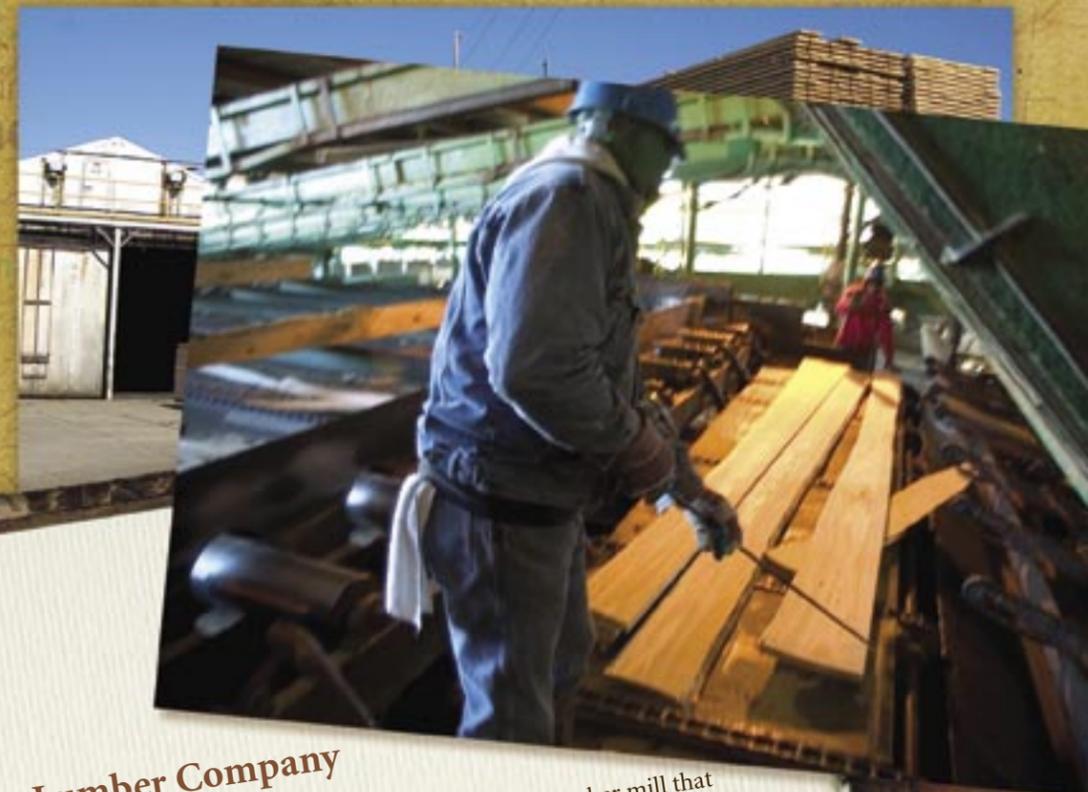


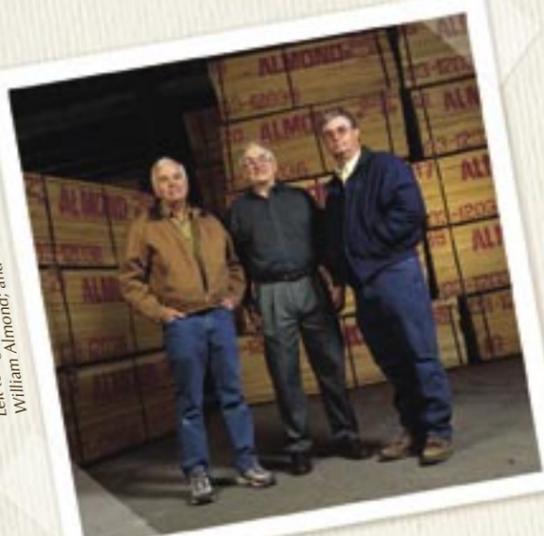
ALMOND BROTHERS LUMBER COMPANY

Coushatta, LA

LOUISIANA



Left to right: Ardis Almond, president; William Almond; and Tremmell, vice president



William R. Almond

William Almond
Secretary/Treasurer

“Ex-Im Bank’s working capital guarantees and insurance have allowed us to look at new markets, actively seek new customers, increase our source of supply and better manage our inventory. Ex-Im Bank is a great part of our success.”

Almond Brothers Lumber Company

Almond Brothers Lumber Company is a small, family-owned-and-operated lumber mill that uses Ex-Im Bank’s working capital guarantees and multibuyer export credit insurance to sell southern yellow pine lumber to international markets and sustain employment in the small city of Coushatta in northwestern Louisiana.

Located in an economically challenged rural area that has been designated as an “enterprise zone” by the state of Louisiana, Almond Brothers has doubled its workforce and helped to sustain more than 150 other logging jobs in the community since the company began using Ex-Im Bank’s working capital guarantee in 1997.

Almond Brothers has increased its export sales as a percentage of revenues from 5 percent in 1991 to nearly 100 percent today. The company exports to over 20 countries in Europe, the Caribbean and the Middle East.

Almond Brothers uses Ex-Im Bank’s working capital guarantee to enable their lender to lend against foreign accounts receivable and increase working capital. The company currently has a \$4.5 million revolving working capital line of credit from Bank One in Shreveport, La., an Ex-Im Bank delegated authority lender.

Ex-Im Bank’s short-term, multibuyer insurance minimizes risk and enables Almond Brothers to sell to their many international customers with protection against buyer default for either political or commercial reasons. Export credit insurance also functions as a financing tool because lenders are more willing to extend working capital loans against insured foreign receivables.

Almond Brothers Lumber Company specializes in manufacturing high-grade, kiln-dried southern yellow pine lumber. The company has been in business since 1947 and has 110 employees.