



EX-IM BANK NEWS

"The Export-Import Bank helps advance U.S. trade policy, facilitate the sale of U.S. goods and services abroad, and create jobs here at home." -- President George W. Bush

News in Brief

\$16 Trillion Global Trade Spurs Development, Merrill Says

Ex-Im Bank Chairman Philip Merrill told the Washington International Business Council on March 24 that the \$16 trillion global trading system "has helped bring about the greatest aggregate wealth creation in history." Trade has increased from 8 percent of U.S. GDP to 20 percent in the last 35 years, he added.

Foley Tells Mexican Forum of Initiatives

Ex-Im Bank Vice Chair April Foley told a U.S. Department of Commerce seminar in Monterrey, Mexico, on March 1, that Ex-Im Bank has implemented several new initiatives to better serve both U.S. exporters to Mexico and Mexican buyers. The Bank has a new master guarantee agreement for medium-term finance leases, and is updating medium-term insurance to support capital goods sold through dealers; considering operating agreements with local lenders; and translating materials and accepting some financial statements in Spanish.

Secretaries Snow, Evans To Speak At Ex-Im Bank Annual Conference

Secretary of the Treasury **John W. Snow** (below left) and Secretary of Commerce **Donald L. Evans** (below right) will deliver keynote addresses at Ex-Im Bank's annual conference on April 29 at the Omni-Shoreham Hotel in Washington. **Thomas C. Foley**, former director of private-sector development for the Coalition Provisional Authority in Iraq, will speak on April 30.



The conference, which is expected to draw 1,000 exporters, private lenders, and government officials, will include more than a dozen specialized workshops that will focus on topics such as financing medical equipment exports, liquid natural gas markets, infrastructure for Eastern European, Middle Eastern export opportunities, Iraqi reconstruction, the U.S.-African commercial relationship, multilateral collaboration among export credit agencies, U.S. government export financing options, credit guarantee facilities, and medium-term risk sharing. An exhibition hall will include information displays by banks, exporters, and U.S. government agencies.

Ex-Im Bank Expands Programs to Finance U.S. Exports to Pakistan

Ex-Im Bank will offer expanded financing opportunities for U.S. exports to Pakistan's public sector, U.S. Secretary of State **Colin Powell** announced in Islamabad, Pakistan, on March 18. Bank financing now can support Pakistan's purchases of U.S. equipment and services when repayment is assured by the Pakistani government's sovereign guarantee.

"The upgrade in Pakistan's risk rating is confirmation of positive economic developments in Pakistan, including a reduction in external debt, and growth in exports and foreign exchange reserves," Ex-Im Bank Chairman **Philip Merrill** said.

Ex-Im Bank, Italian Counterpart Sign Co-Financing Agreement

Ex-Im Bank and Italy's export credit agency, Servizi Assicurativi del Commercio Estero (SACE), signed a co-financing agreement in Rome on March 22 to facilitate exports involving companies in both the United States and Italy.

The agreement enables Ex-Im Bank and SACE to provide one-stop trade-finance services to buyers in third countries purchasing both U.S. and Italian goods and services. The two nations' export credit agencies (ECAs) will share risk under one financing package, creating administrative efficiencies for foreign buyers. The ECA whose exporter is the principal contractor will take the lead in providing export credit support. The other ECA whose exporter is a subcontractor or secondary contractor will provide reinsurance for its portion of the transaction to the lead ECA.

This is Ex-Im Bank's third co-financing agreement, but its first with an ECA whose principal business is providing export credit insurance. The Bank's first two agreements, in 2001, were with the Export Credits Guarantee Department of the United Kingdom and the Export Development Corporation of Canada.

"In the global marketplace, buyers seeking the best quality and price in complex transactions inevitably turn to companies from more than one nation," Merrill said. "As a result, this partnership between SACE and Ex-Im Bank will benefit businesses and workers in both countries by enabling them to compete more effectively in high-value, multi-source transactions."



SACE CEO **Giorgio Tellini** (left) and Ex-Im Bank Chairman **Philip Merrill** conclude export co-financing agreement in Rome on March 22. SACE Chairman **Lorenzo Bini Smaghi** also participated in the signing.

Ex-Im Bank Transaction of the Month

Portable Intensive Care Unit Manufacturer Exports Life-Saving Technology With Ex-Im Working Capital Guarantee

Miller Addresses S.E. Europe Investment Conference

Jeffrey Miller, Ex-Im Bank senior vice president and head of its export finance group, told a March 10 conference in Bucharest, Romania, that Ex-Im Bank is "committed to creating opportunities for U.S. businesses and foreign buyers in Southeast and Central European markets." The Bank has supported \$1.2 billion in U.S. exports to Southeast Europe and another \$250 million in exports to Central Europe since 1998.

