



# Ex-Im Bank News

## Ex-Im Bank's FY 2002 Funding Set at \$791 Million; Charter Extended Through March

The Senate and House of Representatives passed the Fiscal Year 2002 Foreign Operations Appropriations Conference Report before adjourning on Dec. 20. Under the report, Ex-Im Bank will receive \$727.3 million for its program activities and \$63 million for administrative expenses.

The Administration will release its Fiscal Year 2003 budget shortly after the President's State of the Union Address later this month.

The conference report also extended Ex-Im Bank's charter through March 31, 2002. Discussions with the House and Senate on the Bank's reauthorization are expected to resume later this month.

## Eduardo Aguirre, Jr. Sworn In as Ex-Im Bank Vice Chairman, J. Joseph Grandmaison Joins Bank's Board of Directors

Eduardo Aguirre, Jr., a nationally known business and civic leader and former president of Bank of America's International Private Bank, was confirmed by the Senate on Dec. 20, 2001, and sworn in on Dec. 26 as vice chairman and first vice president of Ex-Im Bank.

J. Joseph Grandmaison, the former director of the U.S. Trade and Development Agency (TDA), also was confirmed on Dec. 20 and sworn in on Dec. 26 as the fifth member of Ex-Im Bank's board of directors.

### Aguirre: Ex-Im Proud Tradition to Meet 21st Century Needs

**E**duardo Aguirre, Jr. said that "I asked for this assignment from President Bush because I consider Ex-Im Bank a key component in the export fabric of this nation."

Aguirre, who was nominated for his position



in May for a term expiring on January 20, 2005, added: "Ex-Im Bank has a proud tradition that needs to step up to the requirements of the 21st century. We have a superb complement of staff, whose qualities we must link with our constituents. We need to listen to their voices and modify our processes to be more user-friendly."

Aguirre was chosen by the Administration because of his extensive banking and managerial experience to guide Ex-Im Bank to a higher level of achievement. He was named "one of the 100 most influential Hispanics in the nation" by Hispanic Business Magazine for three years. At Bank of America, he participated in many leadership initiatives. Gov. George W. Bush named him to the University of Houston's board of regents, and President George H. W. Bush named him to the National Commission for Employment Policy.

### Grandmaison: Ex-Im Helps U.S. Firms Sell to Tough Markets

**J**oseph Grandmaison brings eight years of experience as TDA's director to his position as a member of Ex-Im Bank's board. He said that he hopes to focus on increasing U.S. business engagement in more difficult emerging markets.



"In the best of times, the U.S. business community tends to be terribly conservative in seeking overseas opportunities," he said. "Since we're not in the best of times since Sept. 11, partnership with Ex-Im Bank is especially important. Because TDA also had a development mission too, I like to focus on countries such as the Caspian region and Africa where the U.S. private sector can really lend a special hand."

As director of TDA from 1993 to 2001, Grandmaison oversaw the investment of \$425 million in more than 1,300 overseas projects involving U.S. businesses and was responsible for strategic planning, investment decisions, policy, business and product development, and marketing.

Grandmaison, of Rye, N.H., was nominated for his position by President George W. Bush for a term that expires on January 20, 2005.

## Miller Addresses Russian Banking Conference

Jeffrey Miller, Ex-Im Bank group vice president of structured export and trade finance, told a banking forum in London on Dec. 13 devoted to Russia and the Commonwealth of Independent States that Ex-Im Bank is eager to do more business in Russia. "Russia is a strategic market for U.S. investors and exporters," he said.

Although problems remain in the banking sector, Mr. Miller noted that some progress on reform has been made. He stressed that reform is critical if Russia is to sustain its current economic expansion, because banks provide the means by which "enterprises, particularly small and medium-sized enterprises, can grow, expand production and find new customers and markets".

Ex-Im Bank's year-old program, under which 15 creditworthy Russian banks were identified as partners for short- and medium-term projects, is likely to be expanded.



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

# Transactions of the Month

## Venezuelan Light Rail Systems Supported; Delegated Authority Renewed for Russian Bank; Exports of Machine Tools and MRI Machine Backed

Ex-Im Bank approved two long-term loan guarantees totaling \$57 million to support the export by **Siemens Transportation Systems Inc.** of Sacramento, Calif., of \$62 million of equipment for light rail mass transportation systems in the Venezuelan cities of Maracaibo and Valencia. The sales cover an electrification system, communications equipment, train control equipment, vehicles, and related systems. The Venezuelan Ministry of Finance is the borrower, and suppliers include **Siemens Industrial Automation** of Alpharetta, Ga.; **Redondo Construction Corp.** of Guaynabo, Puerto Rico; **Mass Electric Construction Co.** of Boston, Mass.; **Railquip Inc.** of Atlanta, Ga.; and **Rail Transit Consultants Inc.** of Deluth, Ga. The guaranteed lenders are **BNP-Paribas** (for Valencia) and **Societe Generale** (for Maracaibo), both of New York, N.Y.

Ex-Im Bank granted a renewal of special delegated authority through July 31, 2002, to its Insurance Division to cover up to \$20 million in short-term obligations of the International Moscow Bank (IMB) for financing to support Russian purchases of U.S. exports on terms of 360 days or less. The Bank extended the expiry date of

a short-term, single-buyer insurance policy to cover two letters of credit issued by IMB to support the sale of \$2.5 million of analysis and laboratory test equipment by **Coretest Systems Inc.** in San Jose, Calif., to ISC Surgutneftgas, a Russian oil producer. IMB is one of 15 Russian banks approved by Ex-Im Bank for short-term and medium-term financing on a case-by-case basis.

**Fleet National Bank** of Hartford, Conn., used its delegated authority to commit an \$800,000 revolving line of credit to **P/A Industries, Inc.** of Bloomfield, Conn. Founded in 1953, the 70-employee company will use the line to support sales of machine tools to the metal stamping, paper and textile industries. Major export markets are Germany, Taiwan and France.

Exim-Bank approved medium-term insurance coverage to support a \$2.2 million sale by **GE Medical Systems** of Waukesha, Wis., of an MRI machine plus local costs to the Bermuda Hospitals Board, a non-profit operator of the only hospital in Bermuda. This will be the first MRI machine in Bermuda. Patients are currently flown to the United States for MRI exams.

## Ex-Im Bank To Guarantee Peso-Denominated Loans by Mexican Bank, Weaver Announces on Mexican Trip

Ex-Im Bank signed a foreign currency agreement with Nacional Financiera, S.N.C. (NAFIN) in December 2001 that will allow the Mexican development bank to offer peso-denominated loans guaranteed by Ex-Im Bank to Mexican small and medium-sized enterprises buying U.S. goods and services. NAFIN became the first bank anywhere in the world to sign a foreign currency supplement to Ex-Im Bank's Master Guarantee Agreement.

"This new financing tool offered by NAFIN is an important step in reaching out to more small and medium-sized Mexican enterprises by taking a big element of risk off their shoulders when they buy U.S. goods and services," Director Vanessa Weaver said, announcing the action on a trip to Mexico on Dec. 13-14, 2001

"NAFIN and its regional offices throughout Mexico will look for transactions that can benefit from this program," said Mario Laborin, NAFIN's director general.

With this new feature, Ex-Im Bank can process transactions that will be denominated in pesos. NAFIN can provide a loan to a Mexican borrower to buy U.S. goods and services, and the Mexican borrower can repay the loan in pesos, largely eliminating concerns about currency fluctuations.

Ex-Im Bank has issued guarantees under its Foreign Currency Guarantee Program in hard currencies such as the pound, franc and mark, as well as, on a case-by-case basis, the Mexican peso and Indian rupee.