



Ex-Im Bank News

Ex-Im Bank Reauthorization Process Nears Completion

On June 5, the Export-Import Bank reauthorization conference report was debated on the House floor and passed with a vote of 344 to 78. The conference report now must go to the Senate, where it must be debated and passed, and then it must be signed by President Bush before the reauthorization is complete.

The multi-year Ex-Im Bank reauthorization bill, S. 1372, would reauthorize the Bank through September 30, 2006. Until that bill passes and is signed by President Bush, the Bank's current reauthorization again was extended through June 14 with passage of a separate short-term extension bill, H.R. 4782.

The Ex-Im Bank reauthorization bill is expected to be passed by Congress and signed by President Bush in the coming weeks.

Aguirre: Ex-Im Bank To Work With TPCC To Coordinate U.S. Trade Promotion Efforts

Eduardo Aguirre, Jr., Ex-Im Bank's vice chairman, told the Senate Banking Committee on May 14 that Ex-Im Bank would pursue a number of initiatives to advance the National Export Strategy of the U.S. government's Trade Promotion Coordinating Committee (TPCC).

The TPCC was established by Congress to coordinate interagency trade-promotion activities, and is chaired by the Department of Commerce, with Ex-Im Bank holding the vice chair position.

"Ex-Im Bank will work with the TPCC members in pursuit of our common goal - to make U.S. trade-promotion efforts second to none by being effective, coordinated and user-friendly," Aguirre said. The efforts he described include:

- * Ex-Im Bank will introduce more automated tools to improve customer service and widen its reach, especially to small business exporters.

- * Ex-Im Bank will work to better integrate its and SBA's Working Capital Guarantee Programs.

- * Ex-Im Bank will continue to work to level the playing field for U.S. exporters by matching the government support provided to competitors of U.S. companies and also work to discourage such trade-distorting practices.

- * Ex-Im Bank will work with other agencies to examine the unique financing needs of the services sector and to enhance services exports programs and procedures to address those needs.



Ex-Im Bank Director J. Joseph Grandmaison speaks at May 10 exporter seminar in Portsmouth, N.H.

Ex-Im Bank, SBA Launch Small Business Export Initiative

Ex-Im Bank and the Small Business Administration (SBA) have agreed to develop a joint marketing campaign for their guarantees of working capital loans for small businesses, including publications, a program guide, and lender and small business training. The guarantees cover export-related costs such as purchase of inventory, production, standby letters of credit, and foreign receivables. The two agencies share the same application form for their two programs.

Ex-Im Bank and the SBA also agreed to strengthen institutional ties and identify ways to improve how they deliver trade-assistance services.

"Small businesses represent 96 percent of all exporters," SBA Administrator Hector V. Barreto said. "By leveraging the resources of our two agencies, we can improve the competitive edge of small businesses in foreign markets."

New Hampshire Businesses Learn To Lower Risk, Increase Exports with Ex-Im Financing

Nearly two dozen New Hampshire companies interested in exporting attended a one-day seminar at the New Hampshire International Trade Resource Center in Portsmouth on May 10 to learn how Ex-Im Bank can facilitate sales by covering the repayment risk in "riskier" markets.

Ex-Im Bank board member J. Joseph Grandmaison, who is from New Hampshire, was a featured speaker at the event. Ex-Im Bank works through the Trade Resource Center, which is a City/State Partner, providing local exporters with one-stop access to all Ex-Im Bank programs and other financing or export assistance.

Since 1997, Ex-Im Bank has financed nearly \$214 million in exports from 31 New Hampshire-based businesses in 22 different communities.

Renewable Energy Exports Committee To Meet June 10

The new Ex-Im Bank Renewable Energy Exports Advisory Committee will hold its first meeting on June 10 at 8:30 a.m. at Ex-Im Bank in Washington, D.C. The committee will focus on ways to help Ex-Im Bank increase support for exports of renewable forms of energy such as solar, wind, biomass, and geothermal. It includes exporters, representatives of trade associations, and a nongovernmental organization. It is chaired by former Deputy Secretary of Energy W. Henson Moore, who is CEO of the American Forest and Paper Association.

Sub-Saharan Advisory Panel Named

Ex-Im Bank named the members of its Sub-Saharan Africa Advisory Committee at the panel's first meeting on May 23. Robert L. Wright, chairman and CEO of Dimensions International Inc., will chair the 10-member committee.



