



# EX-IM BANK NEWS

*"The Export-Import Bank helps advance U.S. trade policy, facilitate the sale of U.S. goods and services abroad, and create jobs here at home." -- President George W. Bush*

## News in Brief

### FY 2003 Budget Will Help Ex-Im Meet Finance Demands

The omnibus fiscal year 2003 budget passed by the Congress and signed into law by President Bush on Feb. 20 will allow Ex-Im Bank to sufficiently meet expected demand in the fiscal year ending Sept. 30. The total program budget appropriated is \$509.6 million, and the administrative budget is \$67.9 million.

### Aguirre To Join Department of Homeland Security

Ex-Im Bank Vice Chairman Eduardo Aguirre was appointed last month by President Bush to be the acting director of the Bureau of Citizenship and Immigration Services of the new Department of Homeland Security. Aguirre -- who became vice chairman of Ex-Im Bank in December 2001 will continue to serve the Bank in that position until further notice.

### Bush Administration Streamlines U.S. Services for Exporters

The U.S. Department of Commerce and Ex-Im Bank announced new measures on Feb. 20 to better coordinate export-counseling services and streamline and simplify access to financing for U.S. exporters.

Individuals who call Ex-Im Bank's toll-free 1-800-565-EXIM line seeking general export and trade-finance assistance or information on federal trade programs now will be directly routed to Commerce's Trade Information Center. In addition, companies that seek assistance with bidding on foreign procurement from Commerce's Trade Advocacy Center will be linked with Ex-Im Bank for information on export financing.

### Ex-Im Bank Committed to Latin America During Volatile Times

Jeffrey L. Miller, Ex-Im Bank's senior vice president for export finance, told the Structured Trade and Export Finance in the Americas Conference in Miami, Fla., on Feb. 25 that, despite difficult economic times facing parts of Latin America, Ex-Im Bank -- while carefully monitoring developments -- will remain committed to keeping trade flowing between the United States and the region.

"At Ex-Im Bank, it's our job to finance exports, whether in difficult times or in difficult markets," Miller said. "We are the first ones into difficult markets and the last ones to leave. Export credit agencies such as Ex-Im Bank have consistently played a critical role in filling financing gaps to emerging markets. Ex-Im Bank's financing products are tailored to meet almost any market conditions, and, clearly, market conditions in Latin America remain volatile and uncertain."

Ex-Im Bank authorized more than \$3 billion in financing to support U.S. exports to Latin America and the Caribbean last year, including approximately \$1.6 billion for Mexico and \$788 million for the Dominican Republic. In addition, the U.S. government's Trade Promotion Coordinating Committee, of which Ex-Im Bank is a member, has identified Mexico and Brazil as two of six priority markets.

### Trade Security and U.S.-Thai Commerce Dominate Aguirre's Agenda in Thailand



Ex-Im Bank Vice Chairman Eduardo Aguirre (fourth from left) after Feb. 27 address to American Chamber of Commerce, Bangkok, Thailand.

Ex-Im Vice Chairman Eduardo Aguirre told the Conference on Secure Trade in the 21-nation Asia Pacific Economic Cooperation (APEC) Region (STAR) in Bangkok, Thailand on Feb. 24 and 25 that Ex-Im Bank will support U.S. exports of equipment, technology and services -- including gamma-ray detection technology, biometric systems, and airport security systems -- to enforce trade security. "For free trade to be effective, it has to be free of terrorism, sabotage and other such impediments," Aguirre said. "It cannot be hobbled by security issues." The STAR initiative is designed to enhance security while increasing trade by accelerating action on screening cargo for security before transit, increasing security on ships and airplanes, and enhancing security in airports and seaports.

During Aguirre's weeklong trip to Thailand, he addressed the American Chamber of Commerce in Thailand on Feb. 27 and met with Thai government and business leaders. He told AmCham members that "Ex-Im Bank supports everything from Thai purchases of large U.S. commercial aircraft to small shipments of U.S. cotton goods."

