

Ex-Im Bank & Small Business

David Ickert | Air Tractor, Inc. | Olney, Texas

Over the last 15 years, with the assistance of Ex-Im Bank, Air Tractor has steadily increased its export sales, and thereby our production and employment. Today, more than half of our production was delivered to customers outside of the United States. Ex-Im's medium term credit insurance product has been and continues to be a critical and necessary part of the total sales package we provide creditworthy clients around the world.

Air Tractor's success has a wide economic impact, both in terms of our vendors—of which over half are small, U.S. businesses—and the businesses in Olney which are supported by our employees. Without Ex-Im, many of Air Tractor's export sales would not be made.

56% of small business surveyed by SBEA/NSBA said concerns over getting paid and cost are the main barriers to exporting.

43% of small businesses surveyed by SBEA/NSBA said they would be interested in exporting if some of their concerns were addressed

Musya Tumanyan | Hoffman International, Inc. | Piscataway, New Jersey

Hoffman International, Inc. has a major transaction under review with Ex-Im Bank which is critically important to the financial health of our company, its employees, its numerous subcontractors and its various financial partners. Following difficult times during the economic downturn the last three years, the guarantee offered by Ex-Im Bank—if approved—will enable us to not only maintain our 65 current jobs, but also create between 18 and 23 jobs directly and indirectly to service this contract.

Not only will our increased sales—only attainable with Ex-Im's support—benefit our company, they will benefit 16 different small manufacturers on which we will rely for this project.

Sonya Kosta Di Nova | Transcon Trading Co., Inc. | Columbia, South Carolina

Over the last 20 years, Ex-Im Bank has been a strong driving force behind our growth in exports. It is well known that a company can expect to increase sales by 40-60 percent if they can offer credit terms to their international customers. Getting export financing and insuring the receivables is a very difficult, expensive and cumbersome process—and oftentimes not possible at all—for a small business, if done through private sector banking institutions.

Ex-Im Bank stepped in where others would not and provided that supporting arm to us, helping us double and triple our exports. It is unthinkable for us to not only continue this exports expansion, but also to even continue to exist as an EMC without the support of Ex-Im Bank.

In FY2011, Ex-Im provided more than \$6 billion in financing and insurance for U.S. small businesses — an increase of nearly 90 percent since FY 2008.

Raymond Arth | Phoenix Products, Inc. | Avon Lake, Ohio

For two years I have been meeting with builders and distributors in Mexico and a half-dozen other target markets in Central and South America. In order to be competitive, I must offer credit terms to prospective customers. I reached out to Ex-Im Bank for information on their credit insurance and working capital programs, and am prepared to utilize those programs as my global sales efforts grow.

Export sales represent the best opportunity for Phoenix Products to increase the sales of our proprietary, Made in USA, line of faucets and accessories. The financial and credit support offered by the Ex-Im Bank will improve our ability to achieve these goals.

Among exporting small-business members surveyed by SBEA/NSBA, 30 percent say they have used Ex-Im Bank.

Chris Davis | FIVE PEAKS TECHNOLOGY | Muskegon, Michigan

FIVE PEAKS TECHNOLOGY (Ameriform, Inc) is a manufacturer of plastic products in the portable sanitation industry. We provide portable toilets for military bases, war efforts, construction sites, Panama Canal reconstruction, and special events all around the world. Ex-Im Bank plays an integral role in our company's ability to sell products globally through their credit insurance programs. Our company is not in a position and cannot assume the risk of credit to companies overseas. With EXIM Bank, we have been able to secure orders in countries we have never been able to reach before.

Without this credit insurance, we would not have been able to provide our product around the world and we would not have been able to add 75 employees in 2011.

Wendy L Jameson, MA | Colnatec | Gilbert, Arizona

Colnatec is currently in negotiations with a Korean customer and a Chinese customer to supply \$2 million dollars of advanced process control components used for the manufacturing of thin film displays. To complete these orders, Colnatec will need a line of credit to cover the manufacturing of the goods and also the receivables which could go as far as 120 days out. The size of these sales is both a boon and potentially a bust for Colnatec. If the financing is not available, or if a customer stretches out payment too long, our small company could be in an economic bind, and perhaps even be forced to close.

Without this sale, and the support of Ex-Im Bank, we would be foregoing any growth and the ability to grow our company in capabilities and market reach.

Dick Barcus, President | Gatekeeper, Inc. | Sterling, Virginia

Gatekeeper is a small business in Northern Virginia that manufactures automatic under vehicle inspection systems. Ninety percent of our business is exports and we rely on Ex-Im Bank to insure our letters of credit. Losing Ex-Im insurance would likely cause our bank to reduce the portion of our credit line that is specifically backed by Ex-Im insured LCs. Two thirds of our credit line is Ex-Im based, so losing it would make ongoing operations difficult and make expansion impossible.

Without Ex-Im insurance, we will not be able to get bank financing for our receivables, severely limiting our ability to expand and grow the business.

Ex-Im Bank has a goal of providing \$9 billion in annual small business export financing and adding 5,000 new small businesses to its portfolio by 2015.