



# Callidus Technologies LLC

TULSA, OKLAHOMA



**“Ex-Im Bank’s working capital guarantee enabled us to accept one of the largest orders in company history. As a result of this order and other exports, Callidus has added about 70 U.S. employees during the past two years.”**

Bill Bartlett, *president*

The oil-producing West African nation of Nigeria presents tremendous opportunities for U.S. exporters – particularly for a company such as Callidus Technologies LLC in Tulsa, Okla., a small engineering and manufacturing business specializing in products and services for environmental and combustion applications. Supported by an Ex-Im Bank working capital loan guarantee, Callidus is exporting its products and services to one of its largest international sales, the Escravos gas-to-liquids project in Delta State, Nigeria.

To fulfill its \$16 million contract to provide a process boiler system for the Escravos project, Callidus is using a \$5 million Ex-Im Bank-guaranteed working capital loan from the Bank of Oklahoma to issue letters of credit to the project sponsor in order to secure payments for work in progress. The Escravos project is a joint venture between a Chevron affiliate and the government of Nigeria.

As the demand for refined petroleum products grows, countries and multinational companies are seeking to minimize the environmental impact of new and existing refining facilities. Callidus’s gas/liquid incineration system burns harmful waste gases and liquids, which will help the Escravos project operate in an efficient and environmentally friendly manner.

The company’s corporate headquarters is in Tulsa, and its manufacturing, research and testing facilities are in Beggs, Okla. Callidus has approximately 310 employees, including more than 100 workers at its manufacturing facility in Beggs.

Ex-Im Bank’s Working Capital Guarantee Program is an asset-based lending program for U.S. exporters that guarantees working capital loans based on inventory and accounts receivable related to exports. The Bank’s working capital guarantee can be used to support loans to finance foreign receivables; purchase finished products for export; pay for raw materials, equipment, supplies, labor and overhead to produce goods or provide services for export; and cover standby letters of credit serving as bid bonds, performance bonds or payment guarantees.

Ex-Im Bank’s working capital guarantees are available through an extensive nationwide network of delegated-authority lenders, such as the Bank of Oklahoma, that can commit Ex-Im Bank’s working capital guarantee at the time the loan is processed.

In FY 2006, Ex-Im Bank authorized \$532 million in financing to support U.S. exports to sub-Saharan Africa.



Senior welder Paul Lott measures placement of a turning vane on a flameholder assembly at the company’s Beggs manufacturing facility.

Photos courtesy of Callidus Technologies LLC

Senior welder Kevin Sams welds a perforated windshield for a flare system at Callidus’s manufacturing facility in Beggs, Okla.