



Tuesday, July 22, 2014

The Honorable Maxine Waters  
U.S. House of Representatives  
Washington, D.C. 20515

Dear Mrs. Waters,

Ma'am, BES&T needs every effort you and your team can expend to help with the Re-Authorization of the Export Import Bank of the United States.

You see we are at a great moment in time. Our company, through our exporting, has invented a technology and been awarded US Patents for that technology which dramatically reduces the cost of commissioning energy facilities being built anywhere in the world. In fact we have recently been awarded an Innovation in Energy Award by the Coalition for Global Leadership for this technology. We are about to break through from being a small business to a midsize company working globally. Our revenues are going up dramatically by our ability to export our unique services, engineering and field equipment that helps our clients save millions of dollars.

I have a small line of credit from the Bank of America. I would not be able to support bid bonds and other financial work on the project without EXIM support. At present BOA does not have a means of securing the collateral against our credit while it is in foreign countries, nor does it support financing foreign receivables without EXIM. It is my experience that most US domestic banks behave the same way. While it might be possible to search for a new bank we do not have the resources, time, nor network to re-qualify a bank with what we do. It would be disastrous to us. BOA has taken 10 years to understand our business.

Since undertaking our R&D program in 2003-2008 we have gone from 4 million in revenue in 2003 to nearly 30 million now. We have gone from 10 employees to nearly 50. But ma'am these are not minimum wage jobs. We pay the top salaries in the world for what our people do. We pay 100% blue cross blue shield health insurance, 401K, life insurance etc. I have high school graduates who are considered by the energy industry as the best people in the world at what they do making more than \$150,000 per year. BES&T is poised to triple in size again. Additionally we gave over \$150,000 to charity this year in celebration of our 20<sup>th</sup> anniversary as a company. We feel it is our civic duty to help those in need as we excel around the world.

We represent what America does best. We innovate through entrepreneurialism. We take that innovation and we run with it all over the world and here in the US. We hire our friends and neighbors who buy homes and cars and send their kids to college. We promote good will in the countries we work and make friends around the world.

I grew up on welfare in Massachusetts, needed school lunches to get through the day and chose to go into the Navy as an enlisted Boiler Technician for 6 years. At every turn I have leveraged the support of

the United States and the states in which I lived to create a positive American life for me and for others. Our business is a direct result of the training I got during my enlistment. Now we rely on the EXIM bank for help while we push forward once more. I feel an incredible sense of pride and patriotism that the Export Import Bank of the United States stands with me and my employees. Its one of the great tools for small business in the country.

Several years ago I had the privilege to meet Chairman Hochberg at an outreach meeting hosted by Senator Shaheen of New Hampshire. Since then I have been invited by the Chairman to voice my opinion to him and the board of directors on a wide variety of subjects relating to the banks support of small business. What I can tell you is this, from the top office of the Chairman to the people who work for the bank EXIM bank is committed to working and improving services for small businesses. I have been witness to countless improvements on behalf of small companies and the Chairman listens to the small business community and so does the board. They are committed to working with us, and it shows.

Mrs. Waters if there were a better, or cheaper way we would have done it. Small businesses always look for that edge. Right now our work with EXIM is highly valuable to our global growth. We work in 17 countries tonight. American women, men and equipment. We rely on EXIM for credit insurance and for our line of credit with BOA. We have never defaulted nor had a claim. We pay heavy fees and costs for this privilege. EXIM is a partner for us in our success.

I would ask you to convince the Chairman that this platform will hurt us, badly. I buy millions of dollars of equipment year on year to help with our exporting. We buy from vendors in Texas, and Tennessee, and California. All of these people would be hurt as well.

This is not a fight we should be undertaking at this time in our recovery. BES&T will continue to add jobs, and pay our taxes on the profits we incur. We will take care of our people and our neighbors. We will honor your trust and support.

If I may of any assistance to either you or Chairman Hensarling in this matter please call upon me at once.

Please re-authorize the EXIM bank its good for America, and BES&T.

Respectfully,

*Michael P. Boyle*

Michael P. Boyle

President/CEO



Caterpillar Inc.

Illinois

1425 K Street, Suite 400  
Washington, D.C. 20005

April 1, 2014

Congresswoman Maxine Waters  
Ranking Member of the House Financial Services Committee  
United States Congress  
Washington, D.C.

Subject: Ex-Im Bank Reauthorization Letter of Support

Dear Congresswoman,

The Export-Import Bank of the United States (Ex-Im Bank) is the official export credit agency (ECA) of the U.S. government established in 1934. Ex-Im Bank is the principal government agency responsible for aiding the export of American goods and services, and thereby creating and sustaining U.S. jobs, through a variety of loan, guarantee, and insurance programs. The Bank is chartered as a government corporation by the Congress, and it is to up for renewal this year. It is important to the growth of U.S. exports that Ex-Im be reauthorized this year so as to be available to help U.S. firms compete.

Most foreign governments operate one or more Export Credit Agencies to facilitate their own exports. Many are bound to the OECD which has established a set of common rules governing terms of export financing. However, there are those not bound by the rules, namely China, Brazil, and India, which offer terms unmatched by OECD ECAs including Ex-Im Bank. Additionally, there are other parameters that ECAs use to "sweeten" financing packages and that Ex-Im Bank needs to be able to be competitive against. There are also significant policy disparities between Ex-Im Bank and other OECD ECAs; as a consequence, there remains an uncompetitive playing field for U.S. exporters.

Ex-Im Bank helps small business by providing financing, and/or working capital to facilitate production of the export and and/or ensuring foreign purchases to reduce or eliminate the risk of nonpayment. The Bank has been successfully expanding its small business programs, trying to expedite processing times and increase the volume of export support for small businesses.

Ex-Im Bank provides similar financing and insurance programs for the exporters of high value goods. These exports include aircraft and other capital goods, such as locomotives, power turbines, agricultural, mining, and construction equipment of all kinds, IT goods and services and products of all sectors based on innovation and cutting edge technologies. As there are relatively few manufacturers of these products around the world, the competition is fierce and hinges to a very significant extent on competitive ECA financing.

The Ex-Im Bank Charter provides that Ex-Im Bank is not intended to compete with private sector lenders, but rather provides financing for transactions that would otherwise not take place because commercial lenders are either unable or unwilling to accept the political or commercial risks inherent in the deal.



Ex-Im Bank charges fees for its financing: application fees to initiate a transaction, premiums for its guarantees and insurance and interest when it makes a direct loan. These fees are usually paid by the overseas customer. Ex-Im Bank thereby generates revenues that are substantially in excess of its costs – making a profit for the government and helping to pay down the Federal debt. Ex-Im Bank's budget still is subject to the Appropriations Committees' oversight and control. There are annual limitations, set by the Committees, on how much the Bank can spend on administrative costs and its program even though the Bank reimburses the Government for those amounts from its own revenues. The Bank pays back the limitations resulting in a net-zero balance. Thus, fiscal controls will stay in effect even as the Bank's operations generate a positive revenue stream for the Government.

As a consequence of the global economic crisis, competition for export market share has increased significantly. Other ECAs, both within the OECD as well as those outside of the OECD Arrangement, are very aggressively supporting their exporters. It is important that Ex-Im Bank be competitive with the other OECD ECAs and be able to provide American exporters with a level playing field. This includes having export eligibility standards by which exporters have access to Ex-Im Bank financing comparable to those of other OECD ECAs. Reform of Ex-Im Bank's U.S. content financing guidelines and the ocean cargo transportation requirements affecting non-aircraft sectors would strengthen U.S. competitiveness. It also means ensuring that Ex-Im Bank has the authority to respond to new challenges from the competition such as highly concessional offers from non-OECD ECAs and the authority to match offers of ECA support made by other countries for important projects inside the United States.

