



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 MICHIGAN

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:	133
Communities Supported:	73
Value of Exports Supported:	\$484 million
Value of Exports Supported - FY 2003:	\$ 52.2 million

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Midwest Regional Office

Illinois, Indiana, Michigan, Kentucky, Kansas, Illinois, Ohio, Iowa
Nebraska, Wisconsin, Minnesota, North Dakota, South Dakota, Missouri

(312) 353-8081

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Ex-Im BANK SUCCESS STORIES

Prab Inc., a small company specializing in chip processing systems and metal scrap and bulk material handling conveyors located in **Kalamazoo, Michigan**, has been utilizing Ex-Im Bank since 1993. Ex-Im Bank's short-term insurance policies have allowed them to successfully export to a number of foreign markets including **Mexico**, the **Philippines**, and countries throughout **Latin America**.

Additionally, the increased sales from these exports have allowed Prab to expand its market share. Robert Klinge, chief financial officer for Prab, said: "Ex-Im Bank has given us an edge because its financing allows us to offer open terms such as net 30 days, rather than requiring cash in advance."

Custom Biogenic Systems is a 45-employee company located in **Shelby Towns, Michigan**, that produces liquid nitrogen cryogenic freezing equipment. Used mainly for preserving cancer specimens at 328 degrees below zero in the laboratory, the company exports primarily to **China, Taiwan, Europe, and Pakistan**. Since using Ex-Im Bank financing five years ago, export sales have doubled and now represent more than 30 percent of total sales. John Brothers, president of Custom Biogenic Systems, said: "Ex-Im Bank gives us a lot more confidence in extending credit. Since losses are somewhat covered, foreign markets are a lot more exciting to go after."

International Consulting and Contracting Services, a small business in **Lansing, Michigan**, was approved in April 2001 for a \$750,000 working capital loan by Fifth Third Bank of Cincinnati, through delegated authority and guaranteed by Ex-Im Bank. The loan was used by International Consulting to increase exports to **Saudi Arabia, Kuwait**, and the **United Arab Emirates**. With a total export value of \$6 million supported by Ex-Im Bank's policy, the company was better able to sell furniture and other household goods around the globe. In January, 2001 International Consulting renewed its short-term insurance policy with Ex-Im Bank for \$750,000. The insurance policy has resulted in over \$10 million of export sales to **Bahrain, Canada, Israel, Saudi Arabia**, and other nations.

Diamond Automations Inc. is a small company in **Farmington Hills, Michigan**, that manufactures egg-processing equipment. This 75-year old company has been an Ex-Im Bank customer for the past 15 years, and has used Ex-Im Bank's short-term export credit insurance and medium-term loan guarantee to support exports to the **United Kingdom, Spain, Malaysia, Brazil** and other markets. Ex-Im Bank's insurance increases the company's borrowing capacity.

Truck, Trailer, Transit Inc. has been using Ex-Im Bank insurance for seven years to help it boost exports to **France, Germany, the United Kingdom, and Poland**. The Detroit-based small business manufactures heavy-duty brake parts for trucks and buses. "Ex-Im Bank insurance certainly takes away the issue of having to go to collections," said company vice president and general manager John Weins. He said that the policy had helped the company increase exports and add several people to its 20-person payroll.