



Ex-Im Bank News

Weaver At U.S. Chamber Women/ Minorities Event

Ex-Im Bank Director Vanessa Weaver on July 31 was a panelist at the Los Angeles kickoff of the U.S. Chamber of Commerce's "Access America" initiative, for women- and minority-owned businesses. Weaver discussed "Tools to Acquire Global Financing and Identifying Opportunities in Emerging Markets." Weaver also met with the American Film Marketing Association to promote Ex-Im Bank's new Film Production Guarantee Program.

Senate Proposes Ex-Im Funding

On July 18, the Senate Appropriations Committee proposed Ex-Im Bank FY 2003 funding that would come close to meeting the President's request. The Foreign Operations Subcommittee bill would provide \$68.3 million for administrative expenses and the full \$541.4 million program budget request, which could support \$15 billion of exports. House action is expected in the fall.

Aguirre Promotes U.S.- Russian Trade on Russian Trip

In a follow-up to the May summit between President Bush and Russian President Putin on expanding U.S.-Russian trade, Ex-Im Bank Vice Chairman Eduardo Aguirre, Jr., met with Russian government officials, business leaders, and bankers during an official trip to Russia from July 12 to 20.

On behalf of Ex-Im Bank, Mr. Aguirre signed a memorandum of understanding (MOU) on July 16 with Krasnodar Krai, a farming region, to expand sales of U.S. agricultural equipment. He also signed an MOU with the Komi Republic on July 19 to facilitate increased purchases of U.S. exports.

Mr. Aguirre met with the Russian central bank and commercial bankers to explore ways of increasing support for small and medium-sized Russian enterprises. He also met with leaders of Russia's energy, telecommunications, transportation, medical, and agricultural industries. Mr. Aguirre also addressed the American Chamber of Commerce in Moscow on July 17 and the Northwestern Banking Conference in St. Petersburg on July 19.

"We see great potential for the U.S. exporter in Russia, and Ex-Im Bank can help identify opportunities," Mr. Aguirre told the Chamber. "Ex-Im activity in Russia is around \$2 billion."

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Komi MOU signing, July 19. Left to right: U.S. Consul General Rusty Hughes, Ex-Im Bank Russia Director Paul Tumminia, Ex-Im Bank Vice Chairman Eduardo Aguirre, Jr., and Komi Republic Minister of Economic Development Ivan Stukalov.



Left to right: Dominican Ambassador Roberto Saladin; Dominican President Hipolito Mejia; and Ex-Im Bank Vice Chairman Eduardo Aguirre, Jr.

Dominican President at Ex-Im Bank for Trade Meeting

President Hipolito Mejia of the Dominican Republic came to Ex-Im Bank on July 23 to discuss increased cooperation between his country and the Bank. Mejia met with the members of the Bank's board of directors and other senior staff, and was accompanied by the Dominican Republic's Ambassador to the United States.

At a luncheon for President Mejia, Ex-Im Bank Vice Chairman Eduardo Aguirre, Jr., said: "The Dominican Republic is Ex-Im's largest market in the Caribbean. However, there is much more that we can do to facilitate trade between our two countries. The discussions that we had today will help both U.S. exporters in their entry into the Dominican Republic market, as well as the people of the Dominican Republic as they purchase the best-made products in the world."

President Mejia -- who was elected president two years ago as a champion of economic development, poverty alleviation, education reform, and Caribbean Basin integration -- emphasized the importance of free trade to the Dominican Republic and invited U.S. officials to see his country's progress in trade liberalization. He also said that the Dominican Republic is already the United States' fifth-largest Latin American trading partner.

Transactions of the Month

Ohio and California Firms Sell Food-Processing Equipment and Greenhouses to Mexico

Ex-Im Bank approved medium-term coverage to support a \$3.3 million sale by the **Dupps Company** of Germantown, **Ohio**, to Procesadora de Aves de Tepa ("PATE") of Tepatitlan, Mexico. The Dupps equipment, which is environmentally beneficial, initially will be used to process chicken by-products into protein material that will be sold to producers of animal feeds. Later, oils may be extracted and sold to chemical and soap manufacturing companies. The Dupps Company was established in 1927, and the fourth generation of the family is now working in the business. The company has received many letters of interest from Ex-Im Bank, but this was their first authorized transaction. There was Danish competition for the sale.

