently increased its export sales. EXIM supported nearly \$9 million of the company's exports between 2014-2019.



## EXIM Supported Export Activity: 2014-2019

<b>TOTAL EXPORT VALUE</b>	<b>\$38M</b>
INSURED SHIPMENTS AND DISBURSEMENTS	<b>\$38M</b>
TOTAL AUTHORIZATIONS	<b>\$30M</b>

**Total Exporters: 17**

**Small Business Exporters: 12**



### Top Industries

Crop Production and Sales  
Machinery Manufacturing and Sales  
Plastics and Rubber Products Mfg and Sales

**71%**

of the exporters we support  
in North Dakota are small businesses!



### Top Export Destinations

Mexico  
Colombia  
United Arab Emirates

### EXIM Success Story: Healthy Oilseeds of Gussiaas Family Farm (Carrington)

Healthy Oilseeds, part of Gussiaas Family Farm, began exporting organic and non-organic seeds in 2002. The family-owned venture exports golden and brown flaxseed, hempseed, and borage to five continents including countries such as Algeria, Brazil, Kazakhstan, South Korea, and Spain. The Gussiaas family has been farming for decades and exporting has become an increasingly important part of the business, just as it has for many American farmers. Gussiaas Family Farm has utilized EXIM insurance since 2009 to cover their sales around the world, protecting against the political and commercial risks of buyer nonpayment. EXIM supported more than \$540,000 of Healthy Oilseeds export sales from 2014-2019.



## EXIM Supported Export Activity: 2014-2019

**TOTAL EXPORT VALUE**

**\$2B**

**INSURED SHIPMENTS AND DISBURSEMENTS**

**\$1B**

**TOTAL AUTHORIZATIONS**

**\$724M**

**Total Exporters: 200**

**Small Business Exporters: 144**



### Top Industries

Machinery Manufacturing and Sales  
Manufacturing and Sales of Non-Capital Equipment  
Transportation Equipment Mfg and Sales

**72%**

of the exporters we support  
in Ohio are small businesses!



### Top Export Destinations

Mexico  
China  
Turkey

### EXIM Success Story: Robbins Sports Surfaces (Cincinnati)

In Cincinnati, Jay Stoehr runs Robbins Sports Surfaces, the nearly 100 year-old small business his father, a veteran of three wars, bought in 1977 from its original founder. Robbins manufactures maple and synthetic flooring for basketball, volleyball, and other recreational courts—and thanks to EXIM, they've grown from a purely domestic business to one that exports to customers around the world. Companies of Robbins' size often have trouble securing commercial financing for their export sales to many markets—so, since 1999, they've made use of EXIM's export credit insurance. EXIM insurance gives the company the protection against buyer nonpayment they need to compete confidently and grow their export sales in Europe, Latin America, Asia, the Middle East, and the Caribbean. That growth has empowered Jay and his team to expand their business—and it has enabled them to hire more workers in the Cincinnati area to take on quality, reliable jobs.



# EXIM Supported Export Activity: 2014-2019

<b>TOTAL EXPORT VALUE</b>	<b>\$525M</b>
INSURED SHIPMENTS AND DISBURSEMENTS	<b>\$560M</b>
TOTAL AUTHORIZATIONS	<b>\$464M</b>

**Total Exporters: 52**  
**Small Business Exporters: 37**



## Top Industries

Machinery Manufacturing and Sales  
 Petroleum and Coal Products Mfg and Sales  
 Professional, Scientific, and Technical Services

# 71%

of the exporters we support  
 in Oklahoma are small businesses!



