

Minority- & Woman-Owned Business Success Story:

NSM

(dba Cornerstone Valve)



Missouri City, TX



Exports to Nigeria, China, Mexico, Columbia, Italy



Uses Export Credit Insurance



Challenge

Cornerstone Valve wanted to attain and expand the company's international market, plus support annual sales of approximately \$3.5 million. Working capital financing support and Export Credit Insurance were key factors.

The company learned about EXIM via a webinar attended by the CEO & President. In 2020, Cornerstone Valve, with their EXIM broker J. Maxime Roy, Inc., established their relationship with EXIM to insure their products for exporting overseas.

With EXIM's Support:



Has the insurance on foreign receivable to support acquiring working capital lending



Has mitigated nonpayment risk at affordable prices

Results

"Through EXIM, we obtained Export Credit Insurance at affordable rates. We can now secure working capital lines in the future, as well as expand to markets where we have hesitated to sell in the past."

Vini Gupta, CEO & President of NSM

Make Your Own Success Story:

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



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