THE CREDIT MANAGER'S RESPONSIBILITY IS INDISPENSABLE in helping his company's export growth

The Credit Manager usually has authority to instruct the company's insurance broker or agent to have FCIA insure collections from credit-worthy overseas customers. What he is then doing is putting a solid foundation under the entire sales structure.

Not only does he safeguard his own department's excellent record for minimal credit losses, but he gives management *additional* reason for confidence in his performance.

In thus obtaining FCIA's guarantee of payments and installments, he enables his firm to compete abroad without handicap . . . extends terms just as liberal as foreign competitors who are protected by their governments' insurance against non-payment.

Sound credit administration is a prerequisite to a favorable credit record. If it is certain there won't be a loss, there's no need to buy credit insurance. But what happens when a buyer's condition changes or the political complexion of his country is altered? An efficient Credit Manager, aware of rapidly changing world conditions, will minimize these risks with FCIA insurance.

Very important, too, your Credit Manager's approval for credit enables you to borrow on accounts receivable. For instance, if he has provided medium-term coverage on invoices payable from 181 days to 5 years, the firm can assign the proceeds of the FCIA policy on a non-recourse basis as collateral for a loan from the bank. This makes your firm a prime customer at the bank, because the loan is loss-proof.

Your company, with the counsel of your Credit Manager and the backing of FCIA insurance, can safely increase its overseas sales quotas with a minimum of credit risk.

Latest FCIA credit information is available for your credit department

In doing business in the international field, nothing takes the place of a well managed Credit Department. Nothing replaces its sound judgment in determining the line of credit that should be extended to a given overseas customer, as it does at home.

The acknowledged value and importance of the Credit Executive can be virtually doubled by giving him access to the vast pool of up-to-date credit information amassed by FCIA through its day-to-day activities. FCIA has verified files on literally tens of thousands of buyers in overseas markets.

These thousands of files have been accumulated in the short space of four years. In the next few years these files will be numbered in the hundreds of thousands which will enable FCIA to make increasingly prompt credit decisions on the latest world-wide credit information available.

FCIA maintains constant communications with overseas sources of credit information

The informational facilities at FCIA headquarters include systematic exchange of confidential data with credit organizations overseas.

FCIA is a member of the Berne Union whose members are worldwide credit insurers. The Union makes available to FCIA extensive credit information on worldwide buyers. It also makes available names of buyers who have defaulted and been reported by its members. FCIA and the Berne Union share reciprocally the vitally important and often hard-to-get facts about the financial status and ledger experience of firms around the world. FCIA also has access to the credit files and collection experience accumulated over many years by its counterpart insurers in principal nations engaged in international trade.