Very truly yours,

A handwritten signature in black ink that reads "William C. Lane". The signature is written in a cursive style.

William C. Lane  
Director, Government Affairs  
Caterpillar Inc.

**CLP Group LLC**

109 E. 17<sup>th</sup> St. Suite #80  
Cheyenne, WY 82001  
*U.S.A.*

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Phone : 909-931-0792  
Fax 909-931-0789    clpgrp@yahoo.com

Re; EXIMBANK  
June 18, 2014

Dear Congress Woman Waters,

Our Company is CLP GROUP LLC. We are an exporter of Grocery Food Products. Our company began Exporting to the South American market in 2004. Our annual sales were \$25,000 IN 2005.. Subsequently, in 2006 we approached EXIM Bank and requested a Multi Buyer Insurance Policy. With the policy we were immediately able to help our customers buy more product which increased our sales.

In 2007 our sales rose from \$25,000 to approximately \$2,300,000. In conjunction with that we were able to obtain a Medium Term loan for one of our Clients to do a complete Store make over. They purchased all new USA Hardware. As a result, the store rose to become the Number One Grocery Store in Guyana South America. Over the years we have gone from one employee to 3-4 employees. These jobs could not have been possible without the Exim Bank Program.

Exim Bank has truly delivered to help us sell more US Products. It would be a grave travesty to shut down the Exim Bank Program.

Sincerely,  
CLP GROUP LLC  
Charles Perry



June 2, 2014

RE: Support for Export Import Bank of the United States

Commercial Creamery Co was established in 1908, and started exporting in the 1970's. In 2010 we began working with Ex-Im Bank to reduce our credit risk, starting with our first credit insurance policy. They were extremely helpful, and made it simple to get started.

Since 2010 our exports have grown by 28 percent. We value these export sales highly, and consider the growth in our international sales to be a key component in our strategic plan.

There are at least two factors driving this growth in our international business. The first has to do with growing populations. We are focusing on sales to developing countries in Asia. These countries are growing much more quickly than the United States, so there are more mouths to feed every year.

The second factor has to do with the improving economies in these developing countries. It seems that the first thing the people in these countries want to do as they have a bit more money in their pockets is to eat better. In all of these countries Made in America means higher quality than their local food. (Even if not true, that is the perception.) So we are finding more people wanting to purchase American food products.

We appreciate the work that the Ex-Im Bank does, especially for small businesses, and would hope that they can be allowed to continue for many years to come. Exporting is hard work. Please let them help us take some of the risk of getting paid for what we do.

Sincerely,

COMMERCIAL CREAMERY CO.

A handwritten signature in blue ink, appearing to read "Michael Gilmartin".

Michael Gilmartin  
President

**Culver Duck Farms, Inc.**

12215 County Road 10, P. O. Box 910, Middlebury, IN 46540 USA

*Five Generations of Long Island Duck Growing & Breeding Experience*

Telephone: 574-825-9537 Fax: 574-825-2613

June 18, 2014

Maxine Waters

U. S. House of Representatives

Dear Ms. Waters,

I am writing to ask that you continue to fund the Ex-Im Bank.

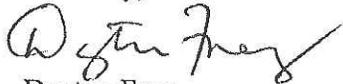
We are a small poultry processing plant in Northern Indiana. We have been working with Ex-Im Bank since 2008. We have felt secure in opening credit to companies from Mexico, Guatemala and Colombia because of the affordable credit insurance. This allowed us to make \$1.5 million in additional sales.

Prior to working with Ex-Im Bank, we had an open account that we were not able to collect. This experience had made us very cautious and we were requiring payment in advance. Because of this, we were not able to generate much export business.

Since our relationship with Ex-Im Bank, we have not had any write offs.

Please feel free to contact me if you have any questions.

Sincerely,



Dayton Frey

Chief Financial Officer



Andrew N. Liveris  
Chairman and Chief Executive Officer

The Dow Chemical Company  
2030 Dow Center  
Midland, Michigan 48674-2030  
989 • 636-4147  
FAX 989 • 636-9468

June 23, 2014

Chairman Jeb Hensarling  
House Financial Services Committee  
2129 Rayburn House Office Building  
Washington, D.C.

Congresswoman Maxine Waters  
House Financial Services Committee  
2129 Rayburn House Office Building  
Washington, D.C.

Dear Chairman Hensarling and Ranking Member Waters,

As Chairman and CEO of The Dow Chemical Company, thank you for hosting this hearing on the importance of reauthorization of the Export-Import Bank (Ex-Im). We urge you to move quickly to pass reauthorization legislation so that this critical element of American competitiveness can continue to operate seamlessly in support of US exports, job creation and economic growth.

In the current business climate, when countries compete like companies, the Bank is a crucial component of investment strategies for large and small business, including Dow. Ex-Im fills a necessary gap where other financial institutions are constrained, either for regulatory, capital availability or other reasons, from lending or fully supporting especially large scale projects.

Ex-Im ensures that American companies are competitive in the global market place, and particularly with other countries around the world that use export incentives. These countries create advantages for their domestic companies through favorable export credit policies. Quite simply, without comparable support from the US, Dow and other American exporters would not be competitive.

Dow's joint venture, the Sadara Chemical Company, is a case study for the value Ex-Im can generate to a wide range of American enterprises. In September 2012, The Bank approved a \$4.975 billion direct loan to Sadara. Through that loan, U.S. Ex-Im's financing will support approximately 18,400 American jobs, with 12.5% directly or indirectly from small businesses across over 20 States including Michigan, Louisiana, Texas, Pennsylvania, Massachusetts, Virginia, Georgia, Tennessee, and others.

Most importantly, \$3.8B of the loan is directly targeted to sourcing US content for Sadara. To date, the Ex-Im loan has directly financed approx. \$1.5B in US exports – which has facilitated \$2.9B of US export value content. Over 80 US-based manufacturers are providing a range of equipment including power transformers, electrical heaters, grounding monitor panels, junction boxes, cable trays and more – all necessary to Sadara's long-term success.

And Dow is continuing to work with Ex-Im in support of US jobs. In September 2013, Dow Heat Transfer Fluids were part of a \$34 million loan targeted at developing solar project plants in Morocco. This loan directly supports over 200 jobs in America, enables exports of Dow's cutting-edge technologies and supports our strategic partners with alternative fuel sources.

Dow is a U.S. company that delivered annual sales of \$60 billion in 2013 and employs approximately 56,000 people worldwide. Approximately 40 percent of Dow's global workforce operates in the U.S., supporting American manufacturing, creating products for export and partnering with global operations for Dow's overall growth. For our company and many others, export financing is a critical component of investing for growth, accessing new customers in emerging markets and sustaining American jobs.

We urge Congress to move forward with a progressive reauthorization package, preferably for a 5 year term, and an increased lending cap to \$160B, along with the necessary reforms to rebuild Congressional support for Ex-Im's operations.

I hope you will support this reauthorization to assure that American exporters have the full range of tools needed to win in global competition. If you have any questions please do not hesitate to contact Kevin Kolevar, Vice President, Government Affairs and Public Policy at [KMKolevar@dow.com](mailto:KMKolevar@dow.com).

Sincerely Yours,

A handwritten signature in black ink, appearing to read "A. Liveris", written in a cursive style.

Andrew N. Liveris  
Chairman and Chief Executive Officer



*E. Boyd & Associates, Inc.*

P.O. Box 99189, Raleigh, North Carolina, U.S.A. 27624-9189

The Honorable Maxine Waters  
2221 Rayburn House Office Building  
Washington, DC 20515

June 20, 2014

Dear Congresswoman Waters,

I write to you today to encourage you and the other members of Congress to reauthorize the Export-Import Bank of the United States. We are an exporter of frozen processed foods, shipping American products around the world.

