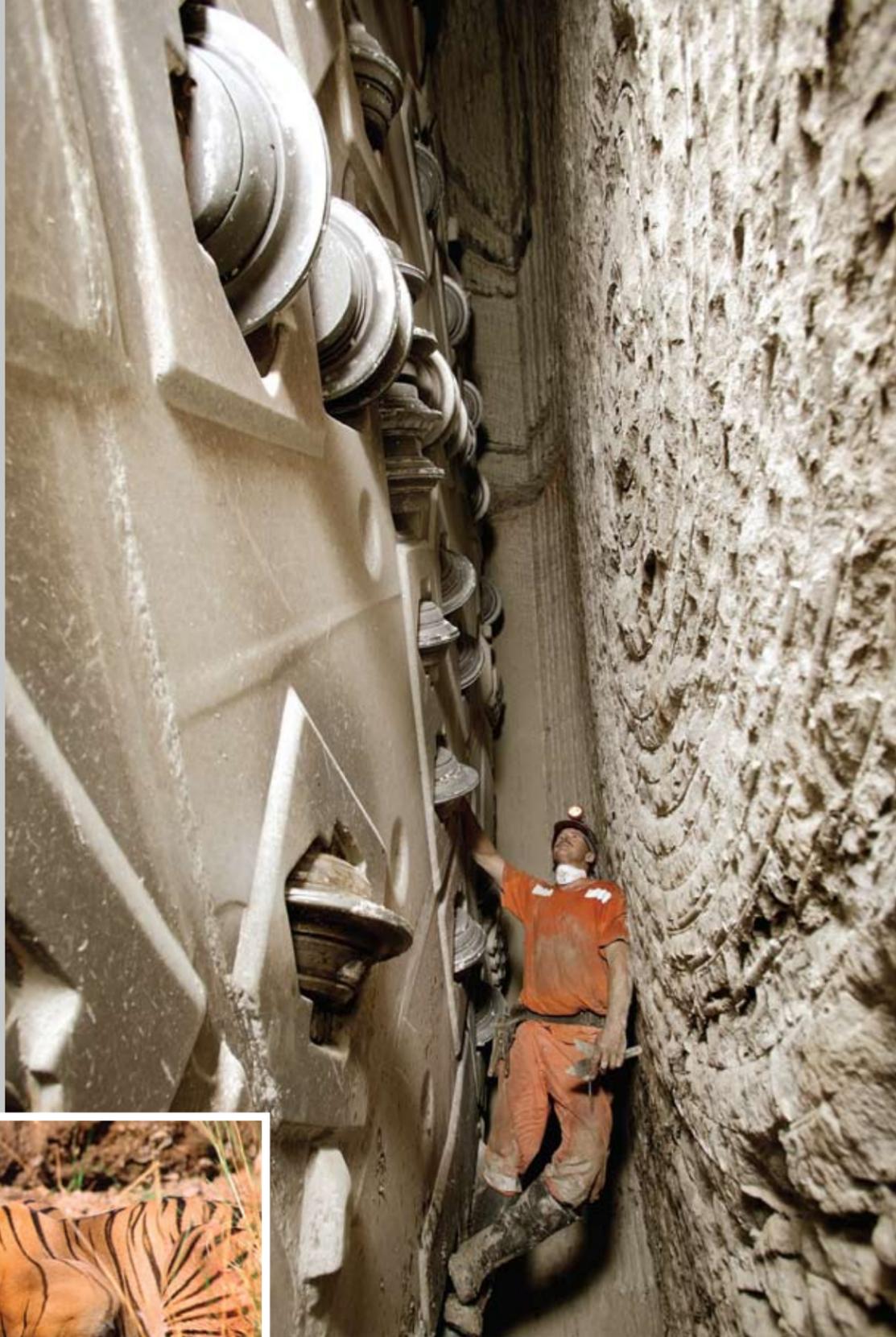


An inspector examines the cutterhead of a tunnel-boring machine built by The Robbins Co., a leading developer of advanced, underground construction machinery.



Robbins will provide tunnel-boring machines to build a 33-foot-wide water tunnel under the Nagarjunasagar Tiger Reserve in India.

THE ROBBINS COMPANY

SOLON, OHIO

“WE NEEDED A LARGE LOAN GUARANTEE IN A SHORT AMOUNT OF TIME TO MEET OUR CONTRACT. WORKING WITH AN EX-IM BANK ‘FAST TRACK’ LENDER, WE HAD THE FINANCING WE NEEDED IN 45 DAYS.”

JAMES VIROST, CHIEF FINANCIAL OFFICER

*W*ith more than 50 years of experience, The Robbins Company, a small business based in Solon, Ohio, is a leading developer and manufacturer of hard-rock tunnel-boring machines. However, Robbins needed more financing than its bank could provide to fulfill the largest order in the company’s history: the AMR Water Project in Andhra Pradesh, India.

The transaction presented a challenge because customer advance payments, which Robbins needed during the manufacture of the equipment, are required by the Indian government to be 100 percent-secured by standby letters of credit or bank guarantees. The transaction was too large for the company’s regular lender, Huntington National Bank in Cleveland.

Robbins found the solution in Ex-Im Bank’s Working Capital Guarantee Program. The company received a \$25 million loan facility backed by an Ex-Im Bank working capital guarantee to support standby letters to secure the advance payments made by the Indian customer. The guaranteed loan facility was approved and administered under the “Fast Track” structure through Wells Fargo Bank, N.A., and its affiliate, Wells Fargo HSBC Trade Bank.

The \$131 million contract is for two large tunnel-boring machines and related equipment to build a tunnel that will supply potable water to 300,000 acres of drought-stricken farmland and 516 villages in the state of Andhra Pradesh. The 27-mile-long tunnel will carry water from the Srisaillam Reservoir, which is located in a wildlife sanctuary.

The tunnel will be built 300 feet below the Nagarjunasagar Tiger Reserve to avoid building a pipeline through the tigers’ habitat. For this project, Robbins won Ex-Im Bank’s 2007 Small Business Environmental Exporter of the Year Award at the Bank’s annual conference held in April in Washington, D.C.

The Robbins Co. has 170 employees in its manufacturing facilities and offices in Solon, Ohio; Kent, Wash.; and Oak Hill, W.Va. To meet this contract, Robbins has added 50 employees to its payroll.

Ex-Im Bank’s Working Capital Guarantee Program is an asset-based lending program for U.S. exporters that guarantees 90 percent of the outstanding balance of working capital loans based on inventory and accounts receivable related to exports. The Bank’s working capital guarantee can be used to support transaction-specific and revolving loan facilities to finance foreign receivables; purchase inventory, components and finished products for export; pay for export-related production costs and cover standby letters of credit.

Ex-Im Bank’s working capital guarantees are available primarily through an extensive nationwide network of delegated-authority lenders that can commit the Bank’s guarantee when the loan is processed. In addition, lenders with “Fast Track” authority can process Ex-Im Bank-guaranteed working capital loan facilities up to \$25 million under an expedited Ex-Im Bank approval process.

PHOTO COURTESY OF THE ROBBINS CO.