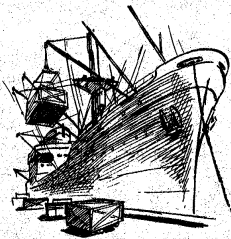


Should any policyholder of FCIA have need for collection or investigative services, he can obtain competent assistance from FCIA. Its world-wide associations provide FCIA with a network of foreign credit investigators, collection agents, attorneys and other correspondents qualified to cooperate in its evaluation of credit risks and in the safeguarding and collecting of insured accounts which get into difficulties.

FCIA's extensive facilities are always available on a worldwide scale when you insure against export credit losses with FCIA.



FCIA makes it easy to obtain insurance against export credit losses

- 1 You prepare and submit to FCIA an application form for comprehensive coverage — both commercial and political. This simple form requests certain general information about your company and specific data as to its export activities.
- 2 A quotation is prepared by FCIA and upon receipt of your approval covering the quotation an FCIA policy is promptly issued. The policy will cover all your eligible shipments or that part which you wish to insure provided it represents a reasonable spread of risk.
- 3 Premiums are based on the gross invoice value of your shipments at rates assigned you by FCIA which are a part of your policy.
- 4 Cost? Very low. Only about 48 cents per hundred dollars of invoice value for short-term credit, for the average risk; less if the risk is better than average. And, of course it may be included in the invoice value to your overseas customer.
- 5 See your insurance agent or broker for additional information, or contact us direct.

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*Some typical companies who are insuring
their shipments with FCIA policies:*

INTERNATIONAL TELEPHONE &
TELEGRAPH EXPORT CORP.
FORD MOTOR CREDIT CO.
W. R. GRACE & CO.
THE KELLY SPRINGFIELD TIRE CO.
ARMOUR & CO.
R. J. REYNOLDS TOBACCO CO.
MOTOROLA OVERSEAS CORP.
ARKANSAS GRAIN CORP.
MACK TRUCKS, INC.
THE B. F. GOODRICH CO.
PILLSBURY CO.
BLACK & DECKER MANUFACTURING CO.
ALLIS-CHALMERS MANUFACTURING CO.
CARRIER INTERNATIONAL LTD.
BEECH AIRCRAFT CORP.
CROMPTON & KNOWLES CORP.
PIPER AIRCRAFT CORP.
RAYTHEON CO.
WORTHINGTON CORP.
ZENITH SALES CORP.
SACO-LOWELL DIVISION
OF MAREMONT CORP.
SUPERIOR COACH CORP.
KAISER Jeep INTERNATIONAL CORP.
CHERRY-BURRELL CORP.
CATERPILLAR TRACTOR CO.
DIVCO-WAYNE
INTERNATIONAL DIVISION
INTERNATIONAL ORE & FERTILIZER
CORP.
BALDWIN-LIMA-HAMILTON CORP.
WHITIN MACHINE WORKS
DRAPER CORP.
NEW HOLLAND DIVISION OF
SPERRY RAND CORP.
INTERNATIONAL MINERALS &
CHEMICAL CORP.
TURNER HALSEY CO.
MASSEY-FERGUSON, INC.
DRESSER INDUSTRIES, INC.