Orgil International Greenhouses Corporation of **San Diego, Calif.**, will build and ship four advanced greenhouse-growing systems for \$1.8 million to Cuauhtemoc, Mexico, thanks to a five-year medium-term export credit insurance policy from Ex-Im Bank. The greenhouses will be used to grow high-quality tomatoes, peppers and cucumbers. "This is great news for our local San Diego economy and for our suppliers around the country," said Joe Gelman, Orgil's president. "We expect to hire more employees as a result of this approval. It will also assist Mexican farmers increase their growing productivity and food safety in an environmentally responsible way."

Trade Promotion Coordinating Committee Aims To Streamline and Enhance U.S. Government Export Promotion and Trade Finance Services

The Trade Promotion Coordinating Committee (TPCC) is an interagency federal task force that is focused on coordinating, streamlining, and enhancing America's export promotion and trade finance services in order to bolster U.S. businesses' global competitiveness. The TPCC, established by the Export Enhancement Act of 1992, includes 19 U.S. government agencies and is chaired by the secretary of commerce.

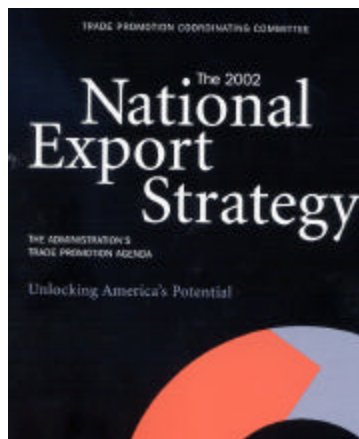
In the most recent of the TPCC's annual National Export Strategy reports, the Committee issued three broad recommendations: 1) make the U.S. government a more active partner with U.S. exporters in major project competitions; 2) provide better customer service through joint promotion, training, trade finance and information delivery; and 3) provide more effective outreach and trade education through state and local partnerships to ensure that potential exporters know about available services. A major goal is to increase small business exporting, since fewer than 1 percent of U.S. small businesses export -- a smaller percentage than in other countries.

As Commerce Secretary Donald L. Evans said in May, "These recommendations give our exporters a new strategic partner, and provide them with the tools they need to be globally competitive. We want to help those companies exporting to only one market broaden their horizons and make sure that capable small businesses can take full advantage of new market openings."

Among the many recommendations that Ex-Im Bank is currently working on include:

1) Ex-Im Bank will work with Commerce, the State Department, the Trade and Development Agency (TDA), and the Overseas Private Investment Corporation (OPIC) to identify projects in the early stages of development in Mexico, China, and Russia;

2) Ex-Im Bank and the Small Business Administration (SBA) will develop joint marketing programs and performance measures for their working capital programs; 3) Ex-Im Bank will benchmark many of its finance processes and procedures against the practices of commercial banks and other export credit agencies; 4) Ex-Im Bank will work with the Commerce and Treasury



Departments to commission a study on the impact of market windows on U.S. exporters; and 5) The tied aid war chest will be used to leverage cooperation of untied aid donors in an OECD agreement to limit tied aid and to insure that U.S. exporters have access to competitive tied aid credit support.

In addition Ex-Im Bank and the Commerce Department, the TPCC includes the SBA, OPIC, TDA, the U.S. Trade Representative, the Agency for International Development, the Office of Management and Budget, the Council of Economic Advisers, the National Economic Council, the U.S. Information Agency, the Environmental Protection Agency, and the Departments of State, Treasury, Agriculture, Interior, Labor, Defense, Energy, and Transportation.

Aguirre, testifying before the Senate in May, said, "In the public sector, the principles of the TPCC are fundamentally issues of efficiency and providing our exporters the best unified and simplified government support possible. In these tough times, our exporters need the best their government can offer."

See <http://www.sbea.org/2002-Natl-Export-Strategy.pdf>



Published by:
Office of Public Affairs
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