



# 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 OHIO

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 OHIO (Fiscal Year 1999 thru 2003)

Companies Supported:	163
Communities Supported:	82
Value of Exports Supported:	\$809.1 million
Value of Exports Supported - FY 2003:	\$192.3 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

# EX-IM BANK SUCCESS STORIES

**Dupps Company** of **Germantown, Ohio**, used medium-term Ex-Im Bank insurance to support a \$3.3-million sale to Procesadora de Aves de Tepa ("PATE") of Tepatitlan, **Mexico** in 2002. The Dupps equipment, which is environmentally beneficial, initially will be used to process chicken by-products into protein material that will be sold to producers of animal feeds. Later, oils may be extracted and sold to chemical and soap manufacturing companies. The Dupps Company was established in 1927, and the fourth generation of the family is now working in the business. The company has received many letters of interest from Ex-Im Bank, but this was their first authorized transaction. There was Danish competition for the sale.

The **Russian Children's Clinical Hospital** in Moscow bought needed medical equipment from **Ohio Medical Instrument Co. Inc. (OMI)** of **Cincinnati, Ohio**, and suppliers in at least 10 states in 2001 with the help of a \$44.1 million Ex-Im Bank loan guarantee. The 1,023-bed hospital, which treats 15,000 children a year, will buy a magnetic resonance imaging machine, angiography equipment, a CT scanner, ultrasound and electrocardiograph equipment, kidney dialysis machines, and other supplies.

**CFM International** of **Cincinnati, Ohio**, manufactures jet engines for Boeing 737s. The company benefited from Ex-Im Bank long-term guarantees in September 2001 supporting the sale of a number of 737's to Air Algerie in **Algeria**, Hainan Airlines in **China**, and Austrian Airlines in **Austria**.

**Commercial & Architectural Products Inc. (dba Marlite)** of **Dover, Ohio**, has utilized Ex-Im Bank's short-term insurance program for the last 10 years. A small business established in 1989, with 258 employees, Commercial and Architectural has recently realized more than \$36,000 in overseas sales of its new wood paneling and interior building packages to **Germany, Guatemala, Hong Kong, Korea, New Zealand, Panama, the Netherlands**, and many other countries. Recently renewed in September 2000, the company's \$250,000 policy will help it increase overseas sales in the future.

**Ranpack Corporation** purchased a short-term export credit insurance policy in 2000 to cover \$300,000 in exports. Specializing in packing paper, Ranpack exports industrial and personal service paper to **Singapore, the Philippines, Japan, Mexico, and Chile**. With Ex-Im Bank insurance, it is able to offer repayment terms of up to 60 days open account credit. Its estimated export sales volume through Ex-Im Bank is \$1.1 million annually. The company was founded in 1972 and employs 180 people.

**Yenkin Majestic Paint** of **Columbus, Ohio**, has been selling resins and coating products globally with an Ex-Im Bank short-term insurance policy since May 1999. Renewed in February 2001 for \$200,000, the policy allows the company to export to **Israel, Canada, Costa Rica, Poland, Lithuania, Mexico, and India**. Established in 1932, this small business of 200 employees has realized an additional \$308,000 in export sales supported by its Ex-Im Bank insurance policy.

**William R. Hague, Inc.**, of **Groveport, Ohio**, first purchased an Ex-Im Bank short-term insurance policy in 1996. The company renewed the policy in 2001 for \$400,000 to support its export of new water conditioning units to **France** and the **United Kingdom**.