



Pharmaceutical Trade Services Inc.

GAUTIER, MISSISSIPPI

“Ex-Im Bank’s accounts receivable insurance has been critical to PTSI’s success. It gives us credibility with our bank and enables us to offer our customers extended payment terms that make us more competitive.”

Teri Gautier, president and owner

When Teri Gautier, president of Pharmaceutical Trade Services Inc. (PTSI), accepted Ex-Im Bank’s 2006 Small Business Exporter of the Year award at the Bank’s annual conference in April, she spoke of “daily challenges that don’t stop.” For this small-business exporter of specialized prescription drugs and pharmaceutical supplements based in Gautier, Miss., those challenges have included meeting larger orders and providing extended payment terms for international customers, and rebuilding her staff after Hurricane Katrina devastated the Gulf Coast in August 2005. Ex-Im Bank’s short-term export-credit insurance has helped PTSI stay on track to achieve phenomenal growth through exporting.

Within three months of start-up in 1998, Ms. Gautier was using Ex-Im Bank’s export-credit insurance to insure shipments to customers in Europe. Through the use of the Bank’s small-business and multibuyer policies, within seven years the company’s export volume increased from \$713,000 to nearly \$6 million, and the staff grew to 15 employees. In 2006, PTSI also benefited from Ex-Im Bank’s extended renewal dates for policyholders affected by Hurricane Katrina.

Today, PTSI sells to customers in Europe, the Middle East, Southeast Asia, Africa and Latin America. PTSI supplies

U.S. FDA-approved medicines and over-the-counter products for distribution to named patients by hospitals, clinics and pharmacies.

Ex-Im Bank’s multibuyer insurance minimizes risk for exporters and lenders and provides protection against buyer default for political or commercial reasons. Standard coverage is 95 percent of the invoiced amount. The Bank’s small-business policy is similar but features no first-loss deductible for small-business exporters with export volume averaging not more than \$5 million over the three most recent years.

The Bank’s multibuyer insurance enables PTSI to offer 45-day, open-account terms to customers, making the company more competitive. The policy also functions as a financing tool because banks are more willing to lend against insured foreign receivables.

In her remarks at Ex-Im Bank’s annual conference, Ms. Gautier said, “A small business is successful because of its integrity and its relationships. Everyone with whom I have worked at Ex-Im Bank has expressed a genuine interest in the growth and success of this company. They’ve shown the support, assistance, patience and understanding of small-business needs that are so important to a small-business owner.”



Melanie Brady processes PTSI orders at the company’s office in Gautier, Miss.

Photos courtesy of PTSI

Warehouse team leaders Robert Gautier, Jr., and Sandra DeHoyos receive products and record information to prepare for shipping at the company’s warehouse in Gautier, Miss.