

CHAMBER OF COMMERCE
OF THE
UNITED STATES OF AMERICA

R. BRUCE JOSTEN
EXECUTIVE VICE PRESIDENT
GOVERNMENT AFFAIRS

1615 H STREET, N.W.
WASHINGTON, D.C. 20062-2000
202/463-5310

April 29, 2015

The Honorable Bill Huizenga
Chairman
Subcommittee on Monetary Policy
and Trade
Committee on Financial Services
U.S. House of Representatives
Washington, DC 20515

The Honorable Gwen Moore
Ranking Member
Subcommittee on Monetary Policy
and Trade
Committee on Financial Services
U.S. House of Representatives
Washington, DC 20515

The Honorable Jim Jordan
Chairman
Subcommittee on Health Care, Benefits
and Administrative Rules
Committee on Oversight and Government
Reform
U.S. House of Representatives
Washington, DC 20515

The Honorable Matt Cartwright
Ranking Member
Subcommittee on Health Care, Benefits
and Administrative Rules
Committee on Oversight and Government
Reform
U.S. House of Representatives
Washington, DC 20515

Dear Chairmen Huizenga and Jordan and Ranking Members Moore and Cartwright:

The U.S. Chamber of Commerce strongly supports legislation to reauthorize and reform the Export-Import Bank of the United States (Ex-Im), including H.R. 597, the “Reform Exports and Expand the American Economy Act,” and H.R. 1031, the “Promoting U.S. Jobs Through Exports Act of 2015.” On the occasion of your subcommittees’ joint hearing entitled “Oversight of Efforts to Reform the Export-Import Bank,” the Chamber urges Congress to act swiftly on this important issue before Ex-Im’s charter lapses on June 30.

As you have heard, failure to reauthorize Ex-Im risks putting tens of thousands of Americans out of work. Below please find statements from more than 80 small- and medium-size businesses from all across the country on the importance of Ex-Im. To read their stories in full, please visit our website: www.uschamber.com/ex-im.

The U.S. Chamber of Commerce, the world’s largest business federation representing the interests of more than three million businesses of all sizes, sectors, and regions, as well as state and local chambers and industry associations, and dedicated to promoting, protecting, and

defending America's free enterprise system, urges Congress to approve legislation to reauthorize and reform Ex-Im as expeditiously as possible.

Sincerely,



R. Bruce Josten

cc: Members of the Committee on Financial Services
Members of the Committee on Oversight and Government Reform

Abro Industries, Inc.

South Bend, IN

www.abro.com

“Exports today support more than 30 jobs at Abro Industries, Inc. in South Bend — and 1,500 additional jobs at its various suppliers. Abro began by purchasing credit insurance in 2003 for its African business. Sales to Africa more than doubled to more than \$20 million in just a few years. This opened the way for an Ex-Im working capital loan in 2009, and sales soared. Clearly we could not be doing what we’re doing today without Ex-Im Bank.” —Peter Baranay, President

Ace Manufacturing & Parts Company

Sullivan, MO

www.ace-mfg.com

“Ace Manufacturing & Parts Company has been producing American-made clutches out of Sullivan, Missouri, since 1967. We use Ex-Im Bank to extend credit terms to our overseas customers. Congress needs to reauthorize Ex-Im bank so small American businesses can stay competitive in the global market and create new jobs.” —Mickie Ivie

Acme Manufacturing

Auburn Hills, MI

www.acmemfg.com

“Ex-Im supports half of our business. It gives us the means to meet the terms our foreign customers demand.” —Tom McKaig, CFO

Air Products and Chemicals, Inc.

Allentown, PA

www.airproducts.com

“We manufacture our LNG heat exchangers in Wilkes-Barre, Pennsylvania. Without the support of the Ex-Im Bank it would be very difficult to keep ahead of the competition from abroad. We truly support the presence of the Ex-Im Bank and the way they have helped to generate employment through the promotion of U.S. exports.” —Murray D. Hamilton, Assistant Treasurer

AirTractor

Dallas, TX

www.airtractor.com

“The Ex-Im Bank is critical to our business and our ability to create and sustain jobs. Air Tractor is owned by its 265 employees, who would suffer dramatically if Congress fails to re-authorize the Ex-Im Bank.” —David Ickert, President of Finance

A.J. Rose Manufacturing Co.