## Top Export Destinations

Mexico  
 India  
 Saudi Arabia

## EXIM Success Story: Zeeco (Broken Arrow)

Located in Broken Arrow, Zeeco is an innovative combustion technology company that produces efficient industrial burners and flares serving the energy industry. Thanks to their superior products, Zeeco was able to find buyers on every continent—but because it can take extra time for payment to come in from global sales, they needed working capital to keep producing and innovating while waiting on their account receivables. Thanks to a loan guarantee from EXIM, Zeeco was able to secure capital from their private lender—capital that allowed them to compete effectively against foreign rivals who were also offering financing as part of their sales pitches. Zeeco started out as a small business, but since working with EXIM, they’ve more than tripled their revenue and tripled their workforce in Oklahoma by creating good-paying, export-backed jobs. Between 2014-2019, EXIM supported more than \$300 million of Zeeco’s export sales.





## EXIM Supported Export Activity: 2014-2019

<b>TOTAL EXPORT VALUE</b>	<b>\$660M</b>
INSURED SHIPMENTS AND DISBURSEMENTS	<b>\$459M</b>
TOTAL AUTHORIZATIONS	<b>\$224M</b>

**Total Exporters: 75**

**Small Business Exporters: 62**



### Top Industries

Wood Product Manufacturing and Sales  
Machinery Manufacturing and Sales  
Mfg and Sales of Non-Capital Equipment

**83%**

of the exporters we support  
in Oregon are small businesses!



### Top Export Destinations

Mexico  
United Kingdom  
Turkey

### EXIM Success Story: Bob's Red Mill (Portland)

Bob's Red Mill is an employee-owned Oregon company started by Bob Moore in 1978. Today, Bob's Red Mill Natural Foods produces more than 400 products, including a full line of certified gluten-free products and an extensive line of certified organic products. With a wide variety of whole grain products, from flours and hot cereals to baking mixes and grains, Bob's Red Mill is the nation's leader in stone milling whole grains. Since 2012, Bob's Red Mill has used EXIM's export credit insurance to expand into new markets and hire more American workers.



## EXIM Supported Export Activity: 2014-2019

<b>TOTAL EXPORT VALUE</b>	<b>\$4B</b>
INSURED SHIPMENTS AND DISBURSEMENTS	\$2B
TOTAL AUTHORIZATIONS	\$2B

**Total Exporters: 200**

**Small Business Exporters: 134**



### Top Industries

Transportation Equipment Manufacturing and Sales  
Ore and Mineral Mining and Sales  
Manufacturing and Sales of Non-Capital Equipment

**67%**

of the exporters we support  
in Pennsylvania are small businesses!



### Top Export Destinations

South Africa  
Australia  
Mexico

### EXIM Success Story: Bassetts Ice Cream (Philadelphia)

Bassetts Ice Cream Company was founded in 1861 and is currently run by the founder's great-great-grandson. While the company has grown into a full-service frozen dessert distributor to restaurants, hotels, supermarkets, and caterers, Bassetts still sources its milk from central Pennsylvania's dairy farms.

In 2008, 147 years after its founding, Bassetts began to look abroad for sales growth, zeroing in on the rapidly growing consumer class in China. Like many small business exporters, they couldn't afford to ship their frozen desserts overseas without guaranteed payment. That's why Bassetts turned to EXIM's export credit insurance, which insures against the risks of nonpayment. Today, exports to China and South Korea comprise 20 percent of the ice cream wholesaler's business and the 20-employee company is also exploring opportunities in Taiwan, Vietnam, Japan, Chile, the Bahamas, and the Middle East. From 2014-2019, EXIM supported nearly \$3 million of Bassetts' export sales.



## EXIM Supported Export Activity: 2014-2019

<b>TOTAL EXPORT VALUE</b>	<b>\$161M</b>
INSURED SHIPMENTS AND DISBURSEMENTS	<b>\$161M</b>
TOTAL AUTHORIZATIONS	<b>\$68M</b>

**Total Exporters: 30**

**Small Business Exporters: 27**



### Top Industries

Manufacturing and Sales of Non-Capital Equipment  
Plastics and Rubber Products Mfg and Sales  
Motor Vehicles and Parts Products Mfg and Sales

**90%**

of the exporters we support  
in Puerto Rico are small businesses!



