



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 INDIANA

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 INDIANA (Fiscal Year 1999 thru 2003)

Companies Supported:	57
Communities Supported:	35
Value of Exports Supported:	\$153.9 million
Value of Exports Supported - FY 2003:	\$ 45.6 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

Ex-Im BANK SUCCESS STORIES

ABRO Industries Inc., a small business based in **South Bend, Indiana**, was looking for ways to increase its export sales of vehicle-care products to **Nigeria** when they turned to Ex-Im Bank in 2003. The company had used the Bank's single-buyer insurance to support its sales to Coscharis Motors in Nigeria, its largest customer with \$10-12 million in annual purchases. Working through its broker, Trade Acceptance Group Ltd. of Edina, Minnesota, Abro obtained an Ex-Im Bank short-term, multibuyer policy to support financing on approximately \$27 million in export sales.

Rolls-Royce Allison, of **Indianapolis**, was able to expand into the Brazilian market using Ex-Im Bank short-term insurance in 1998 to sell \$75 million of aircraft engines. "This allows us to sustain a larger portion of our 4,600-person workforce in Indiana," said Allen S. Novick, a company vice president.

ELF Machinery, L.L.C., a **La Porte, Indiana** manufacturer of packaging machinery, expanded into the Central American market with a \$96,000 sale of candle-making equipment to a company in **EI Salvador**, thanks to Ex-Im Bank medium-term credit insurance. "With exports accounting for a third of our sales, it is more and more important to offer customers a better edge in the international market," said ELF international sales manager Eric Thorgren.

Milestone Veneer, a small Indianapolis area manufacturer of semi-finished wood products started by two German immigrants, has used Ex-Im Bank credit insurance to protect it against default by a foreign buyer. Milestone Veneer is working with an Ex-Im Bank delegated authority bank, Fifth Third Bank, to obtain an Ex-Im Bank working capital guarantee.

The Brulin Corporation, a suburban **Indianapolis** industrial and health-care chemical manufacturer which has been in business since 1935, has used Ex-Im Bank credit insurance for five years to expand its exports to **Taiwan, Malaysia, Brazil, China, Mexico, Japan, and Canada**. Brulin, which has 130 employees, looks forward to further growth in its overseas sales.

International Cryogenics, a small manufacturer of cryogenic materials near **Indianapolis** that obtained credit insurance from Ex-Im Bank worked with the Indiana Department of Commerce, Ex-Im Bank's City/State Partner, to expand exports to **Korea**. Before it received Ex-Im Bank financing, the company was only able to offer cash in advance terms, which limited sales. Now, it can offer more competitive open account terms, enabling the company to increase sales and maintain their 22 employees on payroll.