Avon, Ohio

www.ajrose.com

“We have used Ex-Im loan guarantees to build our export business for engine parts. Normally, commercial banks will not extend loans to cover a small company’s overseas orders, but Ex-Im guarantees allow us to do just that. With Ex-Im guarantees, we exported an additional \$2.7 million in engine parts and hired 19 people.” —Doug Krzywicki, CFO

Alliance Rubber Company

Hot Springs, AR

www.rubberband.com

“Alliance Rubber Company is the largest producer of rubber bands in the United States. Ex-Im Bank gives us the peace of mind that allows us to export. We have been using Ex-Im since 2006. Since that time, we have come to know Ex-Im as a reliable, trustworthy supplier of credit insurance. I strongly support Ex-Im Bank and urge Congress to do the same.” —Bryan Smith, Chairman of the Board

Amana Tool

Farmington, NY

www.amanatool.com

“Amana Tool has been redefining woodworking since 1972 with its high-quality router bits, cutters and saw blades. Ex-Im Bank’s credit insurance lets us comfortably ship larger orders,

allowing us to more rapidly expand our business. Without it, our hands would be tied.” — Michele Hannasch-Scott, Controller

American Biosystems Inc.

Roanoke, VA

www.americanbiosystems.com

“With many other countries providing similar or greater assistance to their businesses, how are American companies going to compete in the global marketplace? We compete with European and Asian countries for the same orders, and if we cannot offer similar terms, we will not get the order. To me, this is a no-brainer.” —Edward Goyette, President

Annamaet Pet Foods

Telford, PA

www.annamaet.com

“Annamaet is in the Petfood Industry, improving the health and well-being of canine companions through natural pet nutrition. We have been using Ex-Im for the last two years and it has helped us tremendously to expand internationally. International sales make up 30 percent of our total sales, and growing rapidly. We would not be able to enter new markets such as Hong Kong and the Czech Republic without it. We urge Congress to reauthorize the Ex-Im Bank.” —Mary Jo Downey, Owner

Auburn Manufacturing, Inc.

Mechanic Falls, ME

www.auburnmfg.com

“The Export-Import Bank is especially important to small and medium-sized businesses, which account for nearly 90 percent of the Bank’s transactions. Our company, Auburn Manufacturing, Inc., is one of those. Insuring our export shipments with Ex-Im allows us to provide the same payment terms to our export customers as we do for our domestic customers. The result is more export business for us at a low administrative cost. I urge Congress to support a swift reauthorization for Ex-Im.” —Kathie Leonard, President

Baby Elephant Ears

Cambridge, MN

www.babyelephantears.com

“Baby Elephant Ears uses Ex-Im’s export insurance to guarantee receivables sold to South Korea, Australia, and Japan. The Ex-Im Bank is helpful to small companies like mine as it frees up working capital that we use to hire more employees and invest in the company. It’s a growth

strategy. I urge Congress to reauthorize the Export-Import Bank of the United States.” —Alicia Overby, President

Bassetts Ice Cream

Philadelphia, PA

www.bassettsicecream.com

“Our existing customers as well as prospective customers in foreign markets expect standard trade terms. If Ex-Im’s charter is allowed to expire, our small company would be unable to extend credit to our overseas customers, and we’d have to reduce exports. It would also hamper our ability to enter new markets.” —Michael Strange, President

Bingaman & Son Lumber, Inc.

Kreamer, PA

www.bingamanlumber.com

“Around 30% of the revenue of Bingaman & Sons Lumber comes from export sales to companies overseas. With Ex-Im Bank we have been able to expand our business to these customers and consequently expand our facilities and hire additional employees here in Pennsylvania.” —Chris Bingaman, V.P. Sales & Marketing

Bio-Microbics, Inc.

