



# Ex-Im Bank News

## Annual Conference on Tap May 2-3

Ex-Im Bank's 2002 Annual Conference on May 2-3, at the Omni Shoreham Hotel in Washington, D.C., will feature speeches by Noreen Doyle, vice president of the European Bank for Reconstruction and Development; Poland's Deputy Prime Minister Marek Belka; and Reps. John LaFalce (D-NY) and Jennifer Dunn (R-WA), as well as 13 specialized workshops.

## 2002 Advisory Committee Named

Ex-Im Bank named its 2002 15-member Advisory Committee at the panel's first meeting of the year on March 18. Edward A. Monto, director of MetroBank, in Houston, Tex., serves as committee chairman.

## Aguirre Meets Other ECA Leaders

Ex-Im Bank Vice Chair Eduardo Aguirre, Jr. met with leaders of

## Ex-Im Bank Remembers John Robson



John E. Robson, chairman and president of the Export-Import Bank of the United States until his death on March 20, 2002, served "four presidents with dedication and honor" and "set an example of distinguished public service," President George W. Bush said.

Appointed by President Bush and sworn in by the Senate, Robson, who was 71, served as head of Ex-Im Bank since May 2001. Under his leadership, the Bank played an integral role in the Bush Administration's trade and foreign policy agenda.

"John was a strong leader who was committed to making a positive mark on any organization in which he served," Vice President Dick Cheney said. "He often said it was his duty to 'leave a place better than when he came' and at Ex-Im Bank he was well on his way to accomplishing this task."

Robson presided over Ex-Im Bank's operations through the events of Sept. 11 and global economic difficulties. He was known for his forthright and open style of management, and his commitment to excellence in serving the public.

During his long and dedicated career, Robson served with distinction in the private sector, government and academia. His government

service included appointments by President George H. W. Bush as deputy secretary of the Treasury, by President Gerald Ford as chairman of the Civil Aeronautics Board, where he initiated airline deregulation, and by President Lyndon Johnson as under secretary of Transportation.

Before joining Ex-Im Bank, Robson was an investment banker and senior advisor with the San Francisco firm of Robertson Stephens. He was president and CEO of G.D. Searle & Co., a Fortune 500 pharmaceutical and consumer products company, from 1978 to 1985. He was dean and a professor at Emory University's Goizueta Business School and was a partner in the law firm of Sidley and Austin.

Robson served on the boards of Pharmacia Corp., Northrop Grumman Corp., ProLogis Trust, Continental Airlines, Chiron Corp. and Rand McNally, and was a trustee of St. John's College and the University of California, San Francisco Foundation.

Robson was raised in Chicago. He graduated from Yale University (B.A) and Harvard University Law School (J.D.). He was an avid fly fisherman and tennis player. In 2000, he climbed Mt. Kilimanjaro with his son. His wife Margaret and his son Douglas survive him.

other G-7 export credit agencies in Rome on March 20.

## Ex-Im Signs Uzbek Credit Facility

Ex-Im Bank and the National Bank for Foreign Economic Activity of the Republic of Uzbekistan (NBU) signed a \$55 million medium-term credit guarantee facility on March 12 to support the purchase of U.S. goods and services by small and medium-sized Uzbek enterprises. The agreement was signed by Ex-Im Bank Vice Chairman Eduardo Aguirre, Jr., and NBU Chairman Zainutdin Mirkhodjaev. Last year, Ex-Im Bank authorized \$138 million in financing to support U.S. exports to Uzbekistan.

## North Carolina Exporters, Students Hear Grandmason

Ex-Im Bank Director Joe Grandmason addressed the District Export Council in Charlotte, N.C., and the Wake Forest University School of Management during a March 20-22 trip to North Carolina.



Published by:  
Office of Public Affairs  
Cheryl Crispen, vice president  
Andrew Yarrow, editor  
(202) 565-3200 or  
andrew.yarrow@exim.gov

# Transactions of the Month

## 450 Russian Schools Get New Lighting, Dominican Boiler Project Goes Forward, and Nigeria Buys Ferries Thanks to Ex-Im Bank Financing

**Energy Smart, Inc.**, a small Buffalo, N.Y., company, is providing 362,000 energy-efficient fluorescent lighting fixtures worth \$18 million to modernize lighting in 450 public high schools in St. Petersburg, Russia, backed by a \$15 million long-term guarantee from Ex-Im Bank. This is the first transaction by St. Petersburg under Ex-Im Bank's sub-sovereign risk program, under which the Bank will accept the credit of qualifying states, provinces and cities in emerging markets worldwide for purchases of U.S. equipment and services to address vital infrastructure and public sector needs. Suppliers include **Reflect-a-Light Inc.** of Palatka, Fla.; **Cooper Lighting** of Peachtree City, Ga.; **Philips Lighting Co.** of Somerset, N.J., and **Energy Innovations Corp.** of Cleveland, Ohio.

Thanks to an Ex-Im Bank working capital guarantee, **Jerryco Machine & Boiler Works, Inc.** of Houston, Texas, is participating in a boiler project in the Dominican Republic with a potential export value of \$2 million. The 25-year-old company, which employs 75 people, has a \$100,000 transaction-specific revolving line of credit from **Sterling Bank** of Houston.

**Trident Florida Trading Company, LLC** of Tavares, Fla., is using an Ex-Im Bank medium-term insurance policy to export six catamarans, worth \$800,000, to Nigeria to serve as water ferries. The Trident 5216 catamarans will be used for shallow-water public transportation in Lagos. **Compass Bank** of Houston is the insured.

## Weaver Reaffirms Bank's Environmental Stance

In a speech to the Globe 2002 environmental conference in Vancouver, Canada on March 14, Ex-Im Bank Director Vanessa Weaver reaffirmed the Bank's position calling for export credit agencies (ECAs) to harmonize their environmental guidelines to be applied to projects being considered for financing.

Ex-Im Bank sees four elements as essential to any agreement on common environmental guidelines: 1) a requirement that projects adhere to internationally accepted minimal environmental standards; 2) a provision for transparency that would require ECAs to release environmental impact assessments before they reach a decision to support a project; 3) obligatory environmental impact assessments on all sensitive projects; and 4) careful reporting after a deal has been approved to guard against misclassifying sensitive projects.

"Given the scale of global ECA financing, proper standards could significantly cut emissions and effluents produced by export-supported projects," Weaver said. "We hope that our resolve on this issue will galvanize the ECAs of the Organization for Economic Cooperation and Development to begin a more constructive dialogue that will lead to strong, common environmental standards."

Weaver spoke during a trip on which she met with Asian American business leaders, aircraft sub-suppliers and others in Washington state.

## Renberg Brings Bank Message to California and Costa Rica

Ex-Im Bank Director Dan Renberg met with bankers, small business owners and students during a four-day trip to California on March 11-14. He visited Fayus Enterprises, a Sacramento firm that exports agricultural goods to Nigeria, and Ride & Show, a San Dimas company that develops entertainment attractions. Both have benefited from Ex-Im Bank financing. Renberg also discussed Ex-Im Bank products at receptions for the Orange County Business Council and San Diego bankers, and talked about the Bank's services for minority-owned exporters at a Los Angeles gathering. At the University of San Diego, he urged graduate students to consider public service.

Renberg also made a three-day trip to Costa Rica on March 18-20, during which he met with government and business leaders to discuss Ex-Im Bank financing and the Bush Administration's Central American free trade initiative.



Ride & Show co-owner Ed Feuer and Dan Renberg in front of an "edutainment space pod" for export to Asia