

Minority- & Woman-Owned Business Success Story:

AEROWEST INTERNATIONAL



Baton Rouge, LA



Exports to Latin America, Middle East, and Canada



Uses Export Credit Insurance





Challenge

As AeroWest International expanded their global market, the company was searching for a way to extend credit terms to their foreign buyers and also mitigate the risk of possible nonpayment.

Solution

AeroWest International learned about the Export-Import Bank of the United States (EXIM) in 2010 and its export credit insurance product through an EXIM broker based in Lafayette, Louisiana - Warren Bares of J. Maxime Roy, Inc.

With EXIM's Support:

-  Organically expanded global market
-  Created new sales agent jobs in four new markets

Results

“With EXIM’s foreign receivables credit insurance, we can extend terms to our international customers which gives us a sales advantage. As long as EXIM exists, we will continue to use its products.”

Dr. Maria Bhacca, CEO & Owner

Make Your Own Success Story:

[Learn more](#) or [request a free consultation](#).



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.