Shawnee, KS and St. Louis, MO

www.biomicrobics.com

“Ex-Im Bank allows us to offer end users short term loans at affordable rates as compared to their own lending environment. As a result, this allows Bio-Microbics to win bids and continue exporting from Kansas City and St. Louis.” —Robert J. Rebori, President

Bolivar Trading Inc

Miramar, FL

www.bolivartrading.com

“We find the Ex-Im Bank very useful. The commercial banks will not lend us \$1.7 million without the Ex-Im loan guarantee, and without the line of credit we would not be in business. All our receivables are foreign. No commercial bank will lend against those receivables. We export tanks, dispensers, and signage for gas stations to Latin America, the Caribbean and Africa. We employ 35 people — but couldn’t do it without the Bank.” —Oscar Ramirez, President

Bridge to Life Solutions Ltd.

Columbia, SC

www.bridgetolifesolutions.com

“Ex-Im let us move beyond the conversation with our customers of ‘How are we going to pay for it?’ to focusing on ‘How are we going to increase revenue?’ To get to the next stage of growth, we’re going to use it again. Letting the Ex-Im bank expire would eliminate my ability to talk about expansion.” —John Bruens, Chief Commercial and Business Development Officer

Chemex, LLC

Bakersfield, CA

www.chemexllc.com

“Chemex designs and manufactures petroleum processing and measuring equipment. Ex-Im programs are invaluable to the success of our business. Without it, we wouldn’t have been able to hire over a hundred local subcontractors and purchase millions of dollars of local materials.” —Alan Robinson, CEO

Combustion Associates, Inc.

Corona, CA

www.cai3.com

“The Ex-Im Bank has been instrumental in fostering our company’s growth throughout the world. The projects that the Ex-Im Bank supports not only create positive change for the lives of the local people and communities, but also generate global creativity and economic prosperity on a profound level. Had it not been for the guidance, mentorship, and assistance of the Ex-Im Bank, many small and medium-sized exporters that use the vast resources of the institution would not have the success and prosperity they do today.” —Kusum Kavia, President

Compass International

Lexington, SC

www.compassintlco.com

“Ex-Im allows us to give credit terms to our customers. We would not be in business if the Bank did not exist, as we cannot afford the credit premiums offered by private insurance companies. The Ex-Im Bank is fundamental for small companies like us.” —Cecilia Shepard, International Sales

Concept II Cosmetics, LLC
Miami, FL
www.conceptiicosmetics.com

“Exports support all 25 jobs at Concept II Cosmetics, LLC in Miami, FL, and we have customers in more than 50 countries. We use Ex-Im Bank to insure our account receivables and offer credit to our customers, giving them better service and helping us to be more competitive. We use Ex-Im for shipments to Nicaragua, Bahrain, Jordan, and South Korea. We urge Congress to grant Ex-Im Bank reauthorization.” —Daniel Bittner, Managing Director

Coolerado Corporation
Denver, CO
www.coolerado.com

“Without Ex-Im’s credit insurance program, we would face a significant disadvantage and risk jobs here in Denver. Private credit insurance is very difficult for startup companies to be able to afford.” —Tom Teynor, Chief Executive Officer

Cyclo Industries, Inc.
Jupiter, FL
www.cyclo.com

“ExIm Bank has been one of the most important elements to our company’s international growth. We use ExIm’s credit insurance for nearly all of our export sales as we are able to provide affordable credit to our foreign distributors who would otherwise pay excessive interest rates. Today exports contribute to 65 percent of Cyclo Industries, Inc.’s sales, going to 85 countries globally. I urge Congress to reauthorize the Export-Import Bank of the United States.” —Lawrence Pesin, Senior Advisor

Davenport Aviation, Inc.
Columbus, OH
www.davenportaviation.com

“We’re in turbo growth mode right now, and we need the cash. Cash lifecycles can be long when dealing with markets in developing countries, up to 120 days. We have a large backlog of orders and need the credit to fill them while waiting for payment. Private banks just do not offer a large enough line of credit to small companies like ours that would let us fill our orders. Our business needs, uses, and has had great success with Ex-Im Bank. It’s necessary for small business.” —Leah Simoes, Owner

Draper Inc.

