



Ex-Im Bank News

Reauthorization, Budget, Board Nominations Move Forward

Members of the House and Senate Foreign Operations Committees met on Nov. 14 and agreed on Ex-Im Bank funding levels of \$63 million for administrative budget and \$727.3 million for program budget, a total Ex-Im Bank appropriation of \$790.3 million for fiscal year 2002. This compromise represents a \$2 million decrease in administrative budget and a \$94 million increase in program budget from levels requested by the Administration. When all other differences between the House and Senate bills are resolved, the compromise must be considered and voted on by both bodies and then signed into law.

Reauthorization efforts continue in a "holding pattern," with work completed by both committees and awaiting consideration by the full House and Senate. Continuing resolutions have extended Ex-Im Bank authorities that expired on Sept. 30, 2001.

Financing Agreement with Uzbekistan to Boost U.S. Sales

Ex-Im Bank and the Government of Uzbekistan signed a Memorandum of Understanding on Nov. 30 to cooperate in developing and implementing a \$50 million facility to support purchases of U.S. goods and services by small and medium-sized enterprises in Uzbekistan.

The agreement was signed by Deputy Prime Minister of Uzbekistan Rustam Azimov and Ex-Im Bank Director Dan Renberg at a ceremony at the Embassy of Uzbekistan in Washington, D.C.



Dan Renberg and Rustam Azimov sign MOU at the Embassy of Uzbekistan on Nov. 30.

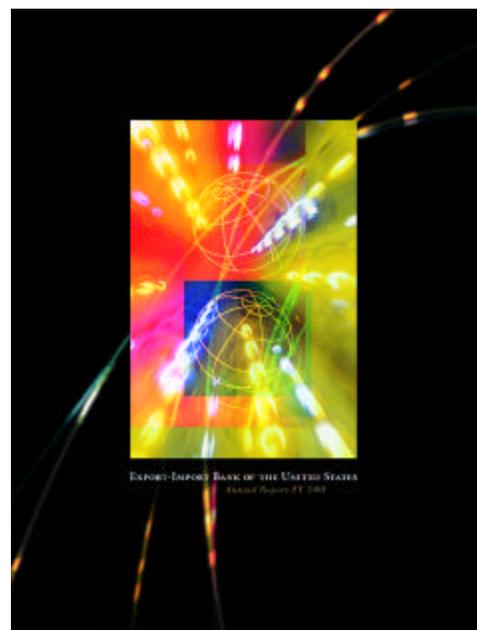
"We are delighted to widen our relationship with Uzbekistan at this time," Renberg said. "Ex-Im Bank has helped to finance many large U.S. export transactions with Uzbek buyers. This agreement will allow us to support transactions between small businesses in both our countries, leading to job creation and economic growth for both our peoples."

Under the agreement, the parties stated their intention to work toward extending a \$50 million facility to the National Bank of the Republic of Uzbekistan to support purchases of U.S. goods and services by small and medium-sized enterprises in Uzbekistan. The facility will support non-sovereign financing.

In fiscal year 2001, Ex-Im Bank authorized \$128 million in financing to support U.S. exports to Uzbekistan.

FY2001 Annual Report

The Ex-Im Bank 2001 Annual Report will be distributed and also posted on the Bank's Web site, www.exim.gov, in mid-December.



Weaver Addresses International Finance and Credit Conference

Ex-Im Bank Director Vanessa Weaver delivered the keynote address to the Finance, Credit and International Business (FCIB) Conference in Coral Gables, Fla., on Nov. 13. She discussed the Bank's changing role in the global economy and how it can help ameliorate the current global economic slowdown.

She discussed positive and negative aspects of global interdependence -- ranging from poverty reduction, and health and technolog-

On Nov. 15, the Senate Banking Committee held a hearing on the nomination of Eduardo Aguirre to be first vice president on Ex-Im Bank's board of directors. On Dec. 6, the same Senate committee held a hearing on the nomination of J. Joseph Grandmaison to be a director of Ex-Im Bank.

Aviation Risk Insurance Extended

Ex-Im Bank will continue to refrain from exercising its rights regarding airlines' required amounts of third-party war risk insurance through the end of March 2002.

Sub-Saharan Africa Advisory Committee Meets

An open meeting of the Sub-Saharan Africa Advisory Committee was held on Nov. 7. The meeting focused on ways of expanding Ex-Im Bank financing to support U.S. exports to the region. Chairman John Robson also introduced Jim Lambright, the new coordinator for Ex-Im Bank's Africa initiative.



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Transactions of the Month

Procurement Software Sold to Indian Firm; Texas Small Business Sells Brewery and Winery Equipment; Medical Equipment for Colombian Hospitals

WinVision Inc., a Santa Clara, Calif., small business provider of e-services, is selling \$2.1 million of on-line procurement software technology to Eonour Technologies Ltd., of Chennai, India, backed by a \$1.8 million Ex-Im Bank medium-term guarantee. Eonour will use the technology to create specialized procurement software to help Southeast Asian clients use the Internet to upgrade their corporate purchasing systems. **First International Bank N.A.**, of Hartford, Conn., was the guaranteed lender.

Butterworth Inc., of Houston, Texas, will be able to export to breweries, wineries, food processing and petrochemical companies in Canada, Mexico, and China, thanks to an Ex-Im

Bank working capital guarantee. The 20-employee company, which was started in 1933, manufactures tank cleaning machines and accessories.

Ex-Im Bank approved medium-term insurance coverage to support a \$1.9 million sale by **Magna Medical Systems Inc.**, of Miami, Fla., of medical equipment to SaludCoop EPS OC, of Bogotá, Colombia. SaludCoop operates 144 small hospitals throughout Colombia. Ex-Im Bank's support will help equip three new hospitals. The major supplier will be GE Medical Systems Inc. Financing will be provided by **Allfirst Bank** of Baltimore, Md. Magna Medical is a project manager and equipment integrator for hospital projects in the United States and abroad.

Weaver at Finance Conference

(CONTINUED FROM THE COVER)



Vanessa Weaver at TractoAmerica in Miami, Fla.

ical advances to environmental and public-health threats and terrorism. She said that "the great issue before us is whether, on balance, we can expand the reach of positive interdependence and shrink the impact of negative interdependence."

At a time when the economies of most developed countries and emerging markets have cooled, Weaver said that "Ex-Im Bank's role will be to strengthen the weakest links that bind the global economy to help re-ignite growth."

"We seek to ensure that important emerging markets will remain open for U.S. exporters," Weaver added.

The FCIB provides export services to almost 800 companies in over 30 countries.

Weaver also met with local exporters and visited the Miami headquarters of TractoAmerica, a wholesaler of Legitimate Replacement Parts® and a user of Ex-Im Bank's insurance.

Ex-Im Highlighted at U.S.-Africa Business Summit

Ex-Im Bank's financing was highlighted at the U.S. - Africa Business Summit held in Philadelphia, Pa., on Oct. 30 - Nov. 2.

Hosted by the Corporate Council on Africa, the summit brought together high-level government officials, including President Abdelaziz Bouteflika of Algeria, President Laurent Kabila of the Congo, and U.S. Assistant Secretary of State for Africa Walter Kansteiner, as well as representatives from Ex-Im Bank and other U.S. trade agencies.

Advisory Committee Meets



Ex-Im Bank's Advisory Committee met on Dec. 4 to discuss recommendations for Ex-Im Bank in the 21st century and the implications of September 11. From left: Peter Lehman, Vanessa Weaver, Advisory Committee Chairman Hector Retta, and Dan Renberg.