



# 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 FLORIDA

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 FLORIDA (Fiscal Year 1999 thru 2003)

Companies Supported:	532
Communities Supported:	84
Value of Exports Supported:	\$3,049 million
Value of Exports Supported - FY 2003:	\$ 526.6 million

**EXPORT-IMPORT BANK *of the* UNITED STATES**

**Southeast Regional Office**

Florida, Georgia, Tennessee,  
U.S. Virgin Islands, Puerto Rico

305.526.7436 • [www.exim.gov](http://www.exim.gov)

March 2004

# Ex-Im BANK SUCCESS STORIES-NORTH CENTRAL FLORIDA

**Nationwide Equipment**, a small business in **Jacksonville, Florida**, specializes in the sale of used and reconditioned earthmoving, road building, and mining equipment. A customer of various Ex-Im Bank products since November of 2002, Nationwide Equipment has successfully exported to over 40 countries, primarily in **West Africa**. In less than a year, foreign sales, which comprise 35 percent of its business, increased by almost 300 percent. Moreover, the company expects to hire an additional 10 to 12 employees due to the increased demand facilitated by Ex-Im Bank financing. According to Ed Kostenski, president of Nationwide Equipment, Ex-Im Bank gives his company a tremendous edge because in some African markets, interest rates exceed 34 percent. Ex-Im Bank allows him to offer low financing terms of around 5.25 percent. "Ex-Im Bank allows me to pull in multi-million dollar deals and has helped make this year the best in our company's 20-year history."

**Metric Systems Corporation** of **Fort Walton Beach, Florida**, benefited from a \$14.5 million long-term loan guarantee from Ex-Im Bank approved in May 1999. Metric Systems' portion of the transaction was close to 70 percent, or \$11 million. The government of **Croatia** purchased coastal/marine control and monitoring systems, including a surveillance radar. The new system replaced an obsolete system used for general coastal surveillance of civilian vessel traffic on the Adriatic coast. Metric Systems specializes in the design, manufacture and testing of complex electronic and mechanical components and systems. In this transaction, the Bank of New York extended a five-year loan to the Croatian government with the help of the Ex-Im Bank guarantee.

**Trident Florida Trading Company LLC** of **Tavares, Florida**, used an Ex-Im Bank medium-term insurance policy to export six catamarans, worth \$800,000, to **Nigeria** to serve as water ferries. The Trident 5216 catamarans will be used for shallow-water public transportation in Lagos. Compass Bank of Houston is the insured.

**Equipment Specialists Inc.** of **Haines City, Florida**, supplies food and beverage processing equipment to the **Middle East** and other emerging markets. However, after the September 11 terrorist attacks, many banks were unwilling to make loans for exports to the Middle East. Equipment Specialists eventually received the needed loans as a result of an Ex-Im Bank medium-term guarantee issued in January 2003. Mike Gordon, owner of Equipment Specialists, believes that the resulting \$4.5 million of sales preserved the jobs of his 11 employees and alleviated a potentially "dire financial condition."

**Global Investment Recovery**, a small business located in **Tampa, Florida**, that provides precious metal recovery materials and then ships them to a refinery in **Belgium**, has been using Ex-Im Bank Insurance since 1997. "We will definitely be renewing our insurance with Ex-Im when it is up in November of 2001," said Gail Glover, office manager. "Without Ex-Im Bank's backing we wouldn't have our line of credit and our company could not have survived without that. We don't get paid until after the products have been shipped and received, sometimes a month or later." Global Investment, which has been in business since 1992, doubled its employment because of the support they received from Ex-Im Bank.



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# Ex-Im BANK SUCCESS STORIES-SOUTH FLORIDA

**MD International of Miami, Florida**, is an exporter of medical supplies and equipment to developing countries, and is the 2003 recipient of Ex-Im Bank's Small Business Exporter of the Year award. The company provides equipment to over 100 hospitals and government institutions in 36 countries. MD International has partnered with Ex-Im Bank on a number of transactions over the past few years, including a \$1.3 million guarantee to support the export of medical equipment to **Venezuela**. Pedro Infante, president of MD International, said Ex-Im Bank "is designed to help not only the large corporations but the small businesses as well."

**A.L. Molesworth Inc. of Boca Raton, Florida**, sold used tractors, trailers, and a bulldozer manufactured by Terex, Freightliner, and Great Dane to a buyer in **Ghana** thanks to an Ex-Im Bank medium-term insurance policy approved during the summer of 2001. The buyer, Modern Industrial Complex Works Ltd., of Takoradi, Ghana, has been in business since 1975 and is involved in forestry and furniture manufacturing principally for export.

**ATN Industries Inc.**, a medical equipment supplier of **Miami, Florida**, has been utilizing Ex-Im Bank's loan guarantee program since 1997 with the help of DSJ Holdings, their broker located also in Miami. Their last transaction was in 1999, and they are currently awaiting approval on a new transaction for fiscal year 2001. This small business exports 100% of its products, everything from beds and anesthesia to x-ray machines, to Latin America, specifically **Brazil** and **Venezuela**. ATN Industries, which has been in business for approximately 20 years, has found Ex-Im Bank financing to be "a tremendous help," stated Rafael Quevedo, one of the companies three employees. "With a letter of credit from the Ex-Im Bank everyone is satisfied, the Latin American governments, and especially our customers."

Ex-Im Bank supported a \$2.4 million sale of construction equipment by **Armstrong Equipment Inc.** of **Miami, Florida**, to Inversiones U & M of San Salvador, **EI Salvador** in 2002. Armstrong is a small business that was established in 1993. Inversiones U & M, a construction contractor that was founded in 1978, carries out road, bridge and small housing projects primarily in Morazán Province in eastern EI Salvador.