Henry County, IN

www.draperinc.com

“Draper Inc. began as a window shade manufacturer, and today’s business has expanded to include projection screens, solar control coverings and gym equipment. With 500 employees, Draper Inc. is the largest private-sector employer in Henry County. Without Ex-Im Bank, I know that many overseas customers very likely may not be able to do business with Draper.” —Nate LaMar, International Regional Manager

DSC Dredge

Reserve, LA

www.dscdredge.com

“Without Ex-Im, we would basically cut our revenues and our workforce in half. That’s 75 people. Ex-Im helps level the playing field between us and our foreign competitors.” —Bob Wetta, CEO

Eagle Labs

Rancho Cucamonga, CA

www.eaglelabs.com

“I’m blown away that anyone could want to shut it down. It’s really bizarre. We’re a family run business, and Ex-Im is an important option for us. If our credit line came due tomorrow, we’d have to close our doors.” —Michael De Camp, Vice President of International Sales

Environmental Tectonics Corporation

Southampton, PA

www.etcusa.com

“The way our contracts are structured, money is really tight up front. Ex-Im frees up money on our smaller deals. It lets us take on additional work when cash is tight.” —Mark Prudentia, CFO

Fritz-Pak Corporation

Dallas, TX

www.fritzpak.com

“We may be small, but we think big. In an age where everything seems to be made some place else, we’re thriving here in the USA. And it is in no small part due to the services provided by Ex-Im Bank.” —Gabriel Ojeda, President

Glottal Enterprises, Inc.

Syracuse, NY

www.glottal.com

“Without congressional action on Ex-Im, we would most likely lose many of those sales and might have to close.” —Marcia Rothenberg, Vice President

Grain Millers, Inc.

Eden Prairie, MN

www.grainmillers.com

“Nearly 30% of Grain Millers’ dairy sales are international, and much of that is covered by Ex-Im credit insurance. You’re going to hurt businesses at home, in your district. Ex-Im assists all sizes of business. It’s been a very big help to us and needs to be reauthorized.” —Steve Shogren, Credit Manager

Healthy Oilseeds, LLC

Carrington, ND

www.healthyoilseeds.com

“The Export-Import Bank is a big deal for my family business. This program is the best the federal government has to offer for small business exporters. We use the insurance program and our customers have never defaulted. It’s a win-win! Reauthorization of the Ex-Im Bank is vital to our company’s growth and my family business.” —Roger Gussiaas, President

Heart of Nature

Bakersfield, CA

www.heartofnature.biz

“We use the Ex-Im Bank to insure our export orders. Ex-Im allowed us to create a better process that frees distributors up to order more product at a faster rate. Losing Ex-Im now would be tragic for us.” —Jerry Tyler, Managing Director

Heavy Equipment Resources of Florida, Inc. (HERO FL)

Jacksonville, FL

www.herofl.com

“We began to use the Bank’s export credit insurance to provide competitive terms to buyers, and our sales increased. As business progressed, we used Ex-Im’s small business insurance policy for Africa — \$436,000 of sales covered from 2010 to 2013. Reauthorizing the Bank is vital to the continued success of American small businesses like HERO FL, where 100 percent of the jobs here rely on exports.” —Leslie Smith, President

Holmatro, USA
Glen Burnie, MD
www.holmatro.com

“Holmatro has been using the Export-Import Bank since 2009. We use the credit insurance product for sales to Canada and South America, which supports 30 percent of sales. We urge Congress to reauthorize Ex-Im Bank to allow for America’s small businesses to continue to create growth and jobs through exports.” —Tony Barboza, National Sales Manager

Innova Technologies
Las Vegas, NV
www.innovanv.com

“If not for Ex-Im, we wouldn’t be pursuing this type of work. With Ex-Im, I don’t have to think ‘what happens if they don’t pay?’ or ‘what happens if their currency goes down?’ I can just focus on my job, which is engineering, construction management and bringing money into the U.S. economy.” —Carlos Banchik, Principal