### Top Export Destinations

Egypt  
Vietnam  
Taiwan

### EXIM Success Story: B & B Manufacturing Corporation (Bayamon)

B&B Manufacturing, a small business located in Bayamon, Puerto Rico, manufactures wiring and ignition parts equipment for motor vehicles produced around the globe. Established in 1985, the company relies on exports for 68 percent of its total sales. B&B Manufacturing exports to buyers in 11 countries, including Guatemala, Costa Rica, and the Dominican Republic. The company used an EXIM small business export credit multi-buyer policy for almost 20 years to extend credit to its portfolio of international buyers. With the support of EXIM insurance, B&B Manufacturing has exported more than \$10 million dollars in goods to overseas customers over the last six years.



## EXIM Supported Export Activity: 2014-2019

<b>TOTAL EXPORT VALUE</b>	<b>\$102M</b>
INSURED SHIPMENTS AND DISBURSEMENTS	<b>\$57M</b>
TOTAL AUTHORIZATIONS	<b>\$53M</b>

**Total Exporters: 12**

**Small Business Exporters: 10**



### Top Industries

Textile Mills, Products and Sales  
Fabricated Metal Product Manufacturing and Sales  
Animal Production and Sales

**83%**

of the exporters we support  
in Rhode Island are small businesses!



### Top Export Destinations

Canada  
Turkey  
China

### EXIM Success Story: Primary Flow Signal, Inc. (Cranston)

Primary Flow Signal, Inc. has provided high quality flow metering solutions to thousands of customers globally since its founding in 1983. The company of 80 U.S. employees sells differential type flow metering equipment and accessories, serving the water and wastewater, industrial, power, automotive, fire suppression, and oil and gas industries around the world.

EXIM's export credit insurance has been a critical tool in the company's growth through exports, reducing the risks that can accompany foreign receivables—particularly in more difficult markets. Primary Flow tripled exports through EXIM insurance, and its portfolio grew to include 19 buyers in 12 countries in Africa, Asia, South America, and the Middle East. EXIM's support has increased the company's sales from seven figures to eight figures, and exports account for up to 45% of its total monthly revenue.

*"One of the main benefits that EXIM has provided to our international sales efforts is that it affords us the financial protection that would otherwise be very expensive, if at all available."*

— Bruce Briggs, President





## EXIM Supported Export Activity: 2014-2019

<b>TOTAL EXPORT VALUE</b>	<b>\$4B</b>
INSURED SHIPMENTS AND DISBURSEMENTS	<b>\$2B</b>
TOTAL AUTHORIZATIONS	<b>\$752M</b>

**Total Exporters: 58**

**Small Business Exporters: 36**



### Top Industries

Transportation Equipment Manufacturing and Sales  
Motor Vehicle and Parts Manufacturing and Sales  
Machinery Manufacturing and Sales

**62%**

of the exporters we support in  
South Carolina are small businesses!



### Top Export Destinations

Kenya  
China  
Canada

### EXIM Success Story: Tactical Medical Solutions (Anderson)

Tactical Medical Solutions, a small business in South Carolina, develops and manufactures pre-hospital medical gear for tactical and civilian uses. The company provides over 2,000 products to address a broad spectrum of first responder needs, including medical equipment deployed in the battlefield. EXIM's credit insurance empowers Tactical Medical Solutions to offer open account credit terms to international buyers, ensuring that its foreign transactions are protected from nonpayment. Now its suppliers carry more inventory, improving delivery time to end-users. Since becoming an EXIM customer in 2013, the company's export sales have grown 34 percent and four new jobs have been created.



