

Success Story:

LUND'S FISHERIES INC.



Cape May, NJ



Exports to Denmark, Spain, UK



Uses Export Credit Insurance



Challenge

Lund's Fisheries is a family-owned small business founded in 1954 that operates sustainable fishing operations on both the East and West coasts. It purchases, produces, and distributes nearly 85 million pounds of fresh and frozen fish annually, working with 45 fishing vessels.

When federal regulatory changes increased the size of U.S. fishing areas, the company worked with EXIM to create an exporting strategy to support its growth initiatives.

Solution

Lund's Fisheries turned to EXIM's Export Credit Insurance to offer customers 60-day credit terms while also mitigating the risk of nonpayment. The support helped the company increase revenues and expand into markets worldwide.

Results

As a result of this collaborative relationship, Lund's Fisheries has built a globally recognized brand feeding families around the world.

With EXIM's Support, Lund's Fisheries:

- ✓ Ships to approximately 30 countries
- ✓ Attributes at least 20% of its revenue to exporting
- ✓ Has exported more than \$42.7 million since 2014
- ✓ Employs ~300 and supports thousands more jobs in the supply chain

**Make Your Own
Success Story:**

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