



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 MISSISSIPPI

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 MISSISSIPPI (Fiscal Year 1999 thru 2003)

Companies Supported:	16
Communities Supported:	12
Value of Exports Supported:	\$70.7 million
Value of Exports Supported - FY 2003:	\$13.4 million

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Southwest Regional Office
Alabama, Texas, Oklahoma, Louisiana, Mississippi,
Arkansas, Tennessee, Colorado, New Mexico

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EX-IM BANK SUCCESS STORIES

Franklin Corporation, in **Houston, Mississippi**, is a manufacturer of upholstered furniture that is using Ex-Im Bank's short-term export credit insurance to expand exports to customers in **South America, Europe, Israel, and Korea**. Ex-Im Bank's insurance now allows the company to export on open-account terms, which eliminates the need for customers to obtain expensive letters of credit and enables more customers to access buyer financing.

Viking Range Corporation of **Greenwood, Mississippi**, is famous for its high-end kitchen appliances and is exporting to countries such as **Mexico, Venezuela, Belgium, and the Dominican Republic**. Since it bought an Ex-Im Bank insurance policy recently, it has experienced a significant increase in sales. According to Kristin Mattox, an accounting specialist at Viking, "We have just recently taken over some of our international distribution. As a result, we needed to get insurance on these customers; Ex-Im Bank has been great at helping us out." Viking has exported more than \$4 million worth of goods with Ex-Im Bank programs, and that number is expected to increase dramatically in the coming years.

Halter Marine, a long-time customer of Ex-Im Bank based in **Gulfport, Mississippi**, is a world leader in the maritime and off-shore energy industries. In the past five years, it has used Ex-Im Bank's loan and guarantee programs to export more than \$57 million worth of products to countries such as **Venezuela, Argentina, and Sri Lanka**. Anil Ray, the company's vice president for government affairs, said, "We have done millions in deals with Ex-Im in the past, and have \$28 million in the works. In fact, Ex-Im has been an important element in our quest to exploit the export market."

Pharmaceutical Trade Services Inc., in **Gautier, Mississippi**, began with just one export market in the United Kingdom, but recently has expanded its sales into **Latin America**. Teri Gautier, president and owner, said, "Ex-Im was very helpful when the business first started. It was very difficult to get suppliers, credit and that sort of thing. Ex-Im helped by giving me credibility. They gave me something to walk in the door with." Having an insurance policy through Ex-Im Bank helped Gautier gain the leverage she needed to compete in the international market.