## EXIM Supported Export Activity: 2014-2019

<b>TOTAL EXPORT VALUE</b>	<b>\$11M</b>
INSURED SHIPMENTS AND DISBURSEMENTS	<b>\$10M</b>
TOTAL AUTHORIZATIONS	<b>\$30M</b>

**Total Exporters: 11**  
**Small Business Exporters: 6**



### Top Industries

Machinery Manufacturing and Sales  
Manufacturing and Sales of Non Capital Equipment  
Motor Vehicle and Parts Manufacturing and Sales

**55%**

of the exporters we support  
in South Dakota are small businesses!



### Top Export Destinations

Mexico  
Jordan  
Chile

### EXIM Success Story: Rosenbauer America, LLC (Lyons)

Rosenbauer is a global leader in firefighting technology and resources—including pumpers, tankers, rescue vehicles, aerials, and specialty vehicles. This family-owned business founded in 1866 counts more than 150 years of manufacturing experience. With 11 production facilities on four continents, Rosenbauer has the ability to share life-saving, cutting-edge technology with firefighters worldwide. The company has been an active EXIM customer dating back to 2006. With large international deals and production, Rosenbauer wanted financial security—leading the company to EXIM. One significant transaction enabled the Municipality of Istanbul to purchase \$50 million of fire trucks. EXIM's unconditional, 100 percent long-term guarantee gave the lender the confidence needed to provide this loan with longer payment terms.

With the help of EXIM, Rosenbauer has built global partnerships while creating more jobs in the United States.



## EXIM Supported Export Activity: 2014-2019

<b>TOTAL EXPORT VALUE</b>	<b>\$1B</b>
INSURED SHIPMENTS AND DISBURSEMENTS	<b>\$914M</b>
TOTAL AUTHORIZATIONS	<b>\$298M</b>

**Total Exporters: 64**

**Small Business Exporters: 41**



### Top Industries

Crop Production and Sales  
Ore & Mineral Mining and Sales  
Wood Product Manufacturing and Sales

**64%**

of the exporters we support  
in Tennessee are small businesses!



### Top Export Destinations

Mexico  
Turkey  
Hong Kong

### EXIM Success Story: Classic American Hardwoods (Memphis)

Classic American Hardwoods, Inc. (CAH) buys lumber from sawmills and dries, regrades, and packages it for shipment. When the 2008 recession started, its private sector insurer decided to cancel most of the buyers on CAH's policy. This decision negatively affected CAH, whose exports comprised 60 percent of its total sales. The company was forced to lay off half of its 120 employees and those remaining received a substantial pay cut.

Utilizing EXIM's credit insurance allowed the company to protect against nonpayment and have the funds to fulfill sales orders. Since 2008, CAH's sales have tripled and are now over \$46 million annually with active customers in 39 U.S. states and over 30 countries. From 2012 to 2017, EXIM covered \$54 million of the company's export sales. CAH also had the confidence and the sales to rehire for all lost positions and expand its workforce.



## EXIM Supported Export Activity: 2014-2019

<b>TOTAL EXPORT VALUE</b>	<b>\$12B</b>
INSURED SHIPMENTS AND DISBURSEMENTS	<b>\$7B</b>
TOTAL AUTHORIZATIONS	<b>\$9B</b>

**Total Exporters: 812**

**Small Business Exporters: 472**



### Top Industries

Machinery Manufacturing and Sales  
Professional, Scientific and Technical Services  
Oil and Gas Extraction

**58%**

of the exporters we support  
in Texas are small businesses!



### Top Export Destinations

Mexico  
Saudi Arabia  
Australia

### EXIM Success Story: BioSafe Technologies (Denison)

Founded in 2000 in Denison, Texas, BioSafe Technologies sells non-toxic lice removal systems including shampoos and combs. Like many small companies, BioSafe required funds to grow manufacturing operations and meet international demand. With the help of Texas-based United Risk Consultants, the company has utilized EXIM's export credit insurance to support its international sales. With an EXIM policy to insure its foreign accounts receivables, BioSafe received a line of credit from their commercial lender, providing additional cash flow to purchase raw materials, increase manufacturing capacity, and meet the timeframes required by international customers. EXIM insurance also empowered BioSafe to offer "open account" credit terms, providing peace-of-mind and protecting the company from foreign buyer nonpayment. From 2014-2019, EXIM supported more than \$4.3 million of BioSafe's exports.