The credit insurance offered by the Bank gives us and other small businesses like us the ability to do business with customers on open account terms, making it easier for us to find new customers from many different countries. The nature of selling to customers in other countries on credit provides a distinct risk to our company, but the coverage provided by the Export-Import Bank helps to protect us from that risk and seek new business around the world.

We politely request that you reauthorize the charter for the Export-Import Bank to help keep American exports shipping around the globe.

Sincerely,

Daniel V. Franklin

# Hoffman International, Inc.

300 So. Randolphville Rd. Piscataway, New Jersey 08854  
Tel: (732) 752-3600 Fax (732) 968-8371  
E-mail: [sales@hoffmanequip.com](mailto:sales@hoffmanequip.com)

W . W . W . H O F F M A N E Q U I P . C O M

GLOBAL PROVIDER OF HEAVY EQUIPMENT & PRODUCT SUPPORT

June 26, 2014

<b>Full Name</b>	Mrs. Musya Tumanyan
<b>City and State</b>	Piscataway, NJ 08854
<b>Company Name</b>	Hoffman International, Inc.
<b>Website Address</b>	<a href="http://www.hoffmanequip.com">www.hoffmanequip.com</a>
<b>Countries of Export</b>	Worldwide: latest project: Cameroon
<b>Email Address</b>	<a href="mailto:musya.tumanyan@hoffmanequip.com">musya.tumanyan@hoffmanequip.com</a>
<b>Number of Employees</b>	76
<b>Phone Number</b>	732-752-3600 x 323

#### **A brief description of our business; products and services we export.**

Hoffman Equipment is a third-generation lifting and construction equipment dealer/distributor with deep ties to the New York metropolitan area. In 1920 Bill and Harry Hoffman purchased their first truck and founded Hoffman Motor Transportation to deliver roofing material for installers. During the '60s and '70s, the company began expanding internationally by delivering packages for construction projects overseas, so that all types of equipment required for a project could be purchased and shipped from one single source. In 1978 International headquarters opens in Piscataway, NJ. In 2002 Tim Watters, the grandson of founder Harry Hoffman (Tim's mother is Hoffman) purchased the business. Hoffman International now exports to 80 countries, especially to Sub-Sahara Africa, the Middle East, Latin America and Russia/CIS. Total export sales represent 20% of annual sales of this major dealer/distributor of various U.S. manufacturers. The company sells cranes and other lifting equipment, dozers, excavators, road construction, maintenance and other associated equipment, spare parts and offers training to overseas customers.

#### **Ex-Im financing products/programs we used in the past or currently use**

Export credit insurance and mid-term structural financing to help foreign buyers purchase U.S. goods and services.

Using Ex-Im Bank since 1993

**How has the Bank helped grow and contributed to the success of our business. What problems has it helped solve in exporting our products?** Our company has been a customer of Ex-Im Bank for over twenty years and attributes most of its export growth to financing. In fact, in the spring of 2009 in the mist of the recession Hoffman's private export credit insurance agency suddenly cancelled its policy, jeopardizing international sales. To address this problem, the company obtained Ex-Im Bank risk coverage for pending transactions and, as a result, protected 15 jobs. Using its Ex-Im Bank policy, Hoffman also signed and completed a \$45.0 million transaction with a buyer in Cameroon for 163 pieces of equipment; the project supported 65 existing jobs at Hoffman and create 45 new jobs including

Hoffman's and some of its vendors. Due to export and in spite of local recession Hoffman was able to maintain steady growth for the past 3 years. In 2014 Hoffman received the distinguished President's "E" Award for significant contributions in increasing American exports.

Government of Cameroon had not used US Ex-Im since the 80's when Hoffman approached the authorities. Without the ability to use US Ex-Im Cameroon would not have bought machinery in the US but rather in France, South Korea or China thus losing jobs and revenues for the United States. Furthermore, US Exim is guaranteeing, contrary to most other ECA's, the best prices and the best quality for the buyers, eliminating the possibility of fraud and corruption thus creating a transparent process for the commercial bank, the exporter and the buyer.

**If Ex-Im Bank was not reauthorized, what impact would it have on our ability to do business?**

"Ex-Im Bank's insurance gives me peace at night, said Senior Vice President Ms. Musya Tumanyan. Financing is critical to our business and Ex-Im Bank saved the company during the recession. The risk insurance coverage allowed us to offer credit terms to our customers - that is the competitive edge".

It is important to clearly state that Cameroon transaction supported by Ex-Im Bank was critical to us, perhaps even vitally important, to the financial health of Hoffman International, its employees, its numerous subcontractors and its different financial partners. When it was approved, this transaction resulted in an increase of workforce at Hoffman International, an increase in taxes paid to the Federal Government and the State of New Jersey by Hoffman, it made an important impact on the additional revenues created by the extra work to service this transaction that Hoffman paid to its employees and finally in addition, undertake more export projects that Hoffman is now able to perform internationally in 2014 and years to come.

Without Hoffman International being awarded this important contract by the Republic of Cameroon and financially approved by Ex-Im Bank in April 2012 for more than \$45.0 Million, Hoffman International had planned to reduce our personnel starting in December 2011 by 7 or 10 persons throughout our different offices in New York/New Jersey. The idea was to reduce our workforce to 55 or 57 employees until determining what the future would hold for our company.

Through the guarantee of US Ex-Im for this project, Hoffman International a small business that has suffered mightily over the last 3 to 4 years, was able to maintain 65 current jobs but also add 19 jobs internally and 26 indirectly to service this contract.

Hoffman is in discussion with the GOC for Phase 2 of the transaction with the Ministry of Defense/The Corps. of Engineers for another potential \$50 to \$60 Million. Without US EXIM's support that transaction could not take place and American goods and services would not be sold in Cameroon in the future by Hoffman.

The listing below represents the largest US suppliers/vendors - recipients and beneficiaries from the Cameroon supply contract of 163 pieces - 43 types of equipment, procured in 15 States. Herewith the listing of unemployment information by zip code as of January 2013 at the start of the project and as of May 2014:

LISTING BY STATES	January 2013 (%)	May 2014 (%)
- MS 38671	9.3	7.7
- KY 42167	7.9	7.7
- ILL 61061	9.0	7.5
- OR 97062	8.4	6.9

- NJ	07940/07656	9.5	6.8
- NY	12603	8.4	6.7
- NC	27409/28037	9.5	6.4
- WA	98001	7.5	6.1
- WI	53225/53086/53402	7.0	5.7
- IND	58104/47978	8.6	5.7
- CO	80011/80022	7.3	5.8
- PA	17256/19380	8.2	5.6
- OH	44301	7.0	5.5
- MN	56340/55420	5.6	4.6
- TX	78222/77378/77060/78589	6.3	5.1

The above listing doesn't include various small businesses providers of services as part of the logistics such as MARAD mandated US FLAG shipping companies, forwarders, export packers, trucking companies, marine insurance and survey companies participated in the project.

For project in countries such as Cameroon and for most of the countries in Africa no private insurance coverage nor financing from private sources is available. Every hard-earned taxpayer's dollar and cent is returned by the Bank to the Government in various fees, interests and commissions. Without the ability to turn to the "lender of last resort" the company faces a constant struggle to continue keeping the same level of employees and be competitive against foreign suppliers backed up by their national ECA.

Manufacturing and especially in the construction equipment sector has been hit the hardest during the recession. Reauthorizing Ex-Im Bank will allow companies continue to support decent paying jobs, support families and pay Federal and State Taxes.

