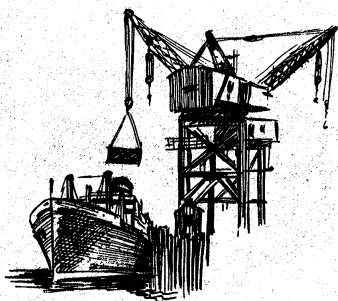




Here are comments from some leading exporters who have benefited from FCIA and have expressed their satisfaction with FCIA services and facilities:

"For 1962 our exports were \$900,000; for 1963 \$2,600,000; for 1964 \$4,500,000; and for 1965 \$22,295,000. For the first six months of this year we have exported \$13,921,000 (of our products). Our FCIA policy has been in force since May, 1962."

"FCIA made a special effort to assist us — in obtaining approval of the Venezuelan transaction in time to avoid our German competitors from taking the business".

"The only way that we, as a small U. S. manufacturer, can compete in export trade is to offer an attractive package. In addition to dependable equipment, prompt shipment and service, we must offer attractive credit terms. FCIA is greatly assisting us in extending credit. The rest is up to us."

"We wish to tell you how pleased we are with the services given by FCIA to us on the occasion of two unfortunate claims".

"The FCIA program is most helpful in our sales activities because it has permitted us to compete successfully in selling to buyers who were unwilling to give a letter of credit or who asked for delayed payment".

All of the above are excerpts from letters in our files. Names will be furnished on request.

From our beginning in 1962 to July 1, 1966, FCIA has . . .

- . . . insured shipments of a total value in excess of Two Billion Five Hundred Million Dollars.
- . . . paid claims in excess of Five Million Dollars with additional pending claims in excess of Seven Hundred Fifty Thousand Dollars.

Shipments to every Country of the Free World have been insured.

Claims have originated in practically every Country of the Free World.

The number of policies and value of shipments insured is increasing daily.

Remember, the importance of foreign credit insurance is twofold: it provides protection against credit and political risk losses; and it provides assistance for financing foreign sales.



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