



Environmental Dynamics Inc. (edi), Columbia, Missouri

“Ex-Im Bank’s export credit insurance has enabled EDI to offer competitive credit terms to a larger foreign customer base while minimizing

According to the United Nations, more than a third of the world’s population is without safe drinking water. Given such a tremendous need, the global marketplace for technologies to clean and restore water resources is huge and growing. One small business in Columbia, Mo., Environmental Dynamics Inc. (EDI), has been so successful in using Ex-Im Bank’s export credit insurance to sell its water and wastewater treatment technologies to developing markets that the company was named Ex-Im Bank’s Small Business Exporter of the Year in 2001.

Once primarily focused on the domestic market, EDI began using Ex-Im Bank’s environmental export insurance policy in 1997 to expand into new markets in Latin America and Asia. In the past four years, EDI’s export growth has averaged more than 80 percent each year and has enabled the company to increase its workforce from 38 to 63 employees. Last year alone, EDI’s foreign sales skyrocketed more than 200 percent and created 20 new jobs at the company, which also helped local small business vendors increase their

employment. Since 1997, the company has exported \$7 million of its products with Ex-Im Bank’s insurance.

Offered under Ex-Im Bank’s Environmental Exports Program, the environmental export insurance policy provides enhanced short-term, single and multi-buyer insurance coverage for small business environmental exporters. The policy offers exporters several features that provide risk coverage and ability to assign insured receivables.

EDI specializes in designing, developing, testing, manufacturing, selling and servicing advanced aeration technology and mixing systems used in municipal and industrial water and wastewater treatment facilities. The company’s advanced membrane diffuser technology works by putting fine air bubbles into wastewater to supply the oxygen that supports the breakdown of waste in the water by aerobic bacteria. EDI has established sales and distribution networks in 30 countries and has installed its equipment in more than 3,000 wastewater treatment systems worldwide.

In the water treatment and supply sector alone, Ex-Im Bank has authorized more than \$400 million in financing to support U.S. exports for water projects over the past six years.



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