

# EXIM Supports Small Business to Energize Central America

<b>Exporter/Customer:</b>	Novak Technologies, LLC
<b>Export Destinations:</b>	Peru, Panama, Colombia, Bolivia, Guatemala, Honduras
<b>EXIM Bank Product:</b>	Export Credit Insurance, Working Capital Loan Guarantee
<b>Jobs Supported:</b>	5

Novak Technologies, LLC is a minority-owned, Miami-based small business founded in 2013 to provide petroleum equipment for gas stations and security projects for governments, ports, and airports.

Novak's corporate vision reinforces the sustainable search for the best energy solutions; becoming the engine that allows them to move forward every day to achieve goals. Through a variety of brands such as Franklin Fueling Systems, Bennett Pump, and Ingersoll Rand, to name a few, Novak provides a spectrum of products from petroleum and lubrication equipment to solar energy solutions like a turn-key project for a solar station for vehicles and electric/solar pumps and motors. In the security division, they do engineering projects to sell equipment and services to ports and airports with the latest technologies available in the U.S. market.

As with any business, the sales team is committed to increasing sales; however, Novak Technologies also understands the importance of customer service and is committed to putting that service as a top priority and building long-term relationships with their clients.

## EXIM Solution

Sales Manager, Tony Lizarraga, learned about the Export-Import Bank of the United States (EXIM) through Daisy Ramos-Winfield, Executive Vice President with the Florida Export Finance Corporation (FEFC). Through this connection and their EXIM broker, Mike Marselli of Ari Global, Novak Technologies was able to obtain EXIM's export credit insurance as well as a guaranteed business line of credit.

## Results

Before working with EXIM, Novak Technologies' foreign market was comprised of Peru, Panama, Colombia, and Bolivia. Because of EXIM's support, they have expanded their international market to include Guatemala and Honduras.

Novak Technologies plans to continue using EXIM's products as a sales tool to increase their foreign market as well as increasing their business line of credit.

***"EXIM's prices are less expensive and more competitive than private export insurance. Through EXIM's support, we were able to double our sales from the previous year."***

Tony Lizarraga, Sales Manager