



Montana Exporters: Reduce Risk and Sell More with EXIM

- *Are you a Montana-based company looking to increase your export sales?*
- *Are you wary of foreign buyer nonpayment?*
- *Do you need working capital to fulfill export sales orders?*

The Export-Import Bank of the U.S. (EXIM) is the solution. As the official export credit agency of the United States government, EXIM provides financial support that enables U.S.-based businesses to mitigate the risk of foreign buyer nonpayment and increase their international sales.



Export Credit Insurance — Offers risk protection on your export invoices. Enables you to extend competitive credit terms to foreign buyers while making sure you are paid.



Working Capital Guarantee — makes funds available for U.S. exporters to fulfill sales orders



Term Financing — supports foreign buyers in obtaining funds to purchase U.S. capital goods and related services

SUCCESS STORY: EXIM Support Creates Six New Jobs for Missoula Business

Diversified Plastics, Inc. sells non-metallic components for clarifying tanks in water treatment facilities. This 51-person company was founded in 1976 and is family-owned, second generation.

EXPORT CHALLENGE

The General Manager, Wendy Koster, had a concern about nonpayment by an international customer as the company had no export sales. She then discovered EXIM Bank via the U.S. Commercial Service and the Montana Department of Commerce.

EXIM SOLUTION

In 2015, Diversified Plastics obtained an EXIM Express Export Credit Insurance policy through broker Brett Tarnet Insurance Services. The policy covers up to 95 percent of the sales invoiced and allowed the company to extend credit to its two Singapore customers.



RESULTS

With exports comprising 10 percent of Diversified Plastics' total sales, EXIM supports at least six jobs. EXIM has covered \$1.1 million of the company's export sales during the 2015 to 2017 period.

"We plan to continue to utilize this credit insurance. As our customers' orders have increased and they have demonstrated payments, their credit limits have increased. This has allowed us to manage a higher level of sales with security of payment." — Wendy Koster, General Manager

SUCCESS STORY: Missoula Lumber Company Adds Three Jobs with EXIM

Missoula-based **Great American Lumber** provides lumber for the framing and siding of multifamily homes. In fact, the company has supplied in excess of five hundred multifamily projects nationwide.

EXPORT CHALLENGE

There was a big concern about buyer nonpayment which could adversely affect cash flow.

EXIM SOLUTION

Great American has been using EXIM's Export Credit Insurance through Brett Tarnet Insurance Services.

RESULTS

EXIM has covered \$8.6 million of its lumber sales to Mexico from 2013 to 2017. This insurance supported three new jobs and doubled the company's sales to Mexico. By reducing the risk of buyer nonpayment, the company was able to obtain additional financing to support its international sales growth. Exports now account for one-third of total sales.



"EXIM has benefited our company by reducing the risk associated with exports to Mexico which has provided our company with greater access to funding so we can increase sales." — Vaso Ballis, Controller

SUCCESS STORY: EXIM Helps Small Bozeman Business Export Pet Toys

West Paw is an eco-friendly, 40-employee company founded in 1987 in Bozeman. The business primarily exports to the Mexico and the 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.

EXPORT CHALLENGE

The company was wary of exporting because of its concern about buyer nonpayment and its effect on profit.

EXIM SOLUTION

The firm has seen its business grow with foreign buyer nonpayment protection with EXIM's Export Credit Insurance. The Bank's credit insurance also allows West Paw to offer "open account" credit to its buyers. Typical terms were 30 to 60 days rather than having its customer pay cash-in-advance.



RESULTS

EXIM has covered \$1.9 million of the company's export sales during 2016 and 2017.

To read more information on EXIM's support, visit <http://bit.ly/MetroExporters>

NEXT STEP: Contact Sandra Donzella, Deputy Managing Director – Western Regional Office at 858.467.7035 or sandra.donzella@exim.gov to answer your questions. Visit grow.exim.gov/sandra-donzella to set up a free consultation.



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Reducing Risk. Unleashing Opportunity.

EXIM
EXPORT-IMPORT BANK
OF THE UNITED STATES

