

Go Global: How EXIM Can Help Arizona Exporters Succeed Internationally

Arizona continues to be a strong hub for U.S. exporters, supported by a diverse manufacturing base, established logistics infrastructure, and companies with a long history of serving international customers. Manufacturers across the state produce industrial, technology, and building-related products that reach markets around the world, contributing to Arizona's role in global trade. In fact, [\\$44.4 billion worth of goods](#) were exported from Arizona to the rest of the world in 2025, most of which went to Mexico, Taiwan, and Canada.

For many U.S. exporters, including manufacturers like those based in Arizona, access to financing and risk mitigation tools can be critical to competing internationally. That's where the [Export-Import Bank of the United States \(EXIM\)](#) comes in. EXIM is the official export credit agency of the United States with a mission of supporting U.S. jobs through the exports of U.S.-made goods and services. The agency fills gaps in private-sector trade financing by providing financing tools that help U.S. companies manage risk, improve cash flow, and pursue new international sales opportunities.

Among EXIM's core products is [Export Credit Insurance](#), which provides payment protection against commercial and political risks associated with exporting. This insurance allows exporters to protect their foreign accounts receivable and can enable them to offer competitive open-account terms to international buyers. With insured receivables, exporters may also find it easier to access working capital from lenders.

One example of Arizona's exporting strength is [Phoenix Manufacturing Inc.](#) Founded in 1975, Phoenix Manufacturing Inc. designs, manufactures, and distributes evaporative cooling units and parts for commercial and residential customers. The company has been a long-standing EXIM customer since 1996, relying on EXIM's Export Credit Insurance product for risk protection on its exports to [Canada and Mexico](#).

Firms like Phoenix Manufacturing Inc. demonstrate how Arizona manufacturers can combine long-standing production expertise with EXIM's risk mitigation tools to remain globally competitive and reach customers around the world.

To learn more about EXIM's financial solutions, [schedule a free consultation](#) with an EXIM trade finance specialist today.