ISCO Industries
Louisville, KY
www.isco-pipe.com

“ISCO Industries sells a wide variety of customized piping solutions and applications worldwide from their Louisville, KY, headquarters. We have used Ex-Im Bank trade credit insurance when doing business in Peru in 2008. ExIm gave us the certainty we needed to grow our business in that market, and in turn create jobs and growth here in Kentucky. I urge Congress to reauthorize the Export-Import Bank of the United States.” —Darren Srebnick, International Trade Compliance Manager

Liquid Waste Technology (LWT)
Somerset, WI
www.lwtpithog.com

“We have half a dozen competitors from Europe, all of which have access to ECAs, which are already more aggressive than Ex-Im, as well as some new Asian suppliers. Ex-Im is absolutely critical to keeping our business at the level it is today. Without it, I’m sure we’d lose some sales to our European competitors.” —Peter Bowe, President and CEO

Los Kitos Produce, LLC
Orange County, CA
www.loskitosproduce.com

“Los Kitos exports world famous California-grown oranges, cantaloupes, and strawberries and supports between 800-900 workers involved in the growing, packing, and shipping of produce. Congress needs to support American small businesses by reauthorizing Ex-Im Bank. The bottom line is: without Ex-Im Bank, we wouldn’t be able to export.” —Martha Montoya, Founder

Marlin Steel Wire Products LLC
Baltimore, MD
www.marlinwire.com

“One-fourth of our 33 employees are employed as a direct result of the company’s export business, and we continue to look for new markets, bringing our products to customers all over the world. Ex-Im Bank gave me the courage to do business in a new market. I would not have been able to execute a deal without the Ex-Im Bank.” —Drew Greenblatt, President

Mathews Company
Crystal Lake, IL
www.mathewscompany.com

“Shutting down Ex-Im would cost us our ability to do business with some of our customers. We wouldn’t have been able to sell 5 grain dryers to Mexico last year. That doesn’t sound like much, but that’s 2.5% of our business. Ex-Im fills a void no one else can fill. We’ve looked.” —Jeremy Kemp, Sales and Marketing Manager

McSweeney Holdings
Trussville, AL
www.mcsweeneyholdings.com

“Southern Comfort Automotive, Starcraft, Star Limo, MCM Vehicles and MCX are some of the brands that McSweeney has made world famous. Ex-Im lets us sell our products to places that private lenders won’t go alone. It allows us to offer better payment terms to our buyers and give them a longer grace period to pay for our products. I urge Congress to support America by reauthorizing Ex-Im Bank.” —Michael McSweeney, Managing Partner and Owner

MGN International

Indianapolis, IN

<http://www.mgninternational.com/>

“Without Ex-Im reauthorization, we will simply be leaving those revenues on the table for other countries.” —Stephen Gituku, CFO

Miner Elastomer

Geneva, IL

www.minerelastomer.com

“For over two decades, Miner Elastomer Products Corporation (MEPC) has supplied the global industrial marketplace with quality manufactured TecnPak thermoplastic elastomer energy management systems. We use ExIm’s accounts receivable insurance. They are great. They are one of the few agencies that turns a profit, and helps small businesses create jobs. Congress should act swiftly to reauthorize the Ex-Im Bank.” —Richard Beranek, President

Miss Jenny’s Pickles

Kearnersville, NC

www.missjennypickles.com

“Ex-Im Bank’s export-credit insurance enables us to offer terms to our foreign buyers, so they don’t have to pay for the whole order at once. Our export sales have permitted us to hire our first full-time employee and four part-time employees, and with the new orders from China supported by Ex-Im’s Express Insurance we hope to turn those part-time jobs into full-timers by the end of the year.” —Jenny Fulton, Chief Pickle Officer

Murray Equipment, Inc.

Fort Wayne, IN

www.tcsimeters.com

“For over 60 years, Murray Equipment, Inc. has been an industry leader in the design, manufacture, and distribution of liquid handling solutions. Today 50 percent of our sales are international, and it’s increasing rapidly. Ex-Im Bank plays a key role in our international growth. It is part of doing business and is a great opportunity.” —Steve Murray, President

Murray Equipment, Inc.