Congress will do a "big favor" to foreign competition by eliminating The Export-Import Bank of the United States. USA Small and Medium size business will not be able to compete on the same level field.

As result of the past success we were invited and now are in the process of working on the next similar but larger in volume transaction. Without Ex-Im Bank reauthorization and the ability to offer risk covered financing we stand no chance to win the next project.



Musya Tumanyan  
Senior Vice-President  
Hoffman International, Inc.



**International Risk Consultants**  
Credit Insurance, Political Risk and Trade Finance Solutions

The Honorable Joyce Beatty  
Member, U.S. House of Representatives  
417 Cannon House Office Building  
Washington, DC 20515

Dear Representative Beatty:

International Risk Consultants (IRC) was founded 27 years ago in Columbus, OH, and is now, with thirteen offices in the U.S. and nine overseas, the largest partner-owned specialty broker of trade credit insurance (TCI) in the nation and one of the most respected brokerages in this industry in the world. IRC is currently the most active broker of Ex-Im Bank products in the United States and has been one of the leading brokers of Ex-Im Bank solutions to lenders and small- and mid-sized exporters for much of this century.

My name is Sherrod Seward and I am a broker for IRC, out of our Charlotte office. In addition to Ex-Im Bank, my company places TCI and Political Risk Insurance (PRI) business with all of the world's major private-sector insurers, and we have participated in numerous deals supported by foreign export credit agencies ("ECAs") through our partnership – as member-delegate for the U.S., Brazil, China and Hong Kong -- in the International Credit Brokers Alliance (ICBA).

Since 1987, IRC has tested the TCI markets with thousands of American companies, ranging from Fortune 1000 companies to owner-operated "mom-and-pop" shops. We know Ex-Im Bank offers trade finance solutions that work for small businesses who cannot find alternatives in the private market. Some of these companies may not survive if Ex-Im Bank is not reauthorized. Almost all of them will suffer a serious deterioration in export sales volume should Ex-Im Bank support evanesce.

IRC brokers spend a lot of time educating American companies about TCI. "Teach and Wait, is our principle in dealing with new-to-export prospects. For companies that are just beginning to export, Ex-Im Bank is superior to the alternatives in: underwriting support for small exporters and small transactions; in handling claims; and collecting on delinquent accounts. Perhaps the most devastating effect of not reauthorizing Ex-Im Bank will be visited upon the many firms that will never begin exporting, although they could if they were introduced to Ex-Im Bank solutions.

IRC believes in Ex-Im Bank products and the unique possibilities their offerings hold out for small businesses compared to other trade credit insurers. In fact, in the past 12 months, IRC has hired several young partners around the nation to exclusively focus on providing Ex-Im Bank solutions to American small businesses. I am one of those young partners.

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International Credit Brokers Alliance  
[www.icba-online.com](http://www.icba-online.com)

As part of our training program at IRC, we reviewed twenty-six underwriting organizations around the world in our industry. Earlier this year, while I was still in the training program, my older partners had every reason to be thorough, honest and forthcoming in describing Ex-Im Bank relative to its private-sector and public-sector peers. This is what they said, *"We like Ex-Im Bank even when they are strict and difficult to work with... The Bank has top-notch underwriting talent, some of the best mid-level leadership in the industry, a fair and speedy claims process, clear coverage text, unmatched experience with American micro-enterprises entering tough markets, and is backed by the reputation of the United States.... Most important of all, during the great financial crisis of 2008-2012, when so much negativity and bad-decision-making roiled our industry, Ex-Im Bank was at its best when times were worst."*

Ex-Im Bank is government that works. We are witnesses to its importance. Thank you for being a defender of this fine institution.

Regards,

A handwritten signature in black ink, appearing to read "Sherrod Seward". The signature is written in a cursive, slightly slanted style.

Sherrod Seward



## **The Jet Pulverizer Co.**

1255 N. Church Street

Moorestown, NJ 08057-1166

(856) 235-5554 • (856) 235-5559 • Fax (856) 778-7712 • [www.jetpul.com](http://www.jetpul.com)

MANUFACTURERS OF MICRON MASTER® JET PULVERIZERS

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June 13, 2014

Representative Maxine Waters  
Ranking Member  
House Committee on Financial Services  
U.S. House of Representatives

Dear Representative Waters:

As a small business, we appreciate the opportunity to participate in this decision. We have been doing business internationally for over 50 years. Last year, for the first time, we found that our international customers were affected more by the international recession than at any time in the past. Several companies were asking for extended payments, admitting that they were struggling, and in one case, going out of business. We had not seen the need for using the expensive Letter-of-Credit because these were long-time customers; and there are other problems with Letters-of-Credit, such as time restraints.

In 2013, a Board member told us about the World Trade Center of Greater Philadelphia. We joined this organization, and the first thing they did for us was help us acquire nominally priced insurance for our international sales through the Export-Import Bank. We were thrilled. Now the first thing we do for each international inquiry is qualify them for the insurance. This insurance has allowed us to better compete in the international market place with no worry about not being paid. Now we do not have to burden our customers with prepayments and extensive documentation. We can offer the same terms we offer U.S. customers.

We cannot tell you how grateful we are for this insurance and the Export-Import Bank for offering insurance to small businesses that manufacture their products here in the U.S. It is vital to our international presence going forward. The insurance is a fraction of the cost of a Letter-of-Credit, thereby saving us the expense and offering our customers better terms.

We certainly support free trade, but this doesn't seem to me to be a free trade issue. How does the threat of non-payment help free trade? The insurance assures that U.S. companies get paid for their hard work, encourages international trade, and eliminates the worry. If anything, it encourages trade and supports U.S. manufacturers.

Thank you for the opportunity to express our support of the Export-Import Bank.

Sincerely yours,

Christine E. Henry  
Treasurer

June 13, 2014

Dear Ranking Member Waters,

Kaivac is a small mid-western company with efforts to expand internationally in its infancy stage. We have established relationships with several channel partners in Europe and the Middle East.

The Ex-Im Bank has been a significant part of this strategy. The financial tools available to Kaivac through the Ex-Im Bank have assisted us in significant growth the last two years which has doubled international exports for Kaivac during each year. Without the simple process Ex-Im provides to establish lines of credit for our channel partners, this growth would not have happened so easily. As you know, the more business Kaivac is able to do, then more jobs this means for American citizens and the more tax revenue the US govt. is able to realize as well. The Ex-Im is good for the American small business and good for the US economy.

Another point to make during an era in which the government debt has become such a hot topic, I want to point out that it is one of the few revenue generating activities the US govt. does. In the end, it is difficult to find a negative element to the existence of the Ex-Im Bank. I would encourage you to by-pass the Committee and bring the Charter Renewal to the floor for a straight up and down vote. Thank you for your consideration.

