

Success Story:

PAR AVION LLC



Scottsdale, AZ



Exports to Turkey, France



Uses Export Credit Insurance



Challenge

Headquartered in Scottsdale, Arizona, Par Avion LLC specializes in supplying surplus rotatable, consumable and expendable spares for both Airbus & Boeing. Founded in 2013, Par Avion was established by its President and Founder Monique Taillieu and became fully operational in October of 2014.

As an aftermarket aerospace supplier to the worldwide aviation market, more than half of Par Avion's total sales are export-related. To support the company's exports, Taillieu obtained a working capital loan that required an insurance policy to cover the company's foreign receivables.

Solution

Taillieu learned about the Export-Import Bank of the United States and applied for EXIM's Export Credit Insurance policy to mitigate the risk of nonpayment from foreign buyers. With the insurance policy in place, this seven-person company had access to the capital needed to meet international demand for their products.

Results

As the business continues to grow and expand into other markets, sales are projected to increase significantly for Par Avion.

With EXIM's Support, Par Avion:



Exported \$8.2 million of products over 4 years



Offers open account credit terms to foreign buyers in Turkey and France



Mitigates the risk of nonpayment

Make Your Own Success Story:

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