

Export-Import Bank: Supporting Small Business in America

Small business leaders share their stories of benefitting from the Ex-Im bank.

Chindex Medical Limited

Bethesda, Maryland

Chindex is an active user of Ex-Im Bank loan guarantees to support exports of U.S. medical equipment to hospitals throughout China. The Ex-Im Bank is a big part of our strategic planning. In China, Export Credit Agency (ECA) backed loans are granted preferential treatment and are exempt from duty and value added taxes. If we lose access to Ex-Im loan guarantees, we cannot hope to compete with the vast financing available from European and Israeli ECAs, and hospitals will purchase equipment from those countries instead of medical devices made in America.

-Judy Zakreski
Vice President, U.S. Operations
www.chindexmedical.com

Turkey Knob Apples

Lexington, SC

The Ex-Im Bank has enabled us to expand to our export business. Without the backing of the bank we would not have been able to create jobs, increase or maintain employee benefits, and continue capital expenditures.

-Jaime Williams
President
www.tukeyknobapples.com

The Manitowoc Company, Inc.

Manitowoc, WI

Our Cranes business relies heavily on the Bank to support international sales. With fast-growing markets around the world, the Bank is key to generating export growth by providing major financing to our overseas customers. The Bank provides manufacturers like us with help in export financing, vendor financing, or other export administration items. If not for Ex-Im Bank, ECAs in other countries would aggressively provide trade finance programs and put our Cranes export business at a significant competitive disadvantage.

-Al J. Bernard
Senior Vice President
www.manitowoc.com

Marlin Steel Wire Products LLC

Baltimore, MD

Marlin Steel Wire Products is a leading manufacturer of custom wire baskets, wire forms, and precision sheet metal fabrication assemblies. We have been exporting for eight years, with exports now going to more than 20 countries. One-fourth of our 33 employees are employed as a direct result of the company's export business, and we continue to look for new markets, bringing our products to customers all over the world. Ex-Im Bank gave me the courage to do business in a new market and with a customer I had never heard of before. I would not have been able to execute a deal without the Ex-Im Bank.

-Drew Greenblatt,
President
www.marlinwire.com



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Peerless Manufacturing Co.

Dallas, TX

We are currently working with Citibank to finalize our application to participate in the Ex-Im financing program. As the global economy improves, we anticipate significant growth in the demand for natural gas infrastructure and cleaner more efficient sources of power generation. In contrast to the manufacturing environment in the United States, the international projects frequently require the use of performance letters of credit. Programs such as the Ex-Im Bank will allow companies such as Peerless to complete more effectively in the global market place.

-Ron McCrummen
Chief Financial Officer
www.peerlessmfg.com

Patton Electronics Co Inc.

Gaithersburg, MD

Patton Electronics Co Inc. makes a wide range of data and telecommunications products including VoIP Gateways, Routers, Mobile Surveillance and various connectivity devices. We started exporting in the 1990s and now sell to over 120 countries. The Ex-Im Bank enables us to export to this many markets, as it provides loan guarantees and insurance on our receivables.

-Bobby Patton
President & CEO
www.patton.com

Bolivar Trading Inc

Miramar, FL

We find the Ex-Im Bank very useful. The commercial banks will not lend us \$1.7 M without the Ex-Im loan guarantee, and without the line of credit we would not be in business. All receivables are foreign. No commercial bank will lend against those receivables. We export tanks, dispensers, and signage for gas stations to Latin America, the Caribbean and Africa. We employ 35 people - but couldn't do it without the Bank.

-Oscar Ramirez
President
www.bolivartrading.com

World Trade Consult, LLC

St. Charles, MO

We are one of the most active Registered Brokers nationally for Ex-Im Bank's Export Credit Insurance Programs.

-John Koch
President
www.worldtradeconsult.com

Compass International

Lexington, SC

Compass International is an export management and trading company. Ex-Im allows us to give credit terms to our customers. We would not be in business if the Bank did not exist, as we cannot afford the credit premiums offered by private insurance companies. The Ex-Im Bank is fundamental for small companies like us.

-Cecilia Shepard
International Sales
www.compassintlco.com



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Acme Manufacturing Company

Auburn Hills, MI

We have been using the Ex-Im Bank financing since 1994. Over 70% of our revenue comes from exports, but it would not be possible without the Bank.

-Fritz Carlson III

President

www.acmemfg.com

Team Askin Technologies, Inc.

Fairfax, VA

We turned to Ex-Im in 2009 to gain capital and funding to do consulting in Saudi Arabia. The bank helped mitigate the risk and provided the line of credit and the performance bonds needed to execute the deal. The deal created 20 new jobs within our company and allowed us to hire 10-15 consultants and subcontractors. Ex-Im was instrumental to our process.

-Debbie Askin

President and CEO

www.teamaskin.com

Bingaman & Son Lumber, Inc.

Kremer, PA

Around 30% of the revenue of Bingaman & Sons Lumber comes from export sales to companies overseas. We use the Ex-Im Bank to insure our receivables for individual buyers that require more credit than we are comfortable extending on our own. With the support of the Ex-Im Bank, we have been able to expand our business to these customers and consequently expand our facilities and hire additional employees here in Pennsylvania.

-Chris Bingaman

V.P. Sales & Marketing

www.bingamanlumber.com

For more Ex-Im Bank small business success stories, please visit the Bank's website.

exim.gov/sbgport

Air Products and Chemicals, Inc.

Allentown, PA

Air Products and Chemicals, Inc.'s Liquefied Natural Gas (LNG) process and LNG heat exchangers are used in approximately 80% of all the LNG facilities around the world. Many of these facilities have been supported by the U.S. Ex-Im Bank which has helped to promote our exports associated with these projects. We manufacture our LNG heat exchangers in Wilkes-Barre, Pennsylvania. Without the support of U.S. Ex-Im Bank it would be very difficult to keep ahead of the competition from abroad. We truly support the presence of the Ex-Im Bank and the way they have helped to generate employment through the promotion of U.S. exports. We hope that they will be around for many years to come.

-Murray D. Hamilton

Assistant Treasurer

www.airproducts.com



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