Best regards,  
Marc Ferguson  
International Business Development Manager  
[mferguson@kaivac.com](mailto:mferguson@kaivac.com)  
Phone: 513-868-4231  
Mobile: 513-292-8921  
Fax: 513-896-8549



Kaivac, Inc.  
401 S. Third Street  
Hamilton, OH 45011  
800-287-1136  
[www.kaivac.com](http://www.kaivac.com)

Seth Grae  
President & CEO

Lightbridge

Lightbridge Corporation  
1600 Tysons Boulevard, Suite 550  
McLean, VA 22102 USA  
T: +1.571.730.1200 F: +1.202.318.2502  
sgrae@lightbridge.com

June 24, 2014

The Honorable Maxine Waters  
Ranking Member, Committee on Financial Services  
U.S. House of Representatives  
Washington, DC 20515

Dear Ranking Member Waters,

Lightbridge Corporation is a small but growing publicly traded company. The company's stock is traded on the NASDAQ stock exchange and on June 27<sup>th</sup> the company will be included for the first time in the Russell Microcap Index, as one of the 4,000 largest publicly traded corporations in the United States. At Lightbridge we advise foreign governments starting or expanding nuclear power programs and we design fuel for nuclear reactors in an international effort. In our work overseas we see foreign competitors to US companies that bring financing support from their countries' export credit agencies, that in many cases would give them an insurmountable advantage over US bidders if the US bidders could not receive support from the US Ex-Im Bank. As you know, due to timelines in nuclear power and risks in the projects, sufficient private sector financing is often difficult or impossible to obtain, especially without US Ex-Im Bank support. Failure to reauthorize the US Ex-Im Bank would eliminate the ability of small, medium, and large US companies to compete for many of the high-revenue overseas export opportunities that create and support US jobs. As the CEO of a company that has worked inside the process of evaluating bids overseas on behalf of foreign clients, I have seen that private sector funding is often unavailable or insufficient and US companies' bids often only are viable due to US Ex-Im Bank support.

Lightbridge itself has not applied for or received services from the US Ex-Im Bank because we are paid directly by foreign governments and companies for services, but we have firsthand knowledge of how vital US Ex-Im involvement is for US exports in the nuclear power sector. Lightbridge has done much to bring other small and large US companies into overseas nuclear power programs, and our ability to continue to do so would be weakened if there were no US Ex-Im Bank to support their bids.

While we may wish that private sector funding were available for all of the work US companies can perform overseas and nuclear exports from the US, it is often not the case. Also, since the US Ex-Im Bank generally actually returns money to the US Treasury, ending the Bank would likely increase the federal deficit and the national debt.

I and others from Lightbridge would be happy to meet with you or your colleagues to discuss the vital importance of reauthorizing the US Ex-Im Bank.

Very truly yours,



Seth Grae

318 DAVIS STREET  
CLARKS SUMMIT, PA 18411 USA  
PHONE: 570-587-0904 FAX: 570-587-1563  
WWW.LOHENTERPRISES.COM



June 19, 2014

Re: Ex-Im Bank Experience

Dear Maxine Waters,

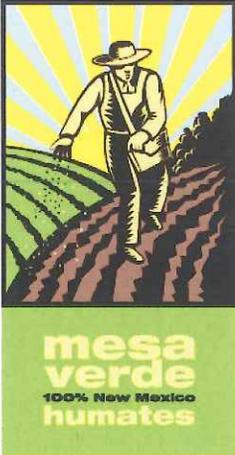
My name is Lauren Sebastian and I live in Moosic, PA. I work as the Accounting Manager for Loh Medical located in Clarks Summit, PA. We are a small, growing company dedicated to helping people with disabilities in Latin America. We do this by providing assistive and rehab medical technology throughout the region. We are a 100% export company.

Our manufacturers are American companies. Our primary manufacturers are located in Pennsylvania, California and New York. We also purchase goods and services in the U.S. to support our business operations. The Ex-Im Bank export credit insurance allows us to have access to local bank financing. Without it, we would not be able to operate as we do today.

We are a small U.S. company focused on growth. The renewal of the Ex-Im Bank charter is crucial to ensure that our company can continue to do this. We appreciate your efforts to ensure that the Ex-Im Bank charter is renewed.

Regards,

Lauren Sebastian  
Loh Medical



Mesa Verde Resources  
P.O. Box 1368  
Placitas, NM 87043

June 13, 2014

The Honorable Maxine Waters  
Ranking Member  
House Financial Services Committee

Dear Ranking Member Waters,

Thank you for bringing to my attention the pending discussion in your committee on the reauthorization of the Export-Import Bank (Ex-Im Bank).

We are a small business in New Mexico that manufactures an organic product used as a soil amendment to improve crop growth, crop health and nutrient uptake. My wife and I have owned the business since 2000 and we initially employed just 5 people. At that time our export business was almost non-existent, about 2% of our annual sales. Since those early days, our sales have grown by a factor of 10 and we have increased our export business to nearly 20% of total sales. We now employ 23 people.

I can tell you that the Ex-Im Bank has been a key factor in growing our export business, as through their insurance we can to sell on Net 30 Terms to foreign companies worldwide, which makes us competitive with similar products from other countries. We now ship our product to nearly 15 countries on 6 continents.

Losing the support of Ex-Im Bank would cripple our ability to be competitive and would most likely result in losing employees from our work force. The employment situation in New Mexico is dire, as we continue to suffer 6.8% unemployment. Please do everything you can to preserve the Ex-Im Bank, as it has been a tremendous help to us in growing our business, keeping it strong and continuing to employ New Mexicans.

Sincerely,

Bruce Reid  
Owner / GM

Mesa Verde Resources  
P.O. Box 1368  
Placitas, NM 87043  
Phone: 505-771-4444  
Fax: 505-771-4452



July 17, 2014

The Honorable Jeb Hensarling  
U.S. House of Representatives  
Washington, D.C. 20515

Dear Mr. Hensarling,

It seems that you've been talking a lot about me over the last few months and I'd like to set a few things straight.

First, I do export a good pickle!!

Second, you spend a lot of time talking about how big business receives most of the benefits from Ex-Im. Last I checked, an airplane costs a lot more than a jar of pickles, so that makes a lot of sense to me. You also talk about how those big businesses will be just fine if you close down Ex-Im, but MY business, Mr. Hensarling, will NOT be fine. Thousands of other businesses just like mine will NOT be fine.

You see, small businesses don't usually get loans from Ex-Im. We get loans from our private banks. When determining how much we can borrow, they don't count our export receivables so we can't finance our foreign buyers. With Ex-Im credit insurance, we can extend terms to those customers. Which, I pay a fee to Ex-Im for the credit insurance it is NOT a handout.

So that brings me to my third point. It seems you think that Ex-Im crowds out private sector lending, but the opposite is true. Without credit insurance, my bank would be doing a lot less business with me because I'd be doing less business overall. Of course, they can't provide me with cost-effective credit insurance themselves. If a foreign buyer defaults, it's not like they can just knock on their door and get their money back like they can in America, because they're a local American bank! The private sector will not provide credit insurance for my foreign purchase orders on my pickles. Trust me, I have asked and was told by Wells Fargo and BB&T they have no interest.

If you shut down Ex-Im, it's going to be a lot more difficult for me to export and thousands of small businesses may have to cease exporting entirely. You also talk a lot about jobs in your speech, but I've been able to add jobs because of Ex-Im. You take that away from me and that's going to stunt my company's growth, both my sales growth and my job growth.

Now, I've also heard you say that some Americans have lost jobs due to Ex-Im, but I don't buy it. Shutting down Ex-Im won't prevent airplanes from being sold in India or refineries being built in Turkey. It just means a non-American company backed by a non-American Ex-Im will get the deal. Those refineries will still get built, but my pickles won't get sold. That's a net loss of American jobs.

On behalf of all the small businesses, I urge you to change your mind on Ex-Im. You'll make a lot of people happy. You're right in your speech that it's important to support free enterprise, and Ex-Im does just that. In the perfect world, my local bank would be able to go to China and collect if my buyer defaulted, but that world doesn't exist. Until you can bring about that world, Mr. Hensarling, we need Ex-Im Bank.

Pickle Best,

Jenny Fulton

Chief Pickle

cc: Congresswoman Maxine Waters



NATIONAL DRUG SOURCE  
4450 Raceway Drive, Concord, NC 28027  
[etorres@nationaldrugsource.com](mailto:etorres@nationaldrugsource.com)  
(704) 723-6505

Dear Maxine Waters,

Just 1 year ago, we were introduced to the Ex-Im Bank, and as a direct result of their support, increased our sales by 50% over the past year. Also, because of the credit insurance product we have in place with Ex-Im, our borrowing capacity was enhanced enabling us to obtain better financing to support our international accounts receivables. We have found it be a useful and vital tool.

