



# EXPORTING ENVIRONMENTAL TECHNOLOGY & SERVICES

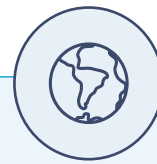
A Growth Engine for Small Business



# Environmental Technologies

As the world economy continues to expand there is a massive need for investment in infrastructure. A critical component of infrastructure, particularly in emerging markets, is environmental technologies that treat water, manage waste, and produce clean energy. According to the [Top Markets Report-Environmental Technologies](#), the global market for environmental technology and services is currently estimated at \$1.1 trillion.

While the U.S. remains the world's largest single market for environmental technologies, with a market estimated at \$284 billion, there are major opportunities for U.S. firms in the global market. U.S. firms are global leaders in a number of environmental sectors. In fact, U.S. firms generate trade surpluses with the rest of the world in water and waste treatment technologies, instruments and information systems, and consulting and engineering services. So if you are one of the U.S.-based environmental technology and services companies, exporting can be the key to driving future business growth.



## FACT:

"The U.S. environmental technologies industry employs approximately 1.6 million people and has revenues of \$320.4 billion."



# Financial Solutions

The Export-Import Bank of the United States (EXIM) empowers exporters of U.S. goods and services to win sales that otherwise would go to its foreign competitors. As the official export credit agency of the United States, we provide financial support to ensure a level playing field for U.S. exporters competing in the intense global marketplace.

Whether a small business needs working capital to fulfill sales orders, protection against buyer nonpayment, the ability to extend credit terms or obtain competitive financing for buyers, EXIM has a solution. Importantly, no company or no deal is too small for EXIM and we provide support in more than 180 countries.

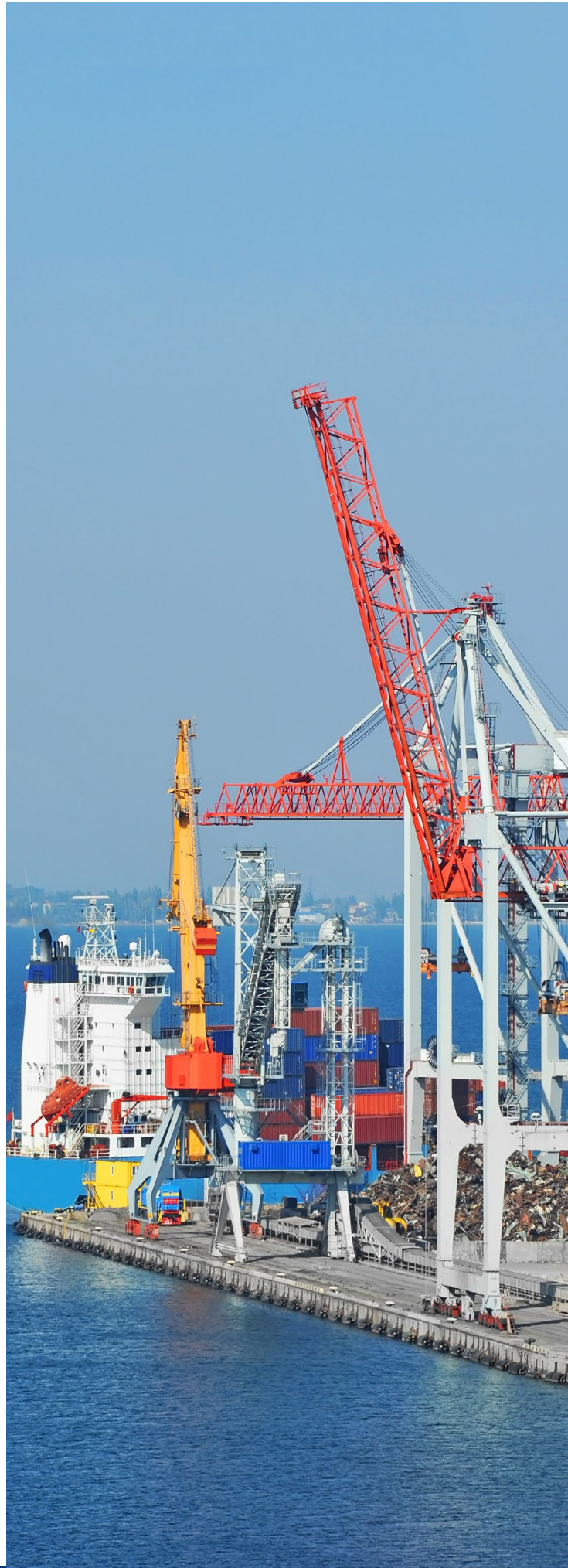
## Resources

The U.S. Commercial Service's Top Market Series: [Environmental Technologies](#) and [Renewable Energy](#), outlines ways the U.S. Commercial Service can help jumpstart your exports. The following areas are covered within each Top Market Series:

- ✓ Market Overview and Key Findings
- ✓ Sector Snapshots
- ✓ Country Case Studies

### DID YOU KNOW?

EXIM provides financial support to ensure a level playing field for U.S. exporters competing in the intense global marketplace.





# Success Story: How A California Environmental Technology Company Expands Sales Around The World

## 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.

## 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 America 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 could not obtain commercial financing without EXIM."

**STEVE OLSON**, President and Chief Financial Officer

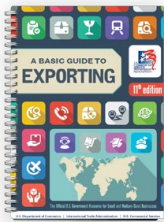
# Additional Information

U.S. Government agencies have a wealth of resources to help you grow your business through exporting. EXIM Bank trade finance directors are located throughout the country and work hand-in-hand with the Small Business Administration (SBA) and Department of Commerce (DoC) to meet all of your small business exporting needs.

## Let's get started:

Request a free consultation with an EXIM Bank regional specialist.

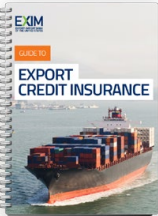
[grow.exim.gov/contact-a-trade-finance-specialist](http://grow.exim.gov/contact-a-trade-finance-specialist)



### BASIC GUIDE TO EXPORTING

Learn the basic fundamentals of exporting

[grow.exim.gov/basic-guide-to-exporting](http://grow.exim.gov/basic-guide-to-exporting)



### GUIDE TO EXPORT CREDIT INSURANCE

Learn how to protect your foreign receivables from bad transactions.

[grow.exim.gov/eci-ebook](http://grow.exim.gov/eci-ebook)



### EXIM.GOV

For more in-depth information about EXIM, visit our website.

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