



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 ILLINOIS

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 ILLINOIS (Fiscal Year 1999 thru 2003)

Companies Supported:	250
Communities Supported:	114
Value of Exports Supported:	\$1,798 million
Value of Exports Supported - FY 2003:	\$ 267.1 million

EXPORT-IMPORT BANK *of the* UNITED STATES

Midwest Regional Office

Illinois, Indiana, Michigan, Kentucky, Kansas, Illinois, Ohio, Iowa
Nebraska, Wisconsin, Minnesota, North Dakota, South Dakota, Missouri
(312) 353-8081

Ex-Im Bank Success Stories-Central Illinois

Electronic Specialties Inc., a 24-year-old small business in **Spring Grove, Illinois**, has been using Ex-Im Bank export insurance for several years to support more than \$300,000 of exports of automotive test equipment to **Mexico** and **Chile**. "It's an insurance policy to make sure we don't have any problems with our overseas customers," said Sandra Barnhill, one of the company's 11 employees.

U.S. Filter (formerly Illinois Water Treatment) is a **Rockford, Illinois**, firm that manufactures and exports water purification equipment. When a customer requested export credit insurance to secure a transaction in 1999, the company turned to Ex-Im Bank. The Bank's medium-term insurance enabled U.S. Filter to complete its sales to buyers in the **Philippines** and **Thailand**.

Caterpillar Inc., located in **Peoria, Illinois**, is the leading manufacturer of construction and mining equipment, forestry equipment, diesel and natural gas engines and industrial gas turbines and posted sales and revenues of \$20.2 billion in 2000. Also in 2000, Caterpillar was approved for a total \$8 million for three medium-term direct loan to support the sale of equipment and services to help build three small scale power plants in Dhaka, **Bangladesh**. More recently, in 2001, the company won a \$7 million order, which will be financed under the facility, for tractors, trucks and other equipment to be used by three state-owned **Algerian** cement companies. "Ex-Im's support will facilitate the sale of 28 machines in this highly competitive and growing market that would not have gone forward without Ex-Im's support. Ex-Im's assistance not only helps support export related jobs at Caterpillar, but also at hundreds of suppliers serving our manufacturing facilities," said Ed Rapp, Caterpillar's vice president of marketing for Europe, Africa and the Middle East.



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Ex-Im BANK SUCCESS STORIES-CHICAGO AREA

Antenex Inc., a 65-employee company located in **Glendale Heights, Illinois**, manufactures a variety of antennae for mobile and fixed applications and for the transmission of voice and data. Started in 1990, Antenex derives over 15 percent of its sales from exports to countries and regions such as **Israel, South America, and Eastern Europe**. Thanks to an Ex-Im Bank short-term insurance policy that has been used since 2001, a number of new jobs have been created due to the increase in foreign sales. Glen Page, chief financial officer of Antenex said, "We want to continue to grow our international business, and Ex-Im Bank is an advantage that we have."

National Railway Equipment Company of Dixmoor, Illinois, has used Ex-Im Bank export insurance since 1997 to help it increase its export sales of remanufactured locomotives, engines, and spare parts to countries such as **Tunisia, the Dominican Republic, Korea, Brazil, and Australia**. "We've used Ex-Im Bank insurance to help us successfully penetrate markets such as North Africa," said Luis Mayor, the company's vice president and director of finance. "We're going into more and more markets in which Ex-Im Bank would be a key factor because foreign competition is ferocious." Today, nearly 75 percent of the company's sales are overseas.

Chemetron Fire Systems of **Matteson, Illinois**, was able to increase its export sales of special-hazard fire protection equipment by 20 percent in the midst of the 1998-1999 Asian financial crisis thanks to Ex-Im Bank financing. "It helped us expand sales in third world markets where they couldn't get financing easily," said general manager and vice president Steve Demitrovich. After learning about Ex-Im Bank from an article, Ex-Im Bank representatives came to the company's headquarters and were "very helpful." This Illinois-based subsidiary of a British company sells to markets in all parts of the world.

A.B. Dick Company of **Niles, Illinois**, has manufactured offset printing presses for more than a century. Although the company exports their presses worldwide and is gearing up for sales into **Latin America and Southeast Asia**, its international sales were limited because it could not extend financing options to buyers in highly inflationary markets, whereas its foreign competition was able to offer longer, more attractive repayment terms. A.B. Dick signed up for an Ex-Im Bank's credit insurance policy, and is now offering up to one-year financing terms to buyers.

Great Dane Limited Partnership of **Chicago, Illinois**, was able to sell 130 freight trailers to Transportes Especiales of Medellin, **Colombia**, as a result of a \$2.3 million export credit insurance policy provided by Ex-Im Bank in November of 2002. PNC Bank of Pittsburgh, Pennsylvania, was the lender for this transaction.