Fort Wayne, IN

www.murrayequipment.com

“The question was how to meet our customer’s need to be able to purchase our product on credit terms. For this small company, the answer was Ex-Im credit insurance. Since we began using

Ex-Im in 2001, the firm's exports have grown to 50% of its total revenue." —David Musselman, CFO

National Drug Source, Inc.

Concord, NC

www.nationaldrugsource.com

"If the Ex-Im Bank were to close down, we would lose sales and jobs as we are forced to draw upon lower credit limits for customers." —Ethel Torres, Owner

NOSHOK, Inc.

Berea, OH

www.noshok.com

"Ex-Im provides loans, loan guarantees and export credit insurance to help cover financing gaps for American exporters like NOSHOK, Inc. It helps level the playing field for U.S. companies seeking new sales in fiercely competitive global markets. I urge Congress to support Ex-Im's swift reauthorization." —Jeff Scott, President

NOW International

Bloomington, IL and Sparks, NV

www.nowfoods.com

"Ex-Im Bank has supported \$6.1 million of sales to the Netherlands, Poland, the UAE and new buyers in Italy and China. Through Ex-Im's credit insurance, we can offer customers flexible payment terms while Ex-Im insures our receivables. Nearly 35 jobs at NOW International are directly supported by the sales through Ex-Im Bank." —Philip Pittsford, International Sales Manager

Omni Specialty Packaging

Shreveport, LA

www.osp.cc

"If we don't have insurance on foreign receivables, we can't use that collateral to borrow working capital. We employ about 250 people, and most of those manufacturing jobs are in the Shreveport area. We wouldn't have gotten our foreign business off the ground without Ex-Im in 1999. We're proof that it works." —David Barber, CFO

Optical Cable Corporation (OCC)

Roanoke, VA

www.occfiber.com

“Optical Cable Corporation (OCC) is a leading manufacturer of a fiber optic and copper data communication cabling and connectivity solutions used in the most demanding military field applications. The Export-Import Bank is critical to OCC’s growth. We use Ex-Im credit insurance for 100% to of our international sales. Without Ex-Im, our export business would suffer, along with the jobs it supports. I urge Congress to act quick and reauthorize Ex-Im Bank.”
—Michael Newman, Vice President of International Sales and Global Marketing

OptiLedge LLC

Newnan, GA

www.optiledge.com

“Ex-Im is essential for the continued growth of OptiLedge. Congress needs to reauthorize the bank to allow small American businesses reach their full potential as export powerhouses. Our economic future depends on it as do American jobs.” —Jeff Lamb, President

Patton Electronics Co Inc.

Gaithersburg, MD

www.patton.com

“Patton Electronics Co Inc. makes a wide range of data and telecommunications products including VoIP Gateways, Routers, Mobile Surveillance and various connectivity devices. We started exporting in the 1990s and now sell to over 120 countries. The Ex-Im Bank enables us to export to this many markets, as it provides loan guarantees and insurance on our receivables.”
—Bobby Patton, President & CEO

PERMAC Industries

Burnsville, MN

www.permacindustries.com

“PERMAC custom manufactures precision parts for an increasingly complex supply chain that services many large and small business customers worldwide. Ex-Im Bank’s support for the sale of the end product, provides my company a critical source of revenue that would not otherwise be there.” —Darlene Miller, President

Pexco LLC

Fife, WA

www.pexco.com

“Pexco is a plastics company specializing in the design and manufacture of traffic and safety products, privacy fence products, and custom thermoplastic extrusions. The low credit insurance rates available through Ex-Im make it financially viable for us to pursue business with new customers in new countries.” —Peter A. Speer, Vice President of Sales

Planson International Corporation

New Gloucester, Maine

www.plansonintl.com

“Ex-Im Bank’s Working Capital Guarantee program gave us the ability to achieve this growth. We simply could not have reached this level of success without Ex-Im’s backing.” —Connie Justice, President

Polyguard Products

Ennis, TX

www.polyguardproducts.com

“Ex-Im helps us to cover the credit risk and takes out one element of uncertainty from a business point of view.” —John Muncaster, CEO

Process Equipment, Inc.