The Bank has authorized more than \$1.1 billion in financing for U.S. exports to Thailand during the last three years, and has \$1.2 billion in exposure. These have included aircraft sold to Thai Airways, telecommunications equipment, and smaller sales such as restaurant equipment exported by **Greenfield World Trade of Ft. Lauderdale, Fla.**, and cotton goods by **Marketing Services of Greenville, Miss.**

# Ex-Im Bank Transaction of the Month

## Small Massachusetts Telecom Firm Boosts Sales Through Exports At Time When Most Telecom Firms Struggling

A Massachusetts small business telecommunications company has been able to increase its sales through exports to China and other countries, thanks to a recent working capital guarantee from Ex-Im Bank.

The company, **iBasis**, of **Burlington, Mass.**, received a \$5 million working capital loan from **Silicon Valley Bank**, of **Santa Clara, Calif.**, in January, and Ex-Im Bank's guarantee was committed under delegated authority to Silicon Valley Bank.

iBasis, which was founded in 1996 and has 120 employees, provides advanced Internet-based communications services that enable telecommunications carriers and other communications service providers to offer international voice, fax, and other

enhanced services. The company's main business is its voice over Internet protocol (VoIP). iBasis also offers its IP Call Card, which provides real-time billing for VoIP calls, and ConnectPoint Global Access, which offers VoIP audioconferencing services. According to Probe Research Inc., VoIP services are projected to increase from \$7.4 billion in 2002 to \$34.5 billion in 2005.

"The company has increased its sales from \$19 million in 1999 to \$133 million in 2001, which it already topped in the first 10 months of 2002, at a time when most telecommunications firms are struggling," said Jeannie Kao, of the International Structured Trade Financing Department of Silicon Valley Bank.

## 1,200 Companies Receive Support From S.W. Ex-Im Office



Ex-Im Bank's Southwest Regional Office staff: from left to right - Director Patrick Crilley, Joseph Ringer, Kelly Kemp, and Patricia Ward.

Ex-Im Bank's Southwest Regional Office in Houston, Texas, has helped more than 1,200 companies -- the vast majority of them small businesses -- sell their goods and services to buyers throughout the world during the last five years. These have ranged from engineering services provided by **Albert Garaudy & Associates** of **Metairie, La.**, for a project in Equatorial Guinea and electric submersible pumps exported to Russia by **Baker Hughes** of **Claremore, Okla.**, to environmental additives sold to Australia by **Aspen Petroleum Products** of **Denver, Colo.**, and excavators and other construction equipment sold to Russia by **Worldwide Machinery Inc.**, of **Channelview, Texas** (see photo below).



The Houston office serves U.S. exporters in Texas, Colorado, New Mexico, Oklahoma, Louisiana, Alabama, Mississippi, Arkansas, and western Tennessee. "Our staff has years of professional experience in international trade, ranging from international banking to insurance and structured finance," said Patrick Crilley, the office's director. "Consequently, we're well prepared to provide Ex-Im Bank solutions for a wide spectrum of exporters and suppliers."



John Emens, Ex-Im V.P., trade finance/insurance, at Illinois Agricultural Leadership Program on March 4

## Ex-Im To Back African Transport, Expanded U.S. Exports, Grandmaison Tells Africa

Ex-Im Bank Director Joe Grandmaison, who began a two-week trip to South Africa, Botswana, Nigeria, and Benin on Feb. 28, will take steps to expand U.S. export sales to Africa by signing master guarantee agreements with Standard Bank in South Africa and Bank of Africa in Benin.

Grandmaison will participate in the African Ministerial Forum on Integrated Transport in Abuja, Nigeria, on March 9, and will sign contracts committing Ex-Im Bank support for exports of telecommunications and AIDS-related medical equipment.

## Ex-Im Conference To Feature Rep. Oxley, Specialized Panels

The Ex-Im Bank Annual Conference, which will be held on April 22 and 23 at the Omni Shoreham Hotel in Washington, D.C., will feature Rep. Michael Oxley (R-Ohio) as one of several speakers, as well as specialized workshops focusing on such topics as sub-Saharan Africa, new developments at Ex-Im Bank, and the priority export markets identified by the Trade Promotion Coordinating Committee.

## Ex-Im Bank Helps Indonesian Power Plant Restructuring

A \$381 million direct loan from Ex-Im Bank has contributed to the successful debt restructuring of the 1,230-megawatt coal-fired Paiton I power project in Indonesia. Ex-Im Bank, the Overseas Private Investment Corporation and Japan's two export credit agencies are the major lenders involved in reducing the outstanding loans from an international consortium of 38 commercial banks.



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