



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 WISCONSIN

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 WISCONSIN (Fiscal Year 1999 thru 2003)

Companies Supported:	103
Communities Supported:	49
Value of Exports Supported:	\$424.2 million
Value of Exports Supported - FY 2003:	\$ 96.1 million

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Midwest Regional Office

Illinois, Indiana, Michigan, Kentucky, Kansas, Illinois, Ohio, Iowa
Nebraska, Wisconsin, Minnesota, North Dakota, South Dakota, Missouri

Ex-Im BANK SUCCESS STORIES

C.G. Bretting Manufacturing Company of Ashland, Wisconsin, widened its customer base in 1999 to include **Brazil** using a \$1.07 million medium-term insurance policy from Ex-Im Bank. C.G. Bretting sold its new line of paper towel folding machines to Fabrica de Papal Santa Therezinha S.A., a Brazilian paper producer and wholesaler. Over 100 years old, it is the largest employer in Ashland with over 470 people working there. When the policy was approved, David H. Bretting, chief operating officer, said, "We hired 60 people during the past year and this opportunity to put a new product in the Brazilian market will help the growth pattern continue."

GE Medical Systems of Waukesha, Wisconsin, used Ex-Im-Bank's medium-term insurance in 2002 to sell a \$2.2 million MRI machine plus local costs to the Bermuda Hospitals Board, a non-profit operator of the only hospital in **Bermuda**. This will be the first MRI machine in Bermuda. Patients are currently flown to the United States for MRI exams.

Marine Travelift, a small business located in **Sturgeon Bay, Wisconsin**, recently obtained a medium-term insurance policy worth \$149,000 for the sale of a specialty forklift to **Venezuela**. Club Nautico de Maracaibo, a social club located in Maracaibo, Venezuela, purchased the forklift for lifting boats in and out of the water. Using Ex-Im Bank insurance allowed the Wisconsin firm to offer a 4 year repayment term to Club Nautico. Marine Travelift, which employs around 400 people, manufactures a wide variety of machines used in a marina, including a marine straddle crane and a boat hoist capable of lifting up to 500 tons. It has also used a \$211,000 Ex-Im Bank loan guarantee in 1997 to sell a similar product to **Brazil**.

Hudson Sharp Machine Company, located in **Green Bay, Wisconsin**, was approved for a \$1 million working capital loan guarantee in 2000 to support the sale of its specialized plastic bag making machines to various countries. The top three countries for their exports are Mexico, Australia, and Germany. The Loan Guarantee was used to support total sales valued at over \$6 million. Hudson Sharp Machine Company began operations in Green Bay in 1998 and employs around 100 people.

Telsmith Inc., a mineral-processing equipment manufacturer in **Mequon, Wisconsin**, exported a rock gyrasphere and related spare parts valued at \$400,000 to an **Argentine** mining company as a result of medium-term credit insurance provided by Ex-Im Bank. The buyer, Cantesur S.A. of Rosario, Argentina, a privately held rock quarry and mining business, will use the gyrasphere, or cone crusher, for quarrying to produce sand and gravel. The Ex-Im Bank insurance enabled Senstar Capital Corp., a Pittsburgh, Pennsylvania, privately held financial institution, to provide Cantesur with the credit it needed to buy the Gyrasphere. This small, but growing sand and gravel producer purchased a smaller gyrasphere from Telsmith in 1996, also with Ex-Im Bank support. "Without financing from Ex-Im Bank, this sale would not have occurred," said Steve Miskikowski, director of finance and materials for Telsmith. "Getting our product out into the export market is very important for us."