Before partnering with the Ex-Im Bank, we relied on mostly cash in advance. As a direct result, we were at a great disadvantage in a very competitive marketplace, and lost many sales. We were aware we needed to extend competitive open-account terms to grow our international business, but had no access to an affordable credit insurance policy, nor could we take the risk of not getting paid. We sell into a diverse market and needed a flexible product that would be able to facilitate our needs while considering the reality of tight profit margins - a solution we found through Ex-Im.

EX-IM has strengthened our position and directly contributed to our growth in the international market by providing us with the confidence to pursue new markets which we previously perceived as too risky to extend international credit terms without the support of credit insurance. EX-IM is a vital sales and financing tool relied upon heavily by our export company. One loss or non-payment event can have a devastating impact on our small company's profits.

I urge you to reauthorize the Ex-Im Bank in September as it makes a policy, which offers critical protection against the consequences of overseas customer insolvency, attainable to very small businesses who cannot afford to pay private insurance premiums. Without this valuable support, we would have to revert to cash in advance and this would stunt the growth of our business. They help us make better-informed credit decisions, avoid catastrophic bad-debt losses, and obtain additional working capital.

The Ex-Im Bank, with its portfolio of approximately 170 countries, must continue! They are an essential part of our business plan for future growth, and losing our relationship with them would have a detrimental impact on our minority owned small export business.

Sincerely,

Ethel Torres

Owner

National Drug Source, Inc.



PIVOT

MANUFACTURING

June 24, 2014

The Honorable Jeb Hensarling, Chairman  
House Committee on Financial Services  
2129 Rayburn House Office Building  
Washington, DC 20515

The Honorable Maxine Waters, Ranking Member  
House Committee on Financial Services  
2129 Rayburn House Office Building  
Washington, DC 20515

Dear Chairman Hensarling, Ranking Member Waters, and Members of the House Financial Services Committee:

As the House Financial Services Committee meets to discuss the impact of the U.S. Export-Import Bank, I want to share with you the impact it has on my small business, manufacturing in Arizona, and Arizona's economy. In my roles as president of Pivot Manufacturing and the chairman of the Arizona Manufacturers Council I have seen firsthand the benefit the U.S. Export-Import Bank provides to businesses like mine across the state and the country. The Arizona Manufacturers Council within the Arizona Chamber is the state affiliate of the National Association of Manufacturers (NAM). The Arizona Chamber of Commerce and Industry is committed to advancing Arizona's competitive position in the global economy by advocating free-market policies that stimulate economic growth and prosperity for all Arizonans.

The Ex-Im represents one of the few tools the U.S. has in its toolbox to make American-made goods more attractive on the international market. For 80 years, Congresses controlled by both parties have reauthorized the Bank. White Houses under Franklin Roosevelt to Ronald Reagan have supported a robust Ex-Im, with Reagan even lamenting in 1986 that there were too many constraints on the Bank's lending ability. Today, leading business groups like the U.S. Chamber of Commerce and the National Association of Manufacturers have made reauthorization of Ex-Im their top priority.

And the Ex-Im helps small Arizona businesses like mine take part in foreign sales, both through financing used to purchase products from small business as well as funding large OEM sales that we support. Nearly 90 percent of Ex-Im's transactions last year benefitted small businesses. Ex-Im transactions in support of small business exports have risen 36 percent since 2008, and every year during that period these deals have comprised 86 percent or more of total contracts.

When customers overseas don't have access to commercial credit and if they don't have access to Ex-Im financing, they'll go looking elsewhere. There are plenty of other countries ready to fill the void of the Ex-Im with governments that subsidize industries and that have their own export financing agencies that can lend at levels far beyond those allowed by the Ex-Im. When customers buy products with help from other countries, U.S. businesses and jobs will lose out.

[www.pivotmfg.com](http://www.pivotmfg.com)

P: 602-306-2923 • F: 602-286-0388  
2602 East Magnolia Street • Phoenix, Arizona 85034-6922

If American businesses' access to customers around the world is blocked, then our economy will suffer. We're finally turning the corner on the Great Recession and we don't need any more circular firing squads; what we need is the Export-Import Bank to allow us to expand our economy and job growth.

Sincerely,



Steve Macias

President, Pivot Manufacturing  
Chairman, Arizona Manufacturers Council

PREFERRED



POPCORN LLC

Preferred Popcorn LLC  
1132 9<sup>th</sup> Road  
Chapman NE 68827 USA  
Phone: 308-986-2526  
Fax: 308-986-2626  
E-mail: [info@preferredpopcorn.com](mailto:info@preferredpopcorn.com)

Indiana location:  
3055 West Bradford Road NE  
Palmyra IN 47164  
Phone: 812-364-6717  
Fax: 812-364-6105

July 1, 2014

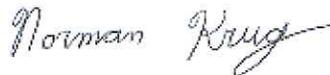
Dear Ranking Member Waters:

Preferred Popcorn has been very involved with the EX-IM Bank for about 15 years now. In our beginning we were exporting to one country and had about 1 million dollars in sales. Today we have exported to about 65 countries and have total sales of 50 million dollars. Our export sales account for half of our business.

We are very thankful for the EX-IM Bank program. I am sure we would not be where we are today without the support of the EX-IM Bank. This is one of the most important programs to encourage exports. Without this insurance we would not be willing to ship to so many countries. We have only had to use the insurance twice in 16 years and in both cases EX-IM Bank was repaid.

The program works for everyone. We win in regard to increased sales, US business increases and employees are put to work. We have grown from three employees to 45, and of course the whole economy benefits from dollars coming into our country. Please support this program in the future so we can continue our successful growth.

Best Regards,



Norm Krug  
CEO Preferred Popcorn L.L.C.  
1132 9<sup>th</sup> Road  
Chapman, NE 68827  
PH 308-986-2526  
e-mail: [norm@preferredpopcorn.com](mailto:norm@preferredpopcorn.com)



Rain Forest Lumber Company Incorporated  
P.O. Box 361 – Lake Oswego, Or. 97034

Ph. 503-684-0774 800-547-1929  
Fx. 503-684-0776 [minglis@rflgroup.net](mailto:minglis@rflgroup.net)

June 16, 2014

Maxine Waters c/o  
Daniel McGlinchey  
House Committee on Financial Services  
U.S. House of Representatives

Dear Ms. Waters,

My company is a small privately held wholesaler of lumber and building materials located in Lake Oswego, Oregon. As we have navigated our business through the recent recessionary period we have made a conscious effort to grow sales through the export of our lumber products particularly to Asia. Without Ex-Im Banks trade receivables insurance products our company would have had much more limited access to working capital loans which have supported that sales growth.

Although our export sales of approximately \$ 1,000,000 annually is a pittance compared to total US exports it is important to the success of our business. I believe there are thousands of small companies like ours that can tell similar stories.

We certainly recommend that Congress renew the Charter of the Export-Import Bank of the United States.

Regards,

Mark Inglis



SCAFCO Grain Systems Company

5400 E. Broadway

PO Box 11215

Spokane, WA 99211-1215, USA

Tel: 509-535-1571 • Fax: 509-535-9130 • Mail@SCAFCO.com • www.SCAFCO.com

Dear Members of Congress:

SCAFCO was established in Spokane, Washington in 1954 as a small business known as Spokane Culvert and Fabricating Company whose main product was corrugated steel culverts. Today, SCAFCO Grain Systems is a market leader in the design and manufacturing of grain storage and handling systems. We have earned a worldwide reputation for superior system design capabilities, engineering, high-quality materials, and craftsmanship.

