

Minority-Owned Business Success Story:

AVENTURE

International Aviation Services



Peachtree City, GA



North America, Europe, & Asia



Uses Export Credit Insurance



Challenge

Before working with EXIM, Adventure shipped to an international customer that installed the parts in an airplane, then declared bankruptcy and ultimately did not pay. Learning from that experience, the company has covered its foreign receivables with EXIM's export credit insurance since 2007.

Solution

EXIM's insurance is part of Adventure Aviation's foreign business sales strategy. Since 2014, EXIM has supported nearly 20 short-term authorizations and approximately \$3.8 million of the company's export sales.

With EXIM's Support:



Adventure can now export to 56 countries.



International business accounts for more than 65% of sales

Results

"The ability to get insurance allows us to sell to a particular customer up to the limits provided by EXIM coverage and vice versa, if EXIM does not guarantee insurance coverage, we are not going to sell to that customer."

Zaheer Faruqi, CEO of Adventure Aviation

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.