

From U.S.A.-based Projects to International Clients, GMI Finds Success Abroad

Intro

For over three decades, Green Mountain International (GMI) has supplied materials, equipment, and technical support for projects like concrete repairs to water control in mines and tunnels, including high-profile repairs at the White House and Kennedy Space Center. GMI's American-made products have given the veteran-owned company a competitive edge internationally.

Challenge

GMI has utilized EXIM's Export Credit Insurance since 2019. With EXIM's support, the rural business diversified its revenue sources, ensuring a steady income stream. Providing credit terms to international clients led to additional global projects, enabling GMI to gain new customers and business abroad.

Solution

As a veteran-owned and rural business, GMI received practical solutions from EXIM, specifically designed for underserved businesses. With EXIM's support and Export Credit Insurance policy, GMI was able to expand its markets and increase its sales. Access to international credit terms led to additional global projects, enabling GMI to conduct business abroad safely and efficiently.

After Working With EXIM

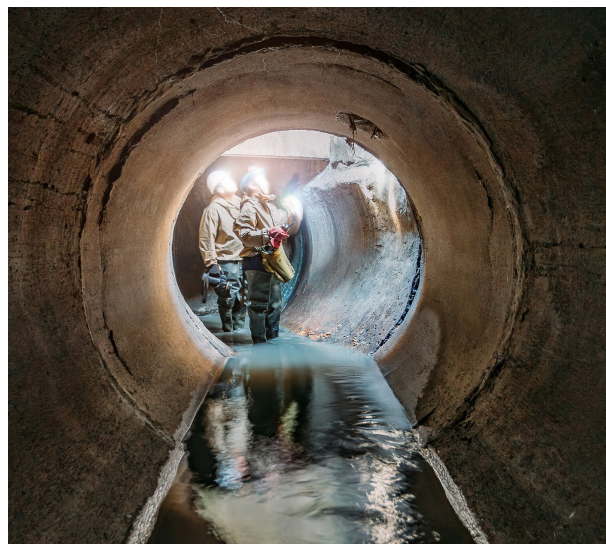
"It has allowed us to make sales that we otherwise wouldn't have been able to close. Credit can be the key to getting the sale, and EXIM helps us offer that to new customers."

John L. Ammons, President of Green Mountain International

Make Your Own Success Story:

For more information about EXIM programs and connecting with a minority & women-owned business (MWOB) specialist visit us at [EXIM.gov/mwob](https://www.exim.gov/mwob).

This is a descriptive summary to be used only as a general introductory reference tool. The complete terms & conditions of the policy are set forth in the policy text, applications, and endorsements.



Waynesville, North Carolina



Exports to over 40 countries



Uses Export Credit Insurance

Results



15-30% of sales are international



Increased competitiveness