Published by:
Office of Public Affairs
James Lambricht, publisher
Andrew Yarrow, editor
(202) 565-3200 or
andrew.yarrow@exim.gov

Transactions of the Month

Washington Firm Sells Ultrasound Machine to Venezuela; Mining, Construction Equipment Sold to Senegal; & Jamaican Theaters Built with U.S. Exports

Ex-Im Bank approved a commitment for medium-term insurance coverage to support a sale of a \$90,050 ultrasound machine by **ATL International, LLC**, of Bothell, Wash., to Centro Médico de Cabimas, S.A., of Cabimas, Venezuela. ATL competed for this business with a Sino-Japanese joint venture. Ex-Im Bank's April 30 decision to include import duties in its support of medical equipment transactions is likely to be of help to ATL in winning this business. The importer was established in 1956, is privately owned, and operates a 146-bed hospital in the Lake Maracaibo region of Venezuela.

Dom-Ex Inc., of Hibbing, Minn., is exporting backhoes, drilling and gold-mining equipment, as well as trucks, tractors, bulldozers, and construction equipment, to Senegal, with the assistance of four medium-term guarantees approved by Ex-Im

Bank in late April and early May. The four guarantees total more than \$2.6 million and will support more than \$3 million of exports. **First International Bank**, of Hartford, Conn., and **Allfirst Bank**, of Baltimore, Md., are the lenders.

Two new theaters will be built in Jamaica with theater equipment and fixtures from five U.S. exporters and suppliers, thanks to a \$858,400 medium-term Ex-Im Bank insurance policy. The U.S. exporters include **Bright Star Systems Corp.**, of Woburn, Mass.; **Irwin Seating Company**, of Grand Rapids, Mich.; **Proctor Distributing Inc.**, of Littleton, Colo.; **Major Theater Equipment Corp.**, of Boston, Mass.; and **Poyant Signs Inc.**, of New Bedford, Mass. The five companies will sell nearly \$1 million in U.S. exports. **AmTrade International Bank**, of Atlanta, Ga., is the lender.

Grandmaison Brings Ex-Im Proposals to Egypt, Embarks on South Africa Trade Mission

Ex-Im Bank Director J. Joseph Grandmaison introduced several proposals designed to increase U.S. exports to Egypt during a trip to the country in late May.

Grandmaison, who met with a number of Egyptian business and government leaders in Cairo and Alexandria on May 29-31, spoke to the Petroleum Committee and Banking and Finance Committee of the American Chamber of Commerce in Cairo and the Alexandria Businessmen's Association in Alexandria. In meetings with private and public-sector banks, he said that Ex-Im Bank's goal is to sign a master guarantee agreement with three or four Egyptian banks. He also proposed that Ex-Im Bank explore cooperation opportunities in financing transactions with the African Export-Import Bank, based in Cairo.

Grandmaison told business leaders that a foreign currency agreement would be another way in which Ex-Im Bank is determined to help companies obtain credit. "We are in preliminary discussions with private banks in the United States about the possibility of guaranteeing loans in Egyptian pounds to make it easier for Egyptian companies to buy on credit from the United States," he said.

Ex-Im Bank has helped finance a desalination plant and a lube oil blending plant in Egypt, and has supported Egypt's purchase of U.S. dairy products and dairy processing equipment. Projects in the oil and gas sector are under discussion.

The second leg of Grandmaison's trip took him to South Africa, where he addressed a project finance conference organized by the Trade and Development Agency in Cape Town on June 3. "Infrastructure is critical for sub-Saharan Africa's development," he said.

Renberg Addresses Great Plains Trade Conference

Ex-Im Bank Director Dan Renberg described how the Bank can help exporters increase sales in emerging markets in a speech to the Great Plains World Trade Conference on International Trade in Sioux Falls, S.D. on May 21.

"Increasing exports is the key to expanding company growth," Renberg said. He was joined at the conference by Assistant Secretary of Commerce Linda Conlin.

Renberg also visited Hi Roller Conveyors, a Sioux Falls company that has used an Ex-Im Bank medium-term loan guarantee and insurance to export belt conveyor systems to Venezuela, Brazil, Mexico, and Europe.