

Chief Industries Inc.

Chief Industries Inc. in Grand Island, Neb., a 50-year-old manufacturer of fabricated steel and agricultural storage buildings, is using Ex-Im Bank's medium-term insurance to expand its exports to private sector buyers in Mexico and Russia. Ex-Im Bank's medium-term insurance is a financing tool that enables Chief Industries to compete successfully for foreign sales in markets where local financing is not available.

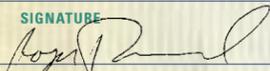
Using Ex-Im Bank's medium-term insurance to secure buyer financing, Chief Industries has experienced double-digit

growth of its international sales in the past several years. The company's international sales range in value from \$500,000 to \$1.5 million per transaction. Chief Industries anticipates a growth rate of 40 percent in its international sales by the end of its current fiscal year. Its growing exports have helped the company to expand its workforce at its manufacturing facilities in Grand Island and Kearney, Neb.

In fiscal year 2004, Chief Industries benefited from Ex-Im Bank's medium-term insurance policies supporting sales to private sector agricultural producers in Mexico. The insured lender in the Mexico transactions was Wells Fargo Bank in El Paso, Texas. The broker was International Risk Consultants in Columbus, Ohio. Additionally, the company benefited from an Ex-Im Bank medium-term insurance policy that supported its \$1.1 million sale to a private-sector buyer in Russia.

Ex-Im Bank's medium-term insurance protects U.S. sales to a single foreign buyer against the risk of a foreign buyer defaulting on payment due to commercial or political reasons. Each policy covers transactions with a particular buyer for either single or repetitive sales. Ex-Im Bank's medium-term policies help U.S. exporters arrange commercial bank financing for their foreign buyers that otherwise would not be available without the Bank's insurance.

Chief Industries Inc. is a diversified manufacturer of fabricated steel for grain handling, grain storage, correctional products, pre-engineered metal buildings, wastewater treatment and other industrial uses. The company's Agri/Industrial Division designs and manufactures a complete line of buildings and grain storage systems.

	U S A	EXPORTS TO Mexico, Russia	COMPANY CHIEF INDUSTRIES INC.
	GIVEN NAME (Left) Roger Townsend	CITY/STATE Grand Island, NE	MANUFACTURES Agricultural Equipment
	TITLE President Chief Agri/Industrial Div.		
	SIGNATURE 		
	GIVEN NAME (Right) Allen Mitchel		
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	AUTHORITY		

“Using Ex-Im Bank’s medium-term insurance, we anticipate a growth rate of 40 percent in our international sales this year. We are thrilled with the opportunities and future growth that we foresee using Ex-Im Bank’s products.”

Roger Townsend
President, Chief Agri/Industrial Division



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