

Success Story:

# FRITZ-PAK

## Corporation



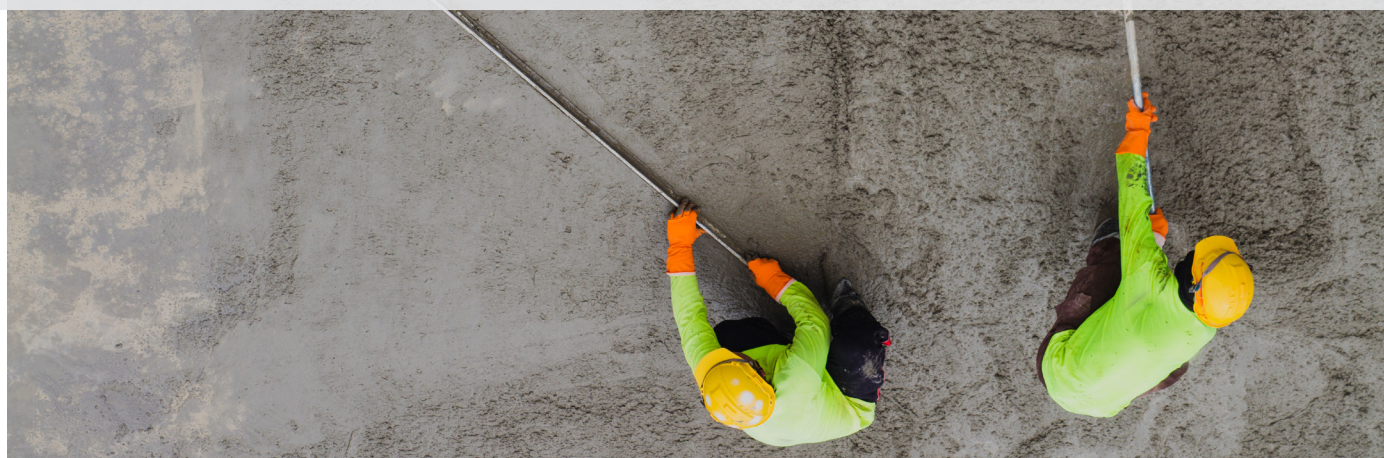
Mesquite, TX



Exports to Asia, Africa, Mexico



Uses Export Credit Insurance



## Challenge

Fritz-Pak is manufacturer of concrete admixtures that improve concrete quality and increase the efficiency of construction practices. They initially enjoyed steady growth from U.S. customers, but domestic sales dropped by 40 percent during the 2008 recession. Fritz-Pak was faced with downsizing its workforce to survive.

The decision was made to expand through exporting. While international markets do offer unlimited opportunity, they can be risky—if a customer cannot or does not pay the bill, there is very little recourse for the small business seller.

## Solution

EXIM approved an Export Credit Insurance policy that helped Fritz-Pak expand its sales to Taiwan, China, Mexico, and South Africa. With EXIM's help, the Ojedas were able to offer the open account credit terms preferred by their foreign buyers while protecting against the risk of not being paid. With the increase in revenues generated by exporting, the company was able to hire back its original staff and added new employees.

## Results

“Exporting as a small business has always been a risky proposition—even more so in today’s financially unstable global economy. With EXIM Bank, I have the peace of mind to expand my business as much as possible while mitigating many of the risks associated with international transactions... There’s no doubt [our] success is in no small part due to the services provided by EXIM Bank.”

David Ojeda, Vice President of Fritz-Pak

**Make Your Own  
Success Story:**

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