

Success Story:

MOTORTRONICS

Incorporated



Clearwater, FL



Exports to Nigeria, Egypt, China, South Korea, Singapore, & more



Uses Export Credit Insurance & Working Capital Loan Guarantee



Challenge

As a worldwide leader in manufacturing state-of-the-art motor starters, Motortronics was concerned with the solvency of international customers and the risk of not getting paid, which limited the company's growth.

Solution

Partnering with EXIM allowed Motortronics to move to the next level and become a multinational corporation. With EXIM's support, the company could provide credit terms and a longer payment cycle, allowing it to work with more foreign buyers.

With EXIM's Support, Motortronics:



Increased volume of business with key customers in new & existing markets



Has shipped exports valued at more than \$77 million since 2014

Results

"In 2019 alone, approximately \$14–\$15 million of our sales revenue was in exports. Seventy employees at Motortronics would not have jobs, if not for EXIM."

Joyce Mitchell, Vice President Administration

**Make Your Own
Success Story:**

[Learn more](#) or [request a free consultation](#).

