



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 JERSEY

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 JERSEY (Fiscal Year 1999 thru 2003)

Companies Supported:	190
Communities Supported:	118
Value of Exports Supported:	\$2,225.4 million
Value of Exports Supported - FY 2003:	\$ 141 million

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Northeast Regional Office

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

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EX-IM BANK SUCCESS STORIES

Datascope International, in **Montvale, New Jersey**, used an Ex-Im Bank long-term loan guarantee to support sales of medical and surgical equipment to the Government of **Romania** in 2001 for use in state hospitals.

Fornazer International of **Hillsdale, New Jersey**, has used Ex-Im Bank's working capital loan guarantee since 1998 to export animal feed ingredients and farm supplies to **Indonesia, Egypt, and Taiwan**.

Brown & Ross of **New Jersey** president Peter Ross says that Ex-Im Bank financing "makes all the difference in the world for a small business like ours." This **Jersey City** distributor of General Electric motors and industrial drives used in refineries, cement and paper mills, and other process manufacturers has used Ex-Im Bank small business insurance and working capital guarantees since 1981 to export to countries throughout the **Caribbean and South and Central America**.

Chickmaster International, Inc. of **Englewood Cliffs, New Jersey**, has been an Ex-Im Bank insurance policy holder since 1987. A new policy this year will help Chickmaster sell chicken hatchery equipment to a buyer in **Jamaica**.

Michael Young Co., Inc., a small business in **East Rutherford, New Jersey**, has used Ex-Im Bank insurance to help it sell rolls of fabric to garment makers in **Mexico, Chile, and elsewhere in Latin America**.

Wearbest Sil-Tex Mills of **Garfield, New Jersey**, has used Ex-Im Bank insurance for three years to help it increase its export sales to **Europe and Australia**.

Lucent Technologies of **Warren, New Jersey**, received a \$76 million direct loan from Ex-Im Bank in October 2000 to sell digital switching equipment, new billing systems, and commuting systems to upgrade telephone wire services in **Brazil**.