



IS CASH FLOW LIMITING YOUR EXPORT SALES?

Foreign buyers often expect longer payment terms creating cash flow problems for small business exporters. One solution is the U.S. Small Business Administration's Export Working Capital Program which offers a 90% U.S. Government guaranty to your bank to help finance export sales. *Here are some important features:*

- **Cover 100% of your costs up-front for export orders:** labor, material, overhead, the purchase of goods for resale or the delivery of services.
- **Get through the payment cycle and be more competitive** by offering terms of payment, giving your foreign customers financing at U.S. interest rates.
- **Purchase order financing** for a single transaction or multiple sales under a line of credit. Primary collateral are the inventory and receivables associated with the sales being financed.
- **Increase access to financing** by borrowing against letters of credit and foreign receivables.
- **A low guaranty fee of .25%** of the guaranteed amount (e.g. \$675 on a \$300,000 loan)
- **Support stand-by letters of credit** with cash collateral when required as performance bonds.

FOR FURTHER INFORMATION, CALL OR RETURN THIS BY FAX TO:

U.S. Export Assistance Center
2 Canal Street, Suite 2710, New Orleans, Louisiana 70130
Phone (504) 589-6546 Fax (504) 589-2337

CONTACT: _____ TITLE: _____

COMPANY: _____

ADDRESS: _____

PHONE: _____ FAX: _____

"YOUR GLOBAL BUSINESS PARTNER"