*"EXIM allowed us to take on a larger customer overseas. We never would have expanded our exports without the support offered by EXIM. We could take on multiple orders, pay our vendors on time, and offer better terms to our customers without concern for receipt of payment."*

— Lynn James-Myer, Founder and CEO



## EXIM Supported Export Activity: 2014-2019

<b>TOTAL EXPORT VALUE</b>	<b>\$118M</b>
INSURED SHIPMENTS AND DISBURSEMENTS	<b>\$46M</b>
TOTAL AUTHORIZATIONS	<b>\$31M</b>

**Total Exporters: 23**

**Small Business Exporters: 19**



### Top Industries

Machinery Manufacturing and Sales  
Chemical Manufacturing and Sales  
Manufacturing and Sales of Non-Capital Equipment

**83%**

of the exporters we support  
in Utah are small businesses!



### Top Export Destinations

Saudi Arabia  
Morocco  
Turkey

### EXIM Success Story: Mango Enterprises (Sandy)

“For many American companies, exporting to the Middle East and North Africa (MENA) can seem too daunting to pursue,” explained Tarek Mango, Managing Director of Mango Enterprises. “Missing out on those markets results in a lot of missed opportunity for American businesses.” After a career in the private sector developing a thorough understanding of MENA markets, Tarek founded Mango Enterprises to help U.S. manufacturers succeed in those markets. Mango Enterprises’ partnership with EXIM and their broker Meridian Finance Group allows the company to combine its expertise in navigating regulatory, political, and cultural environmental across the region with the financial security of EXIM’s export credit insurance. EXIM insurance protects American exporters from the risk of non-payment and allows them to extend competitive credit terms, and Mango Enterprises uses it to help U.S. firms secure business overseas and hire more American workers. Over the last five years, EXIM has supported the export of more than \$1.8 million of Mango Enterprises’ American-made products. “EXIM is critical to what we do. We’re going to be using even more EXIM products in the future,” Tarek concluded.



## EXIM Supported Export Activity: 2014-2019

<b>TOTAL EXPORT VALUE</b>	<b>\$215M</b>
INSURED SHIPMENTS AND DISBURSEMENTS	\$52M
TOTAL AUTHORIZATIONS	\$37M

**Total Exporters:** 9

**Small Business Exporters:** 7



### Top Industries

Machinery Manufacturing and Sales  
Manufacturing and Sales of Non-Capital Equipment  
Apparel Manufacturing and Sales

**78%**

of the exporters we support  
in Vermont are small businesses!



### Top Export Destinations

United Kingdom  
Canada  
Turkey

### EXIM Success Story: Darn Tough Vermont (Northfield)

In 2017, Darn Tough was already exporting and offering distributors 30 day open account credit terms, but two things were on their minds: potential payment problems from an international source and an upcoming trade conference where they wanted to discuss deals with new distributors.

EXIM's export credit insurance offered through an insurance broker provided solutions for both a potential problem, as well as an opportunity. With the foreign buyer nonpayment protection of export credit insurance, Darn Tough could negotiate longer payment terms with new international distributors, secure in the knowledge that the receivables were insured up to 95 percent of the sales invoice against commercial and political risks. Export credit insurance gave management peace of mind, knowing they mitigated the risk of nonpayment problems from a potentially shaky partner. EXIM has supported more than \$5.9 million in exports from Darn Tough.

