



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 NEW HAMPSHIRE

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 NEW HAMPSHIRE (Fiscal Year 1999 thru 2003)

Companies Supported:	33
Communities Supported:	24
Value of Exports Supported:	\$147.6 million
Value of Exports Supported - FY 2003:	\$ 37.9 million

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Northeast Regional Office

New York, Maine, Massachusetts, New Hampshire,
New Jersey, Pennsylvania, Connecticut, Rhode Island

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March 2004

Ex-Im BANK SUCCESS STORIES

Imaging Automation, a **Bedford, New Hampshire** small business that exports image capturing devices and related services, has used Ex-Im Bank working capital guarantees for a number of years to help fulfill a \$47 million 1999 sale to **Argentina**. The contract enabled the company to add 100 new employees, more than tripling its staff. At the time, Peter Amons, the company's chief financial officer, said: "A small company normally is closed out of borrowing this much money based on foreign receivables, which are often excluded as collateral. Ex-Im Bank's working capital guarantee enabled us to use our foreign receivables to get the loan we needed for this export sale, which is having a tremendous impact on our company's growth."

Teletrol Systems, a manufacturer of industrial and building control systems in **Manchester, New Hampshire**, has used Ex-Im Bank multi-buyer insurance since 1994. A small business, founded in 1985, the company exports to **Europe**, the **Middle East**, **China**, and the **Pacific Rim**. Their sales require quick shipment and prompt payment. Knute Klotz, the company controller, said: "Using Ex-Im Bank insurance makes both letter of credit and open account sales go more smoothly, and makes us easier to work with overall."

Book Network International, a five-year-old small business based in **Dover, New Hampshire**, began using Ex-Im Bank export insurance several years ago after the company "took a substantial loss," according to managing director Spencer Smith. "It's provided a level of comfort for us, and has made a big difference in being able to extend credit to our customers." The company has steadily expanded its exports of health and business books to countries such as **India**, **South Africa**, the **United Kingdom**, the **Philippines**, **Singapore**, and **China**.

The **Rochester Shoe Tree Company** in **Ashland, New Hampshire** provides open account terms to established foreign customers and selected new accounts using an Ex-Im Bank insurance policy designed for small business. Ms. Tandy Hartford said, "The policy program offered by the Export-Import Bank makes open account terms for policy customers worry-free for us and we can build the modest premiums into the price for our customers." With the peace of mind offered by Ex-Im insurance policies, they have been able to export to **Germany**, **Ireland** and the **Dominican Republic**.