Pelham, AL

www.processbarron.com

“Several years ago, Process Equipment, Inc. made the conscious decision to step out in the world arena. Knowing Ex-Im Bank existed to help small and medium size businesses was one of the main reasons we did so. It has paid off significantly in terms of sales and jobs. I encourage Congress to reauthorize the Export-Import Bank.” —Cynthia Parker, International Trade/Project Manager

ProGauge Technologies, Inc.

Bakersfield, CA

www.progauge.us

“Nobody is going to take the place of Ex-Im. We’re already working with a private bank. Without Ex-Im, we wouldn’t have the collateral required for our projects and revenues would go down by about 75%. I’d have to lay off between 50-60 people. Ex-Im is critical to our business.” —Don Nelson, President

Quality Float Works

Schaumburg, IL

www.metalfloat.com

“We are working with Ex-Im to secure an export for the largest order in our history, which would enable us to grow our workforce by 20% and employ dozens more through local suppliers. Without Ex-Im, this deal may not come through, along with the potential jobs for Illinois workers.” —Jason Speer, President

Quest Automotive Products

Masillon, OH

www.quest-ap.com

“We urge Congress to act swiftly to reauthorize the bank before its charter lapses, enabling us to continue to enjoy growth in our export sales and protect the jobs that we have created to support those sales.” —Cindy Spino, International Sales Manager

Reliable Industries

Elmwood, LA

www.reliableindustries.com

“As a small business owner, I appreciate what Ex-Im has done. We are given the same advantages of larger companies. This is a valuable tool for our ability to finance new customers. We would be harmed if it were not renewed.” —Mike Rongey, CEO

ResinTech Inc

West Berlin, NJ

www.resintech.com

“A lot of our customers get credit terms from our competitors. Ex-Im credit insurance lets us do the same.” —Seth Rockmacher, International Sales Manager

Resin Technology, LLC

Groton, MA

www.resintek.com

“We’re a small business and we don’t have hard assets to lend against other than accounts receivable and inventory. Ex-Im gives us the ability to go head to head with our competitors in India, Japan, Korea and the Netherlands.” —Carly Seidewand, Director of Sales and Marketing/Global Markets

Rosenbauer America

Lyons, SD, Fremont, NE, and Wyoming, MN

www.rosenbaueramerica.com

“Many of our overseas customers are local municipalities which are not allowed to pay until the product arrives in their country. Without Ex-Im, we’d lose them and other customers who require open account terms.” —Timm Reifschneider, Export Sales Manager

SB Global Foods, Inc.

Lansdale, PA

www.sbglobalfoods.com

“Our company is a small snack food company. Eighty percent of our business is export and almost all is insured by Ex-Im Bank. Our primary use of Ex-Im products is the export credit insurance product, which has been critical to our ability to extend open account terms to our customers. If we were not able to offer open account terms, our export business would be substantially less and would cripple our ability to grow. If Ex-Im Bank was not reauthorized, this would without question severely inhibit our export sales and result in a dramatic drop in our business and result in potential layoffs at my company as well as those co-packers who manufacture our export products.” —Karl Brown, President

ServerLIFT

Phoenix, AZ

www.serverlift.com

“Since 2010, ServerLIFT has been able to use Ex-Im to grow its exports by over 500%. Ex-Im Bank programs have provided the launch pad that enables us to export at the scale in which we do today.” —Ray Zuckerman, CEO

Shank’s Veterinary Equipment Inc.

Milledgeville, IL

www.shanksvet.com

“Our Export Credit Insurance policy with the Ex-Im Bank has been instrumental in growing our export sales. We have specifically been using this in recent months to offer to distributors/resellers in India and Mexico.” —Jennifer Dettman, Secretary and Treasurer

Spectrum Aeromed

Fargo, ND

www.spectrum-aeromed.com

“We sell life support equipment and custom medical aircraft interiors in countries in Latin America, the Middle East, and Asia, which represents 70% of our company’s sales. We use Ex-Im Bank because selling internationally is a significant part of our business strategy. Ex-Im is a great agency. They return a profit to the U.S. Treasury and enable small companies to take on risk while looking at new markets. I urge Congress to reauthorize the Ex-Im Bank.”

