



EXPORT-IMPORT BANK *of the* UNITED STATES

Ex-Im Bank helps U.S. companies to sustain and create jobs by financing U.S. exports.

SUPPORTING SUPPORTING EXPORTERS AND JOBS IN CALIFORNIA

The Export-Import Bank (Ex-Im Bank) of the United States, the official U.S. export credit agency, provides export credit insurance, working capital and loan guarantees to help support the sale of U.S. goods and services to international markets.

In fiscal year 2003, Ex-Im Bank helped finance \$14.3 billion of U.S. exports worldwide, which supported U.S. jobs throughout the nation. Approximately 85 percent of Ex-Im Bank's more than 2,700 transactions in fiscal year 2003 were on behalf of small businesses.

Ex-Im Bank's 5-Year Impact in CALIFORNIA (Fiscal Year 1999 thru 2003)

Companies Supported:	807
Communities Supported:	225
Value of Exports Supported:	\$9,413 million
Value of Exports Supported - FY 2003:	\$1,704 million

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Western Regional Office
Alaska, California, Arizona, Idaho, Oregon, Montana
562.980.4580 • www.exim.gov

EX-IM BANK SUCCESS STORIES-BAY AREA

Chipcards Inc., a small **San Francisco** firm that produces equipment for smart card production lines, used Ex-Im Bank financing in 2001 to make three sales to **China** valued at \$7.5 million.

Ex-Im Bank supported the sale of \$2.5 million of analysis and laboratory test equipment by **Coretest Systems Inc.** in **San Jose, California** to ISC Surgutneftagas, a **Russian** oil producer.

WinVision Inc., a **Santa Clara, California**, 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.

Cycle Computer Corporation Inc., a small business in **Cupertino, California**, obtained a \$1 million revolving working capital loan to sell motherboards for computer workstations and data transmission systems to foreign customers in **Germany, Canada, the United Kingdom** and other countries, from an Ex-Im Bank delegated authority lender, **Greater Bay Bancorp** in **San Francisco**.

Biomedical Exchange International, a small **San Francisco** manufacturer of medical devices, has used Ex-Im Bank export insurance since 1983 to secure its sales to **Japan**. "For a small business, having a service represented by Ex-Im Bank helps in gaining quality customers overseas," said company president Earl Jackson. "Ex-Im Bank insurance has provided a stabilizing factor, which is important since export markets can fluctuate."

Avalon Natural Products, of **Petaluma, California**, has been using Ex-Im Bank's export credit insurance for the past seven years to help sell its natural and organic, hair and skin care products overseas. Consequently, exports have jumped from \$94,000 in 1999 to \$1.2 million in 2002. Mark Egide, Avalon's president said, "Ex-Im Bank insurance has been a big help because it allows us to give open terms to our customers."

American Pacific Technology, an eight-year-old small business based in **San Francisco**, began using Ex-Im Bank export insurance in 2000 to help it export capital equipment used in manufacturing "smart cards" for identification and public transportation. The company, which was put in touch with Ex-Im Bank by one of its Delegated Authority Lenders — Trans Pacific National Bank in **San Francisco** — also sells smart cards to buyers in **Europe, Asia, and South America**. "We have a \$2 million line of credit through our local bank, which definitely helps us for exporting," said company president Allen Yue.

JQ American Corporation, of **Hayward, California**, started just five years ago out of an apartment, as a single-employee exporting business, specializing in sending oil field supplies to the **Middle East**. In 2003, sales are expected to gross \$1.5 million, the company has 7 employees, and it is the recipient of the Small Business Administration's coveted Exporter of the Year award. Jamal Quereshi, president of JQ, said, "Ex-Im Bank is a wonderful program for small businesses. It will leverage our sales like anything, and we can provide faster service for our customers, which will increase our growth."



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EX-IM BANK SUCCESS STORIES-L.A. AREA

Unical Aviation, of **Baldwin Park, California**, is a supplier to the aircraft industry that has used Ex-Im Bank insurance for many years to help it expand its export sales.

Video Products Group, Inc., of **Newbury Park, California**, renewed its 10-month working capital guarantee from Ex-Im Bank to help it export \$5 million of video/TV transmission equipment to the **United Kingdom** and **Australia**. All told, thanks to Ex-Im Bank financing, Video Products has been able to export \$25 million in equipment, maintaining 60 jobs and creating 10 more.

Allfast Fastening Inc., of **City of Industry, California**, is a manufacturer of rivets and other aircraft parts that has used Ex-Im Bank insurance for a number of years to support its overseas sales.

