

Success Story:

CEI

Competitive Engineering Inc.



Tucson, AZ



Exports to Mexico, Philippines



Uses Working Capital Loan Guarantee



Challenge

Competitive Engineering Inc. (CEI), a 73 employee company based in Tucson, Arizona, provides engineering and manufacturing solutions to a diverse world market.

Maintaining cash flow is a crucial aspect for a small business like CEI and can be jeopardized when orders cannot be filled. To meet demand for their products, CEI needed to obtain a loan to finance the production of export-related goods and services.

Solution

In 2005, CEI turned to EXIM's Working Capital Loan Guarantee (WCLG) to find a leader that would include foreign accounts receivable as collateral in its borrowing base.

To fulfill export orders and maintain cash flow, CEI benefits from a line of credit backed by EXIM's Working Capital Guarantee. The company uses the financing to cover inventory and purchases of materials, and to maintain cash flow while awaiting payments of foreign accounts receivables.

Results

Access to financing enabled CEI to meet demand for their products and sustain exports to buyers overseas.

With EXIM's Support, CEI:

- ✔ Exported ~\$55 million of goods and services, accounting for 40% of revenues
- ✔ Turned inventory and accounts receivable into collateral for loans
- ✔ Increased revenues and expanded into markets worldwide

**Make Your Own
Success Story:**

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