Foreign Credit Insurance

Foreign credit insurance is an important tool in helping to mitigate the commercial and country (political and economic) risk inherent in exporting. Commercial credit insurance protects against a buyer's default on an open account sale. Political risk insurance protects against default due to war or adverse sovereign actions. Credit insurance will allow an exporter the marketing advantage of being able to offer open account terms in a competitive situation, the financial advantage of being able to add insured accounts receivable to your borrowing base with a bank, and peace of knowing you will be paid by the insurer in case of default by your buyer. Some of the major underwriters providing credit insurance are listed below.

American International Group
70 Pine Street
Chicago, IL 60607-1726
(877) 638-4244
www.aig.com

Atradius/Gerling NCM Credit Insurance
5026 Campbell Blvd., Suite C
Baltimore, MD 21236
(410) 931-9441
www.atradius.com

Coface USA
50 Millstone Road
East Windsor, NJ 08520
(312) 372.7080 Contact: Sarah Galer
(303) 627-0900 Contact: Zev Barnett
www.coface-usa.com

EULER Hermes ACI
100 East Pratt Street
Baltimore, MD 21202-1008
(877) 909-6276
www.eulerhermes.com
(303) 681-9370 Contact: Ken Jackson

FCIA Management, Inc.
125 Park Avenue, 14th Floor
New York, NY 10017
(212) 885.1500
www.fcia.com

The **Export-Import Bank of the United States** (EXIM Bank) also provides credit insurance: www.exim.gov (Note: As of July 1, 2015, EXIM Bank's authority has lapsed and will be unable to process new loan applications indefinitely)

Western Regional Office:

Orange County Branch
Business Development Officer: Marianne Hughes
(949) 660-1341 ext. 402

San Francisco Branch
Business Development Office: Paul Watts
(415) 705-2280