



THE CHALLENGE

ElectraTherm Inc. is an innovative American small business that has discovered how to capture the abundant energy resource of waste heat and convert it into a clean source of electricity. With EXIM Bank's support, the company is also expanding its footprint in international sales.

ElectraTherm's Power+Generator™ machines generate fuel-free, emission-free electricity from low-grade waste heat that is produced by a variety of industrial applications, such as stationary diesel-fueled engines, biomass boilers, wastewater treatment, and geothermal energy production.

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.

THE SOLUTION

For the past two years, ElectraTherm has been using EXIM Bank's small business environmental insurance to insure payment from foreign customers and an EXIM-guaranteed line of credit to increase working capital and fulfill export sales orders, to increase exports of its machines to 14 countries throughout Europe, North American and Asia.

THE RESULTS

Today, exports account for nearly all of ElectraTherm's growing revenues, enabling the company to add to its workforce of nearly 30 full- and part-time employees. With EXIM Bank, ElectraTherm is poised to take its heat-to-power technology to even greater levels.

“EXIM Bank is an invaluable partner for ElectraTherm. We use our EXIM Bank line of credit to fund working capital that we need to fulfill our foreign orders and the Bank's insurance to cover our foreign receivables. We could not obtain commercial financing without EXIM.”

STEVE OLSON, President and Chief Financial Officer