—Chad Kost, COO

Spring Health Products

Norristown, PA

www.springhealthproducts.com

“The export market for dental equipment is growing rapidly, especially in Asia and the Middle East. Without Ex-Im, we would not be able to export our made-in-USA products and create new American jobs.” —Jolie Berg, Sales and Marketing for Spring Health Products

Sullivan – Palatek, Inc.

Michigan City, IN

www.palatek.com

“There is no way that the private sector banks and insurers will be able to replace Ex-Im.”

— Steve Watkins, Vice President

SunDial

Dallas, TX

www.sundialsmartpower.com

“We’re a small, veteran-owned company that supports American jobs in five different states, and we need Ex-Im.” —Daniel Rice, President and Co-Founder

Team Askin Technologies, Inc.

Fairfax, VA

www.teamaskin.com

“We have very good technology workers in the U.S. The only way we are going to export is with the backing of the Ex-Im Bank. It is a must. We have to have it.” —Debbie Askin, President and CEO

Titan Steel Corporation

Baltimore, MD

www.titansteel.com

“Titan Steel Corporation is a processor and distributor of steel products with customers located in more than 30 countries worldwide. Credit insurance provided by Ex-Im Bank has been essential to our being able to maintain our export presence, and has enabled our company to compete successfully against overseas firms much larger than ourselves. The Ex-Im Bank has been supportive of our efforts to grow our exports and thereby increase employment. We rely on Ex-Im Bank as a strategic partner in our export business development efforts.” —Bill Hutton, President

Tomad International Inc.

Indianapolis, IN

www.tomad.us

“I can see firsthand the impact Ex-Im has on American jobs. Without Ex-Im, we couldn’t have brought in so many new customers and new employees. Over the years, who knows how much business not being able to extend credit has cost us.” —Crystal Coons, Director of Operations

Tulco Oils

Tulsa, OK

www.tulco.com

“We’re a small business, with only 68 employees and \$35 million of sales a year. Since we began using Ex-Im Bank, we’ve added five jobs in the manufacturing side of our business. If Ex-Im shut down, our international growth would be restricted.” —Rick Meyers, CFO

Unitron LP

Dallas, TX

www.unitronlp.com

“Here in Dallas, TX, Unitron is manufacturing electronic equipment that is exported around the world. As a supplier to the aviation and marine industries, Ex-Im enables us to sell our equipment to a yacht builder in Europe. Ex-Im Bank guarantees our receivables and provides the terms our customers want. We have 100 employees and nearly 30 percent of our manufactured goods are exported. Ex-Im Bank is absolutely necessary for small businesses like Unitron.”
—Robert Saxon, Controller

US International Foods LLC

St. Louis, MO

www.usinternationalfoods.com

“We focus on exporting food and beverages from the USA to China and other markets in Asia. We work with many small and medium-sized manufacturers to help them export. Many other small American businesses rely on US International Foods to expand their sales and create new jobs. Ex-Im bank is a key component to our continued growth. Ex-Im bank’s credit insurance is an essential tool that lets us break into foreign markets and expand our workforce.” —David Shogren, COO

Wheeling Truck Center, Inc.

Wheeling, WV

www.wheelingtruck.com

“Ex-Im is a win-win for everybody. We grow larger, and our foreign buyers do too. Losing Ex-Im would cause significant disruption to our business. Ex-Im is a necessity for us to conduct international business.” —Chad Remp, Operations Manager

Zeigler Bros. Inc.

Gardners, PA

www.zeiglerfeed.com

“Ex-Im is critical to our industry and business. If we lost Ex-Im, it would negatively impact our sales and, subsequently, our employment.” —Kim Crooks, Financial Director

360 International, Inc.

Duson, LA

www.360-Intl.com

“It’s time to rebuild America by helping the small business owners of America compete in today’s global economy! Failure to reauthorize the bank would put millions of dollars in export contracts at risk, potentially threatening these businesses and Louisiana jobs.” —Jonathan Mann, Owner