

Minority- & Woman-Owned Business Success Story:

IPS OF LOUISIANA CORP.



Kenner, LA



Exports to Central & South America



Uses Export Credit Insurance



Challenge

IPS of Louisiana Corp wanted to provide industrial products to the Central and South America agricultural market where U.S. manufacturers were lacking representation.

To develop long-term relationships with both vendors and buyers, IPS of Louisiana needed to mitigate the risk of potential nonpayment.

Solution

In 2017, IPS was introduced to EXIM and its Export Credit Insurance product via a presentation given by an EXIM broker partner, Warren Bares, Vice President of J. Maxime Roy, Inc., a leading trade credit and political risk insurance broker.

Results

The ability to mitigate any potential loss on their foreign account receivables with EXIM's export credit insurance, IPS of Louisiana has been able to enter into the Central and South America markets and grow their business.

With EXIM's Support, IPS:

- ✓ Has the confidence of payment from foreign buyers.
- ✓ Increased sales in the global market

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.