Worldwide Aeros Corp. is a **Chatsworth, California** firm that manufactures rigid and non-rigid airships and tethered balloon systems for advertising, communication and other civilian uses. The company recently received an Ex-Im Bank working capital guarantee that has helped it sell more than \$5.8 million in exports.

Somerville Plywood Corporation of **Hawthorne, California**, hadn't ventured into the export market until it received a \$250,000 multi-buyer insurance policy from Ex-Im Bank. Now the export sales of this small business have gone from zero to more than \$150,000. The company primarily exports to **Mexico**, and is able to offer credit terms of up to 60 days to small, Mexican buyers who normally would not be able to pay cash in advance.

Coexpo—Columbian Imports is a 22-year-old, minority-owned small business in La Mirada, California, that has been using Ex-Im Bank export insurance since 1994. The company, which sells heavy-duty truck and automotive parts, exports to **Argentina, Colombia, Malaysia**, and other markets in Latin America and the Far East. "Using Ex-Im Bank insurance provides security that we will be paid," said Carlos Gomez, Coexpo's president.

ZMG Inc., a small, minority-owned business in **Walnut, California**, that does business as **Jo-Jo's Enterprises**, received a \$1.25 million revolving working capital guarantee from Ex-Im Bank in January 2001 that helped it sell \$8.5 million of edible oils, corn masa, canned fruits, vegetables, and dry soups to **Mexico**. The company also has received Ex-Im Bank small business insurance. All told, Ex-Im Bank financing has supported \$23.5 million in exports. The company estimates that Ex-Im Bank financing has helped it maintain 20 jobs.

Thermtronix Corporation, in **Adelanto, California**, is the world's leading manufacturer of solid-state electric and gas-fired aluminum melting furnaces. Founded in 1985, this small company has had an Ex-Im Bank short-term insurance policy for the past three years to provide security against buyer default for its sales to customers in **Mexico**.



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EX-IM BANK SUCCESS STORIES-ORANGE COUNTY/SAN DIEGO

Radiant Technology Corporation of **Fullerton, Calif.**, is using a working capital guarantee from Ex-Im Bank to expand sales of the microchip thermal-processing “ovens” that it manufactures for buyers in **Taiwan, Germany, Britain, Japan, and Korea**. “The loan will provide working capital to help Radiant compete, and will finance inventory and receivables,” said Larry MacNamee, chairman and CEO of the company.

Beckman Coulter Inc. of **Fullerton, California**, is one of the many sub-suppliers to indirectly benefit from transactions financed by Ex-Im Bank. The company has supplied medical equipment as part of a larger \$36 million purchase by the **Romanian** Health Ministry in 2001 to upgrade hospital and clinic facilities. **Simed International Inc.**, of New York, New York, was the principal supplier.

Sechrist Industries Inc., a small manufacturer of respiratory and hyperbaric medical products in **Anaheim, California**, made use of a 36-month, \$2.5 million working capital guarantee from Ex-Im Bank to export its products to **Japan, Russia, and Malaysia**. Four renewals of this working capital guarantee have resulted in more than \$31.7 million in export sales.

Applied Membranes, Inc. of **Vista, California**, has used Ex-Im Bank export insurance since 1996 to support its sales of reverse osmosis water treatment systems and related water filters for industrial and medical uses to countries in **Central and South America**. Nearly half of the 45-employee company’s sales are exports. “It does provide the opportunity for us to offer buyers credit, once we get to know a customer and develop a relationship on the credit side,” said Richard Youngberg, Applied Membranes’ controller. “If we did not have this program, we would be unwilling to offer credit.”

Underwater Kinetics, a 100-employee company in **Poway, California**, has been using Ex-Im Bank’s export insurance since 1988 to support its exports of underwater and industrial lights and cases for scuba diving and police departments. The 30-year-old Southern California company exports principally to **England, the Netherlands, Canada, and Australia**. “Because banks require export insurance, it helps us get more capital,” said Steve Green, international sales manager for the company.

ViaSat Inc. of **Carlsbad, California**, is a rapidly growing high-technology company specializing in digital, wireless communications and has over 700 employees. ViaSat used an Ex-Im Bank medium-term guarantee to support the export of \$1.2 million of telecommunications equipment to Sub-Urban Telecoms Limited of Abuja, **Nigeria**.

HydraBaths of **Santa Ana, California**, has used Ex-Im Bank’s multi-buyer export credit insurance since 1992 to export whirlpool baths.

Meguiar’s, Inc. of **Irvine, California**, has been in business for more than 100 years manufacturing quality auto wax products. The company’s European sales have expanded substantially since it established a sales affiliate covered by Ex-Im Bank export credit insurance.