



# International Trade Finance Report

The Report for International Finance, Credit, & Risk Management Professionals

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Articles, Essays, Letters to the Editor  
& Trade Finance Information  
Submissions are encouraged.  
Contact the Editor.

## New Partnership Between Commerce & Ex-Im Bank

### Designed To Help U.S. Businesses Compete Internationally

By Dan Bloom, Director  
The Advocacy Center  
U.S. Commerce Department

WASHINGTON – The U.S. Department of Commerce and the Export-Import Bank of the United States (Ex-Im Bank) recently announced a new partnership that will simplify access to financing for U.S. firms that compete for international export sales.

In February, Linda Conlin, Assistant Secretary of Commerce for Trade Development, signed a Memorandum of Understanding (MOU) with Eduardo Aguirre, Ex-Im Bank Vice-Chairman. The MOU strengthens inter-agency cooperation between the two agencies in an effort to better support U.S. exporters.

Specifically, this MOU creates a referral system for U.S. companies that request assistance and support from the Department of Commerce Trade Advocacy Center in procuring commercial contracts abroad. When these businesses contact the Department of Commerce, they will also be referred to Ex-Im Bank for information on export financing. By having more and better information about Ex-Im Bank financing support, U.S. businesses will be more competitive when making bids for international contracts.

The MOU has already been of benefit to Cincinnati-based architectural firm Landrum and Brown. The company sought our assistance in competing for a contract for the Building Design Scheme for the new passenger terminal area of the Beijing Capital International Airport. Under the MOU, my office worked with Ex-Im Bank, which then issued the company a Letter of Interest (LOI). Landrum and Brown included the LOI among the bid documents it submitted to the Chinese decision makers.

In addition to the creation of a referral system, the MOU also includes a provision that states both agencies will meet regularly in order to strengthen their institutional ties. These meetings will allow both agencies to benefit from each other's experience and to identify ways in which each can improve the delivery of its international trade assistance programs to the U.S. business community.

Both agencies will also discuss the creation of joint performance measures in order to encourage joint marketing of their programs and shared credit for their results as well as develop a joint marketing campaign for their respective programs that include joint publications, a program guide and small business outreach.

For more information about the Advocacy Center, visit:

[www.ita.doc.gov/td/advocacy/](http://www.ita.doc.gov/td/advocacy/)

## Ex-Im Bank \$500 Million Facility To New Trade Bank Of Iraq

Program Will Cover U.S. Exports to Assist  
Iraqi Reconstruction

WASHINGTON – The U.S. Ex-Im Bank voted to notify Congress of a proposed \$500 million facility that would provide the Bank's short-term export insurance to cover transactions with the new Trade Bank of Iraq (Trade Bank). The notification triggers a statutory waiting period of up to 35 days before Ex-Im Bank's

board can take final action on the proposed facility.

"This will be another solid step forward in helping the Iraqi people rebuild their country after years of dictatorship and neglect," said Philip Merrill, Ex-Im