Our customers look to us to solve their storage, aeration, conveying, cleaning and drying needs for grain and other flowable bulk commodities. With products installed in 83 countries, SCAFCO Corporation is proud of the growth that has been experienced in the past 60 years, and SCAFCO looks forward to continued relationships with current customers and the opportunity to work with new customers all over the world.

Today, we are writing to urge your support for reauthorization of the U.S. Export-Import Bank (Ex-Im) before its charter expires on September 30. Ex-Im provides loans, loan guarantees and export credit insurance to help cover financing gaps for American exporters like us. Ex-Im bank insurance has given SCAFCO the opportunity to expand our export capabilities to the following countries: Australia, Costa Rica, Denmark, Guatemala, Japan, New Zealand, Mexico, Saudi Arabia, South Africa and Russia. Further, we are expecting to add customers in Bulgaria and Ukraine with the assistance of Ex-Im bank programs. Simply put, Ex-Im bank helps SCAFCO level the playing field for selling in fiercely competitive global markets.

Not only does Ex-Im directly support American businesses and American jobs, it operates at no cost to the U.S. taxpayer. Ex-Im charges fees for its services, follows rigorous accounting and risk-management standards and its loans are often backed by the collateral of the goods being exported. As a result, Ex-Im's default rate has consistently been less than two percent over the past eight decades, a default rate lower than commercial banks.

Failure to reauthorize Ex-Im would amount to unilateral disarmament in the face of other governments' far more aggressive export credit programs, which have provided their own exporters with an estimated \$1 trillion in financing support in recent years. Export credit agencies in China, France, Germany, Brazil, and Korea have provided significantly more support for their exporters than Ex-Im has provided to U.S. exporters — in some cases, more than seven times what Ex-Im Bank has provided on an annual basis.

If Ex-Im is not reauthorized before September 30, American companies like us would be put at a unique disadvantage in global markets, resulting immediately in lost sales and lost jobs. U.S. businesses of all sizes would be deprived of a vital financing source at a time when boosting exports is increasingly vital to growing our nation's economy and jobs.

We urge you to support Ex-Im's swift reauthorization.

Sincerely,

A handwritten signature in blue ink, appearing to read 'Jim McDonald', is written over a light blue horizontal line.

Jim McDonald, CEO

*Complete Systems for Grain Storage and Handling*



SUMCO Phoenix Corporation  
19801 N. Tatum Boulevard  
Phoenix, AZ 85050

Tel (480) 473-6000  
Fax (480) 473-6100

June 24, 2014

Representative Kyrsten Sinema  
1237 Longworth House Office Building  
Washington, D.C. 20515

Dear Representative Sinema,

As a manufacturer of silicon wafers for the global semiconductor industry in Arizona's 6<sup>th</sup> congressional district, SUMCO Phoenix Corporation encourages you to support reauthorization of the U.S. Export-Import Bank (Ex-Im) when it comes to a vote this week before the House Financial Services Committee.

The Ex-Im Bank supports thousands of American companies and is one of the most important tools we have to grow U.S. exports and increase American jobs.

Last year, the Ex-Im Bank helped to finance an estimated \$37.4 billion in U.S. export sales, supporting approximately 205,000 export-related American jobs. The Bank also set a record in its support of small business. In fact, nearly 90% of Ex-Im Bank's transactions were in direct support of small business last year, the backbone of the U.S. economy. Here in District 6, the Ex-Im Bank has supported \$21 million in exports since 2007 to top trading partners Canada, Mexico and the United Kingdom. The statistics are even more telling in your District 9, with \$238 million in total authorizations, \$133 million in disbursements and \$176 million in supported exports to trading our partners the United Kingdom, Germany and Russia. In short, the Ex-Im Bank gives Arizona tools to be competitive in the global marketplace.

Ex-Im is the only tool American manufacturers have to counter the approximately \$1 trillion in export financing that other governments provide their exporters. Without Ex-Im Bank support, customers abroad may turn to foreign competitors that have support from aggressive foreign export credit agencies to the detriment of U.S. industry and jobs. America's manufacturers cannot afford to be defenseless in today's global marketplace. The Ex-Im Bank helps to level the playing field for many U.S. companies that want to compete in a tough global marketplace.

Please support the Ex-Im Bank tomorrow, and in future votes. This is a critical time for manufacturing in Arizona, and America. Manufacturers stand behind policies that will foster growth and create a new era of economic prosperity.

Thank you for your consideration.

Mark T. Dobbins  
Senior Vice President

June 13, 2014

Daniel,

I'm writing you in response to the email I received from Maxine Walters requesting documentation of the Export Import Bank's influence on our business.

Superior Tire & Rubber Corp. has utilized the credit insurance products for the past few years. As Superior makes a push to expand our market internationally, one of the key barriers is how to manage credit internationally while attempting to understand cultural and legal issues of potential customers. The credit insurance products provide us with the confidence to close deals without those fears allowing us to focus on delivering our products and services, which is what we do well.

We look forward to the continued charter of the bank in order to support our business.

Thank you.

**Bradley Conquer**  
VP of Administration | Superior Tire & Rubber Corp.  
814.723.2370 Ext. 107 | Fax : 814.723.9731  
[bconquer@superiortire.com](mailto:bconquer@superiortire.com) | [www.superiortire.com](http://www.superiortire.com)



Dear Members of Congress:

Wagstaff, Inc. is a 68-year-old Spokane, Washington based manufacturer. We develop, engineer, design, and manufacture sophisticated molds, casting machines, automated systems, and ancillary equipment to enable aluminum producers to transform molten aluminum into solid shapes. Around the world, aluminum producers look to Wagstaff for the know-how and equipment to safely cast aluminum.

With regional offices around the world and a dedicated customer support team in Spokane, we have commissioned systems in 55 countries thus far. Customers' installations around the world require a robust technical service team for after-sale commissioning and service. In addition to a core technical service team in Spokane, Wagstaff has representatives in Kentucky, Brazil, China, UK, The Netherlands, Australia, Croatia, and Russia. These dedicated professionals regularly travel to customer locations overseas and domestically to provide on-site installation assistance and service.

Today, we are writing to urge your support for reauthorization of the U.S. Export-Import Bank (Ex-Im) before its charter expires on September 30. Ex-Im provides loans, loan guarantees and export credit insurance to help cover financing gaps for American exporters like us. It helps level the playing field for U.S. companies seeking new sales in fiercely competitive global markets.

Not only does Ex-Im directly support American businesses and American jobs, it operates at no cost to the U.S. taxpayer. Ex-Im charges fees for its services, follows rigorous accounting and risk-management standards, and its loans are often backed by the collateral of the goods being exported. As a result, Ex-Im's default rate has consistently been less than two percent over the past eight decades, a default rate lower than commercial banks.

Failure to reauthorize Ex-Im would result in unilateral disarmament in the face of other governments' far more aggressive export credit programs, which have provided their own exporters with an estimated \$1 trillion in financing support in recent years. Export credit agencies in China, France, Germany, Brazil, and Korea have provided significantly more support for their exporters than Ex-Im has provided to U.S. exporters — in some cases, more than seven times what Ex-Im Bank has provided on an annual basis.

If Ex-Im is not reauthorized before September 30, American companies like us would be put at a unique disadvantage in global markets, resulting immediately in lost sales and lost jobs. U.S. businesses of all sizes would be deprived of a vital financing source at a time when boosting exports is increasingly critical to growing our nation's economy and jobs.

