



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 EXPORTERS AND JOBS IN CONNECTICUT

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 CONNECTICUT (Fiscal Year 1999 thru 2003)

Companies Supported:	101
Communities Supported:	54
Value of Exports Supported:	\$1,989 million
Value of Exports Supported - FY 2003:	\$187.4 million

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Northeast Regional Office

New York, Maine, Massachusetts, New Hampshire,
New Jersey, Pennsylvania, Connecticut, Rhode Island

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Ex-Im BANK SUCCESS STORIES

Intergrated Industrial Systems of **Wallingford, Connecticut**, has been utilizing Ex-Im Bank's working capital credit line for more than eight years. The company is a family-owned business that makes rolling mills. It was founded 27 years ago in the family cellar with only three employees and now has almost 200 employees. With the help of a \$3 million credit line from Ex-Im Bank, Integrated Industrial Systems is currently exporting 40 to 60 percent of its products to markets such as **Korea, the Philippines, Indonesia, China, Poland, Romania, Taiwan, and Malaysia**. "Without the foreign credit line from Ex-Im Bank, Integrated would never have experienced the success or growth it has in the last few years," said Ed Smith, the company's chief financial officer. "Ninety percent of our exporter customers want a guarantee, so without Ex-Im Bank, we would have missed out on the opportunity to do business with most of them."

Sikorsky Export Corporation, located in **Stratford, Connecticut**, is a manufacturer of airplanes, of which 42 percent of their products are exported. The company, which is more than 50 years old, has been utilizing Ex-Im Bank's comprehensive guarantees for more than 10 years to increase their exporting markets and maintain and create jobs. Sikorsky currently has over 8,000 employees and exports to **Colombia, Turkey and Asia**. Because their competitors are located in countries providing export credit agency supported financing for exports, working with Ex-Im has enabled them to match the financing terms offered by their competitors, allowing Sikorsky to win international marketing campaigns based on the merits of their products.

Connecticut Intermodal, is an export trading company in **Weston, Connecticut**. This small business used Ex-Im Bank's insurance program for nearly eight years. The company's \$500,000 line of aggregate insurance enabled it to purchase various U.S. products and export them, therefore not only benefiting the company itself, but also many U.S. manufacturers. "We have always had a strong relationship with Ex-Im Bank," said Ken Kleban, the company's president. "The program is flexible, the people are helpful and with their support we have experienced enormous growth."

Norwalk Company of Norwalk, Connecticut, is a small business that manufactures a broad line of low- and high-pressure, multi-stage compressors for processing industrial gas and for gas-gathering purposes. Thanks to a \$500,000 working capital guarantee that it received from Ex-Im Bank in February 2001, the company has been able to export compressors, natural gas pump stations, and industrial valves worth approximately \$2 million. All told, five renewals of Norwalk's working capital guarantee have supported more than \$11.5 million in exports.