

# *Success Story: Air Tractor Inc.*

- **Challenge:** Small business, manufacturer of agricultural and forest fire-bombing airplanes, needed to provide longer-term financing for prospects in developing countries.
- **Solution:** Over the past 12 years, Air Tractor has used 40 Ex-Im Bank medium-term insurance policies to export an estimated \$20 million of its aircrafts.
- **Result:** Air Tractor has been able to enter new markets and expand their sales. Exports now account for approximately 39 percent of the company's total sales. Ex-Im Bank-supported exports have help the company smooth out the effects of fluctuations in demand. The company has been able to maintain employment and even add 25 new jobs.