*"Thanks to EXIM's excellent export insurance program, Darn Tough Vermont is well on its way to achieving its goal of worldwide brand recognition and substantial growth in international markets."*  
— Steve Kelley, CFO



## EXIM Supported Export Activity: 2014-2019

<b>TOTAL EXPORT VALUE</b>	<b>\$970M</b>
INSURED SHIPMENTS AND DISBURSEMENTS	<b>\$662M</b>
TOTAL AUTHORIZATIONS	<b>\$385M</b>

**Total Exporters: 68**

**Small Business Exporters: 38**



### Top Industries

Ore and Mineral Mining and Sales  
Transportation Equipment Manufacturing and Sales  
Professional, Scientific and Technical Services

**56%**

of the exporters we support  
in Virginia are small businesses!



### Top Export Destinations

Turkey  
Spain  
Sri Lanka

### EXIM Success Story: Gatekeeper Security

Located in Loudon County, Gatekeeper Security is a small business that develops intelligent optical inspection and recognition technologies. Gatekeeper's advanced screening technology enables customers to search under vehicles from a safe distance. Gatekeeper is a first line of defense against ground transportation threats—a service proven in high demand in a number of global markets.

Approximately 82 percent of Gatekeeper's revenue comes from export sales to 33 countries in regions including the Middle East, Asia, and Latin America. Many of these export sales would not be possible without EXIM export credit insurance protecting against buyer nonpayment and EXIM working capital support fulfilling sales orders. Due to its growth, the company has added regional offices in London, Dubai, Riyadh, and Mexico City—as well as adding a Center for Innovation in Newtown, Pennsylvania, that drives innovation of new technologies and improvement to existing technologies. For a company with 35 employees, securing private financing for sales to markets like Afghanistan and Ethiopia can be impossible. That's exactly the financing gap EXIM was designed to fill. EXIM working capital loan guarantee covers 90 percent of the risk if an exporter does not repay the lender for its line of credit. Since first working with EXIM in 2010, Gatekeeper has doubled its year-over-year growth and expanded its workforce in Virginia, adding ten employees to its team.



## EXIM Supported Export Activity: 2014-2019

<b>TOTAL EXPORT VALUE</b>	<b>\$31B</b>
INSURED SHIPMENTS AND DISBURSEMENTS	<b>\$14B</b>
TOTAL AUTHORIZATIONS	<b>\$13B</b>

**Total Exporters: 130**

**Small Business Exporters: 98**



### Top Industries

Transportation Equipment Manufacturing and Sales  
Crop Production and Sales  
Food Manufacturing and Sales

**75%**

of the exporters we support  
in Washington are small businesses!



### Top Export Destinations

China  
South Korea  
India

### EXIM Success Story: Manhasset Specialty Company (Yakima)

Ubiquitously found throughout the music industry, from high school band rooms to recording studios to concert halls, Manhasset music stands are the industry standard. Hailing from Yakima, Washington, the employee-owned Manhasset Specialty Company has relied on EXIM's export credit insurance to reach foreign markets like France and Germany without the risk of non-payment by their buyers overseas. Manhasset's exports of "the best music stands in the whole world" have increased from five percent to over a third of their total sales in the last fifteen years. And since they began utilizing EXIM insurance, Manhasset has expanded the number of markets it sells into four-fold—from customers in ten countries to forty.





## EXIM Supported Export Activity: 2014-2019

<b>TOTAL EXPORT VALUE</b>	<b>\$19M</b>
INSURED SHIPMENTS AND DISBURSEMENTS	<b>\$12M</b>
TOTAL AUTHORIZATIONS	<b>\$12M</b>

**Total Exporters: 15**

**Small Business Exporters: 8**



### Top Industries

Professional, Scientific, and Technical Services  
Motor Vehicle and Parts Mfg and Sales  
Machinery Manufacturing and Sales

**53%**

of the exporters we support  
in West Virginia are small businesses!



### Top Export Destinations

India  
Canada  
Poland

### EXIM Success Story: Wheeling Truck Center Inc. (Wheeling)

Wheeling Truck Center Inc. is a small business that exports new and used trucks and truck parts. Founded in 1933 by C.H. Remp, Wheeling is currently owned and managed by the third and fourth generations of the Remp family. The company employs about 20 people, all of whom are located in Wheeling.

