



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 GEORGIA

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 GEORGIA (Fiscal Year 1999 thru 2003)

Companies Supported:	127
Communities Supported:	50
Value of Exports Supported:	\$651.8 million
Value of Exports Supported - FY 2003:	\$122.9 million

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Southeast Regional Office

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

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Ex-Im BANK SUCCESS STORIES

Schoolchildren in the Caribbean nation of **Grenada** will have a new two-story elementary school that is being designed by **Armentrout Roebuck Matheny Consulting Group of Athens, Georgia**, thanks to an Ex-Im Bank loan guarantee. The school construction became an emergency priority of Grenada's government after the existing school building, located in the northern coastal village of Sauteurs, was condemned due to severe corrosion discovered throughout the facility's structural steel frame. Armentrout project manager David Roebuck said, "Ex-Im Bank and SouthTrust Bank worked closely with our firm to find a solution to the financing challenges presented by the project. We came up with an innovative game plan and Ex-Im and SouthTrust made it work."

Heatcraft Inc., a small business in **Stone Mountain, Georgia**, was able to export cold storage containers to a buyer in **Ghana** with the support of an Ex-Im Bank medium-term loan guarantee. Ex-Im Bank financing often makes the difference when a U.S. company wants to export to a high-risk market. Heatcraft provided the Ghanaian buyer with modern, energy-efficient equipment to process, distribute, and sell fish.

Crown Andersen, Inc. of **Peachtree City, Georgia**, used Ex-Im Bank medium-term insurance in 2002 to export a medical waste treatment facility to Kaid Al Injaz Company, of Al Khobar, **Saudi Arabia**. The equipment will process medical waste from hospitals in five Saudi Arabian cities. Financing will be provided by East West Bank, of San Marino, California. As an environmental project, this sale qualified for seven-year repayment terms.

Georgia Timber International, Inc., a small lumber export broker in **Buford, Georgia**, increased its export sales by 155 percent and increased the size of its workforce from two to five employees with the support of an Ex-Im Bank working capital guarantee.

Princeton Medical Enterprises, a minority-owned business in **Atlanta**, exported diagnostic medical equipment to Polyclinique Sante-Anne-Marie in **Cote d'Ivoire**, the largest hospital in West Africa, with the assistance of medium-term insurance from Ex-Im Bank.

MAS Export Limited, of **Savannah, Georgia**, used an Ex-Im Bank working capital guarantee to fill more than \$3 million of automobile parts orders from foreign buyers.

Blue Bird Corp. of **Macon, Georgia**, exported 14 buses valued at \$1.07 million to Kingdom Transport Services in Accra, **Ghana**, with the help Ex-Im Bank medium-term insurance.

West Point Foundry and Machine Company, a small business in **West Point, Georgia**, that has been exporting since 1932, has often used Ex-Im Bank loan guarantees to support its exports of textile machinery to **Mexico**, **Turkey**, and other markets. The company has been using Ex-Im Bank's services for the past 30 years. West Point Foundry's export sales have helped it sustain jobs in its international division. "Ex-Im Bank has helped our company gain the ability to secure loans for international buyers, which has allowed us to compete with worldwide competition," said Fred Hadaway.