Marsteller Named VP Country Risk

William Marsteller, an economist with Ex-Im Bank since 1996, was named chief economist and vice president of the Bank's Country Risk and Economic Analysis Division. He participates in the inter-agency country-risk assessment process and is Ex-Im Bank's representative to the OECD Country Risk Experts' Group. Marsteller came to Ex-Im Bank from the WFEA Group, and received his B.A. from American University and his MA. from George Mason University.



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Lorrie A. Secrest, publisher
Andrew L. Yarrow, editor
(202) 565-3200 or
andrew.yarrow@exim.gov

Integrated Medical Systems was able to expand foreign sales of its portable intensive care unit (ICU), known as Life Support for Trauma and Transport (LSTAT), thanks to a recent \$500,000 working capital guarantee from Ex-Im Bank.

The **Signal Hill, Calif.**, company exports to military and civilian buyers in Finland, Saudi Arabia, China, and elsewhere. The 20-employee firm was created as a spin-off from **Northrop Grumman Corporation** in 1999, after the U.S. Food and Drug Administration cleared use of the LSTAT. The stretcher-type ICU and surgical platform increases



Integrated Medical Systems leadership team, from left to right: **Terry Domae**, director for product engineering; **Matt Hanson**, vice president for business development; **Steve Alexander**, president and chief operating officer; **Vaughn Whalen**, vice president for manufacturing; **Todd Kneale**, vice president for program management; and **John Quillen**, director for quality operations.



Sir **Pertti Jalasvirta** demonstrating Integrated Medical Systems' LSTAT patient-care platform to the Finnish Military Medical Depot in field exercises in northern Finland. Ongoing sales of LSTAT units to Finland are made possible by Ex-Im Bank's working capital guarantees.

survivability rates for trauma victims of terrorism, accidents, and natural disasters.

"Ex-Im Bank's working capital guarantee has provided the working capital to build and deliver four LSTATs to Finland," **David Cryer**, the company's chief financial officer, said. "It otherwise would have been impossible for a small company like ours to have the working capital to produce. We couldn't have made these sales without it, and it will also allow us to fulfill future foreign military orders."

People's Bank, of **Bridgeport, Conn.**, provided the working capital loan to the company.

Ex-Im Bank Can Help African Buyers, Grandmaison Says

Ex-Im Bank board member **J. Joseph Grandmaison** described how Ex-Im Bank can assist African buyers, while supporting U.S. exporters and jobs, in meetings with government and business leaders in East Africa and at a conference on African transportation infrastructure.

At the March 24 Transafrica 21 conference in London, Grandmaison said that -- until African nations develop their rail systems, ports, roads, and airports -- they will not be able to realize their economic and commercial potential. He emphasized that the United States is prepared to help Africa improve its transportation infrastructure.

Last year, Ex-Im Bank helped finance a record \$700 million in U.S. exports to sub-Saharan Africa and another \$100 million to the Maghreb countries. Recent transportation-sector transactions have included commercial aircraft for Ethiopia, Kenya, Morocco, and South Africa, and road construction and transportation security equipment.

Ex-Im Backs \$600 Million in Energy, Oil and Gas Exports to Mexico

Ex-Im Bank approved financing to support more than \$600 million in U.S. oil and gas and energy-related exports to Mexico. Two long-term loan guarantees will support \$563 million in equipment and service exports to Petroleos Mexicanos (Pemex) to develop Mexico's Cantarell oil field and its Strategic Gas Program. The Bank, which has \$3.3 billion in exposure with Pemex, also renewed a \$250 million insurance facility for Pemex.

In addition, Ex-Im Bank approved a \$60 million credit guarantee facility to help Mexico's Comision Federal de Electricidad purchase equipment to modernize the country's electrical infrastructure.

Many U.S. exporters will benefit, including: **Dresser Rand Co.**; **Solar Turbines Inc.**; **Pride Offshore Inc.**; **Halliburton Energy Services**; **Nabors Industries Inc.**; **Kvaerner US Inc.**; **Noble Mexico Limited**; **Noble Drilling Services**; **Schlumberger Technology Corp.**; **Jens Oilfield Services Inc.**; **Hot-Hed International**; and **Nao Inc.**