

# EXPORT CREDIT INSURANCE

Export Credit Insurance is specialized insurance to protect against non-payment due to the commercial and/or country risk when selling on open account terms into export markets. Commercial coverage protects against a buyer's nonpayment and political coverage of the insurance protects the exporter against default due to war or adverse sovereign actions. The private sector and government insurance policies are offered through specialized brokers. The EXIM Bank offers a small business policy to eligible small exporters.

Export credit insurance may give exporters a competitive advantage of offering open account terms. Lenders will often add insured accounts receivables to a customer's borrowing base, thereby increasing the availability of working capital financing.

## Brokers active in the Pacific Northwest and Montana:

### **Risk Services, Inc. of Oregon**

Ernest L. Kangas  
1211 S.W. Fifth Ave., Ste 600  
Portland, OR 97204-2822  
Tel: (503) 306-2822  
Fax: (503) 223-2380  
[Ernie\\_kangas@ars.aon.com](mailto:Ernie_kangas@ars.aon.com)

### **Coface North America**

Victor Sharpe  
9900 SW Greenburg Rd, Suite 245  
Portland, OR 97223-5405  
Tel: (503) 624-6800  
Fax: (503) 624-5700

### **Euler Hermes**

Tim Huber  
2001 6<sup>th</sup> Ave  
Seattle, WA 98121  
Tel: (206) 441-7080  
[www.eulerhermes.com](http://www.eulerhermes.com)

### **Export Risk Management**

Stu Schechter  
21 Union St.  
Matawan, NJ 07747  
Tel: (732) 566-1664  
Fax: (732) 441-9585

### **Gerling NCM Credit Insurance , Inc.**

Michael Lee  
Beaverton, OR  
Tel: (503) 649-7722

### **International Risk Consultants, Inc.**

Ken Carraro  
2526 SW Boundary St.  
Portland, OR 97201  
Tel: (503) 246-0483  
Fax: (503) 246-0482  
[kcarraro@irc/group.com](mailto:kcarraro@irc/group.com)  
[www.irc/group.com](http://www.irc/group.com)

### **MERIDIAN**

Gary Mendell  
12304 Santa Monica Blvd  
Los Angeles, CA 90025  
Tel: (310) 442-3600  
Fax: (310) 207-2810  
[gmendell@meridianfinance.com](mailto:gmendell@meridianfinance.com)  
[www.meridianfinance.com](http://www.meridianfinance.com)

### **NaviTrade Structured Finance LLC**

Brent F. Hoots  
The Lockwood Building  
198 2<sup>nd</sup> Avenue  
PO Box 413  
Niwot, CO 82544  
Tel: (303) 652-2400  
Fax: (303) 652-3535  
[www.navitrade.com](http://www.navitrade.com)

---

### **Export-Import Bank Policy Small Business Export Credit Insurance**

<http://www.exim.gov/products/insurance/index.html>

---