

# SUCCESS STORIES

U.S. Exporters are **growing their businesses ...**  
and they're doing it **with Ex-Im Bank's support.**



## **Bluefield Associates, Inc.** *Ontario, Calif.*

Products/Services: Skin Care

Ex-Im Bank Influence: Over thirty jobs were added since using Ex-Im Bank in 1999.

*"Ex-Im Bank's financing is tailor-made for businesses like ours. In just five years of using Ex-Im Bank products, we have increased our foreign buyers from five to fifteen and increased our sales by over 100%."*

Dr. Itheatu Obioha, President and CEO

## **AquaTech International Group** *Canonburg, Pa.*

Products/Services: Water and wastewater treatment solutions

Ex-Im Bank Influence: Used Ex-Im Bank's working capital guarantee for the past five years to expand exports to international markets in Asia, Middle East, and Latin America.

*"Ex-Im Bank's working capital guarantee financing has helped us to be more competitive. Being able to strike a balance of domestic and export business has enabled us to support our clients worldwide and remain a growing company."*

Venkee Sharma, President and CEO



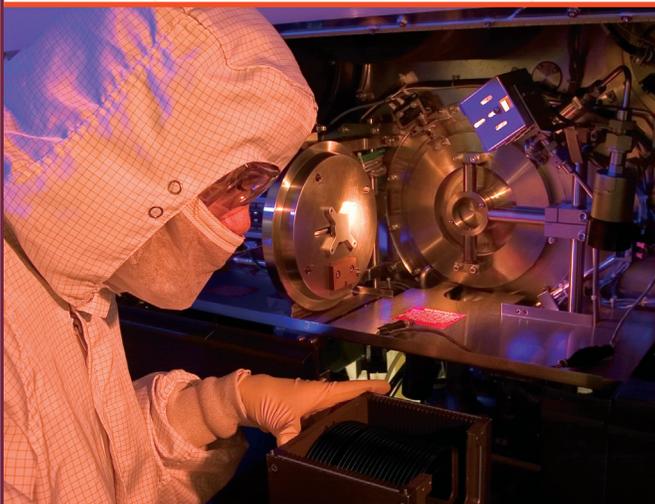
## **Input/Output Inc.** *Stafford, Texas*

Products/Services: High-tech equipment for oil and gas industry

Ex-Im Bank Influence: Able to export more than \$16 million of products and services with the support of Ex-Im Bank's medium-term loan guarantee.

*"With Ex-Im Bank's medium-term financing, we have been able to compete successfully in Russia, which does not yet have ready access to capital. Ex-Im Bank enabled us to meet all the laws and security requirements to help grow our business in this dynamic market."*

Robert P. Peebler, President and CEO



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**EXPORT-IMPORT BANK of the UNITED STATES**

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## Anitox Corporation Lawrenceville, Ga.

Products/Services: Mold-inhibitor and bacteria-control powders and liquids for animal feeds

Ex-Im Bank Influence: Export sales have more than doubled using Ex-Im Bank's insurance and working capital guarantee. The work force has expanded from 30 to over 50 employees.

*"Exports are the biggest reason for our dynamic growth, and Ex-Im Bank made those exports possible. Overseas customers require long-terms, up to 180-days. With new customers, we make a fairly large capital investment, so it's very important to finance receivables and to protect against nonpayment risk."*

Marsha Clark, President and CEO



## GT Solar, Inc. Merrimack, N.H.

Products/Services: Solar Water

Ex-Im Bank Influence: Experienced a nearly 150% surge in revenues with Ex-Im Bank's working capital guarantee. The company added 40 jobs in order to handle new business.

*"We are excited by the growth of our company, and we are equally excited by the confidence shown by Ex-Im Bank, which for several years has consistently partnered with us to assure the financing of our exports."*

Kedar Gupta, President and CEO



## ABRO Industries, Inc. South Bend, Ind.

Products/Services: Automotive and industrial

Ex-Im Bank Influence: Thirty-two jobs were added since using Ex-Im Bank in 1999.

*"ABRO has been enormously pleased with Ex-Im Bank's short-term, comprehensive multi-buyer insurance policy, matching our needs. We are able to include selected terms of sale, countries, and customers, allowing us to concentrate on developing relationships. We are extremely excited about expanding our international sales with the support of this policy."*

Peter F. Baranay, President and CEO



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