Upon learning of EXIM in 2011, Wheeling began utilizing the agency's export credit insurance. The policy reduces the risks of nonpayment, allowing Wheeling to offer open account credit terms to its international customers. Not requiring payment in advance has built trust with Wheeling's customers and has been a key factor for the company's international expansion. Providing credit has also streamlined the transaction process, as Wheeling's buyers are not subject to delays caused by issuing letters of credit or sending cash in advance.

With the help of EXIM, the Wheeling Truck Center has increased its international sales to 25 percent of total company. Wheeling has filled orders in 88 countries and added three jobs dedicated to international sales. EXIM has covered \$2.2 million of the company's international sales from 2014 to 2019.



## EXIM Supported Export Activity: 2014-2019

<b>TOTAL EXPORT VALUE</b>	<b>\$1B</b>
INSURED SHIPMENTS AND DISBURSEMENTS	<b>\$782M</b>
TOTAL AUTHORIZATIONS	<b>\$471M</b>

**Total Exporters: 140**  
**Small Business Exporters: 90**



### Top Industries

Machinery Manufacturing and Sales  
Chemical Manufacturing and Sales  
Plastics and Rubber Products Mfg and Sales

**64%**

of the exporters we support  
in Wisconsin are small businesses!



### Top Export Destinations

China  
Mexico  
Canada

### EXIM Success Story: W.S. Darley (Chippewa Falls)

More than a century after their grandfather founded the company, Peter, Paul, and Jeff Darley can still be found manufacturing state-of-the-art firetrucks at W.S. Darley in Chippewa Falls. While Darley was the first company to produce trucks for American fire departments back in the 1920s, today they increasingly find that demand comes from overseas buyers. One of those buyers is Lagos, Nigeria, the largest city in Africa. Lagos found that its firefighting capacity had been insufficient; city leaders knew they needed to upgrade their fleet. But as is often the case when U.S. small businesses sell to developing markets, private financing proved unavailable. So Darley applied for financing from EXIM, which underwrote a loan to cover the sale of 32 firefighting vehicles as well as training. Those trucks supported 100 manufacturing jobs in Chippewa Falls.



# EXIM Supported Export Activity: 2014-2019

<b>TOTAL EXPORT VALUE</b>	<b>\$33M</b>
INSURED SHIPMENTS AND DISBURSEMENTS	<b>\$18M</b>
TOTAL AUTHORIZATIONS	<b>\$17M</b>

**Total Exporters: 6**

**Small Business Exporters: 4**



### Top Industries

- Machinery Manufacturing and Sales
- Food Manufacturing and Sales
- Plastics and Rubber Product Mfg and Sales

# 67%

of the exporters we support  
in Wyoming are small businesses!



### Top Export Destinations

- Singapore
- Guyana
- Mexico

## EXIM Success Story: Compression Leasing Services (Casper)

One of the world leaders in the manufacturing, sale, and rental of compressors, boosters and pumps for the energy industry, Compression Leasing Services (CLS) has sold equipment in more than 15 countries. A few years ago, the company had a pending \$6.4 million sale to Air Drilling Associates of Singapore. The challenge was securing a loan for Air Drilling Associates to purchase the CLS equipment; otherwise, CLS would have to require pre-payment from the Singapore company. Such a requirement would make CLS's tender for the project uncompetitive to foreign firms that were offering credit terms. To access the necessary financing to secure the deal, CLS turned to EXIM's medium-term insurance, which—backed by the full faith and credit of the U.S. government—gave Wells Fargo Bank the assurance it needed to provide the loan. With EXIM's support, CLS could offer its Singapore customer a longer repayment term and helped the firm boost customer loyalty. The best part, however, is that the sale created three family-supporting jobs and sustained nine more in Casper, Wyoming.