



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 MONTANA

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 MONTANA (Fiscal Year 1999 thru 2003)

Companies Supported:	7
Communities Supported:	5
Value of Exports Supported:	\$22.8 million
Value of Exports Supported - FY 2003:	\$0.5 million

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EX-IM BANK SUCCESS STORIES

Crown Parts and Machine Inc. is a small business in **Billings, Montana**, that is very much tapped into the global economy. With two-thirds of its sales already derived from exports, the company will be able to further expand its overseas sales, thanks to a \$900,000 working capital guarantee approved by Ex-Im Bank on March 10.

“This working capital guarantee will allow us to grow our business in **Chile**,” said John Coombs, Crown Parts’ controller. “We were very happy with how smoothly everything went with this transaction with Ex-Im Bank.”

Crown Parts manufactures and remanufactures parts and replacement parts for highway haul trucks and electric shovels used for open-pit coal, gold, and copper mining. The company, which now has 57 employees, was founded in 1976. In addition to Chile, its key export markets are **China** and **Canada**, although it had 61 foreign clients in fiscal year 2002.

Ex-Im Bank’s working capital guarantee covers a loan from Rocky Mountain Bank, also of Billings, Montana, which otherwise does not finance exports. The 12-month loan will provide Crown Parts with the cash flow to increase production at its Billings factory to expand shipments to Chile. The loan is expected to allow the company to hire approximately 10 additional workers. Crown Parts has received export loans from the U.S. Small Business Administration in the past, but this is its first experience with Ex-Im Bank financing.

Rocky Mountain Bank of **Billings, Montana**, is approved by Ex-Im Bank for community-level delegated authority.