We urge you to support Ex-Im's swift reauthorization.

Sincerely,



Kevin Person  
CEO  
Wagstaff, Inc.



WASHINGTON STATE POTATO COMMISSION  
108 INTERLAKE ROAD, MOSES LAKE, WA 98837  
PH: 509-765-8845 FAX: 509-765-4853 WWW.POTATOES.COM

June 5, 2014

The Washington State Potato Commission wishes to express its support for the reauthorization of the Export-Import Bank of the United States. Without reauthorization, the Export-Import Bank will expire on September 30, 2014, jeopardizing Washington State businesses and jobs.

There is a tremendous amount of infrastructures and systems center around trade in Washington State. When a cornerstone such as the Export-Import Bank disappears, overall trade will decrease, which causes a chain reaction of decreased access to other trade infrastructure and systems. There will be fewer containers available to export our potatoes. Shipping companies will reduce service and eliminate foreign ports of call which will affect where we can export our potatoes to.

Few in the potato industry utilize the Export-Import Bank but we understand the seriousness of U.S. businesses losing access to this important finance tool and its ramifications on the rest of trade. There are over 23,000 jobs associated with just the potato industry in Washington State and over \$4.6 billion in economic activity. Exports account for over half of these figures. The Export-Import Bank must be reauthorized to prevent the potential loss of the jobs in Washington State that so heavily depend on open and fair trade.

The Export-Import Bank is a self-sustaining agency that operates at no net cost to the U.S. taxpayers, is supported by fees and interest payments for the loans, credit insurance and loan guarantees it offers. Furthermore, the bank does not compete with private sector lenders but provided export financing products that fill gaps in trade financing.

Thank you for your consideration in this important jobs and trade issue.

Sincerely,

A handwritten signature in black ink that reads "Chris Voigt".

Chris Voigt  
Executive Director  
Washington State Potato Commission



**Westinghouse**

Daniel L. Roderick  
President and  
Chief Executive Officer

Westinghouse Electric Company  
1000 Westinghouse Drive, Suite 100  
Cranberry Township, PA 16066  
U.S.A.

Tel: 1-412-374-6500  
Fax: 1-724-940-8506  
E-mail: [RoderiDL@westinghouse.com](mailto:RoderiDL@westinghouse.com)  
[www.westinghousenuclear.com](http://www.westinghousenuclear.com)

June 25, 2014

The Honorable Jeb Hensarling  
Chairman  
Financial Services Committee  
U.S. House of Representatives  
Washington, D.C. 20515

The Honorable Maxine Waters  
Ranking Member  
Financial Services Committee  
U.S. House of Representatives  
Washington, D.C. 20515

Dear Chairman Hensarling and Ranking Member Waters:

As President and CEO of the world's pioneering nuclear energy company, I see a great opportunity to retain U.S. technology leadership, and to sustain and create thousands of U.S. jobs to meet the growing international demand for clean, reliable nuclear energy – a market the U.S. Department of Commerce estimates to be worth in excess of \$740 billion over the next decade.

The Export-Import Bank of the United States (U.S. Ex-Im) is an essential tool for American companies and industries, like mine, to compete and succeed in the global market, where 95 percent of the world's customers reside. However, without Congressional action now, the Ex-Im Bank and opportunities for jobs and exports in the nuclear energy industry are in jeopardy.

The Westinghouse AP1000® plant, the world's most advanced nuclear power plant design available today – with eight under construction in the U.S. and China – is positioned to be the competitive option for the more than 170 prospective nuclear energy plant project tenders around the world.

However, in today's global market, superior technology must be partnered with competitive financing and U.S. government advocacy. Why? Because Westinghouse and the U.S. nuclear power industry competes in the world of multi-billion dollar infrastructure projects and in an industry dominated by government-owned enterprises. We are competing with supplier nations such as Russia, Republic of Korea and France, who provide their national nuclear energy suppliers with multiple forms of support, including strong trade finance.

For Westinghouse, the need for U.S. Ex-Im is not theoretical. We estimate that the four Westinghouse AP1000 nuclear power plants now under construction in China are creating more than 20,000 U.S. jobs in no less than 20 states. Demonstrated ability to obtain Ex-Im financing was a prerequisite to winning this business. This number will surely increase as we are now pursuing other major new plant projects around the world, including but not limited to Brazil, the United Kingdom, Bulgaria, Poland, Vietnam and elsewhere in China. Again, all these international projects will *require* active partnership with the U.S. Ex-Im.

This is why Westinghouse joins the U.S. Chamber of Commerce, the National Association of Manufacturers, Nuclear Energy Institute, and other major U.S. industry organizations and organized labor in calling on Congress to reauthorize, without delay, funding for the Ex-Im Bank before its current authorization expires in September. Thousands of U.S. nuclear energy jobs and billions of dollars in U.S. exports hangs in the balance.

Sincerely,

A handwritten signature in black ink, appearing to read "Daniel L. Roderick". The signature is fluid and cursive, with a large initial "D" and "R".

Daniel L. Roderick  
President and Chief Executive Officer



Manufacturer of World-Class Pet Products  
Handcrafted in Montana, USA

www.WestPawDesign.com • 32050 E. Frontage Rd. • Bozeman, MT 59715 • Ph: 406.585.0505 • Fx: 406.585.0808

June 24, 2014

House Financial Services Committee  
U.S. House of Representatives

Dear Committee Members,

Please accept this letter as support for the timely reauthorization of the Ex-Im Bank.

The Ex-Im Bank has been providing our small U.S.-based manufacturing business, West Paw Design, with international accounts receivable insurance since 2011. The insurance has allowed us to expand our distribution of 100% U.S. made goods in Europe, South Africa, Asia, Mexico, Australia & New Zealand. The Bank's service has always been efficient and timely as needed by a small business and their systems are easy to use.

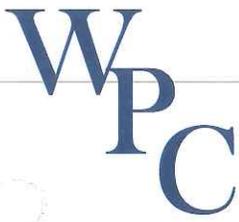
International sales are a critical component to the success of our company and growing the now 70 jobs we provide in Bozeman, Montana.

We have investigated private international accounts receivable insurance and it is at a minimum 10 times as expensive as the insurance provided by the Ex-Im Bank. Private insurance would be cost prohibitive and we would likely choose not to purchase it putting our growing international distribution at risk.

Ex-Im Bank international accounts receivable insurance is essential to West Paw Design when accepting new international customers and is also a factor considered by our local banking institutions when partnering with us on financing.

Thank you for your consideration,

Stacey Scott  
Business & Accounting Analyst  
West Paw Design  
[stacey@westpawdesign.com](mailto:stacey@westpawdesign.com)  
406.922.0399



June 13, 2014

Maxine Waters  
Ranking Member  
House Committee on Financial Services  
U.S. House of Representatives

Dear Congresswoman,

It has come to our attention that the charter for ExIm Bank is in jeopardy and may not be renewed. If this were to be, it could greatly affect our business negatively.

We at Wilmington Paper Corp/Recycling Management Systems are scrap paper brokers. We collect the cuttings and trimmings from box manufacturers across the US and sell those cuttings to paper mills worldwide. The fibrous cutting are then recycled into new paperboard. Over the last 10 years, as the scope of our business has become more international in nature, we have relied on ExIm Bank to provide insurance against default overseas. There are instances in which we would not be able to compete globally without the safety net of the ExIm Bank. We feel that we pay fair insurance premiums to the bank for this service and it has become essential to our overseas trading.

**I urge you to please do what you can to keep the charter intact.**

Please let me know if you require further details regarding our relationship with the bank or the nature of our business dealings.

Regards,

James Rokuson  
COO  
Wilmington Paper Corp  
Recycling Management Systems