

Minority- & Woman-Owned Business Success Story:

# EQUIXP

Global Industry Leader of Heavy Equipment Sales



Houston, TX



Exports to over 35 countries



Uses Export Credit Insurance



## Challenge

Vernon Darko started EQUIXP in 2006 with one other employee. He wanted to expand his heavy equipment business by exporting to more countries. Yet, Vernon was wary of entering new or risky markets due to his concern about buyer nonpayment.

## Solution

In 2009, Vernon obtained EXIM's Export Credit Insurance to protect 95 percent of EQUIXP's invoices from nonpayment.

*With EXIM's Support, EQUIXP:*



Exports with confidence to over 35 countries



Hired five new employees, expanding their staff by 250%

## Results

**"EXIM's trade financing options have allowed us to compete better and grow in the global market. Without EXIM, we would not have been able to win and close new sales as a small business."**

**Vernon Darko**, President & Founder of EQUIXP

### 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.*