



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

Aguirre Addresses Bechtel, BAFT, Dallas Chamber

Ex-Im Bank Vice Chairman Eduardo Aguirre addressed the Bechtel International Power Forum on Oct. 4 and the Bankers' Association for Finance and Trade on Oct. 11 to discuss Ex-Im Bank's reorganization. He told Bechtel of Ex-Im's recent financing of the Nanhai petrochemical complex in China and the Nigerian LNG project, and agreements to help develop Russian oil and gas fields. Aguirre noted the Bank's efforts in Latin America to the Greater Dallas Chamber on Oct. 16.

Ex-Im Approves \$1.1 Billion Pemex Credit Facility

Ex-Im Bank approved a preliminary commitment for a \$1.1 billion credit facility with Petroleos Mexicanos (Pemex) that allows U.S. exporters to compete for sales on four projects for which Pemex is seeking bids. The Bank approved \$500 million of this facility to finance two Pemex projects.

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McAdams Named New Credit Risk Sr. VP in Reorganization

Ex-Im Bank announced, on Nov. 4, the appointment of John A. McAdams to the newly created position of senior vice president of the new Credit and Risk Management Group. The group was created as part of the recent organizational changes to make the Bank more customer-driven.

McAdams, who has held executive management positions with Bank of America, will oversee risk management, including credit underwriting, credit review and compliance, country risk and economic analysis, and engineering and environmental analysis.

"John McAdams' extensive track record in domestic and international banking, including trade finance, will be invaluable," said Ex-Im Vice Chairman Eduardo Aguirre.



John A. McAdams, senior vice president, Credit and Risk Management Group.

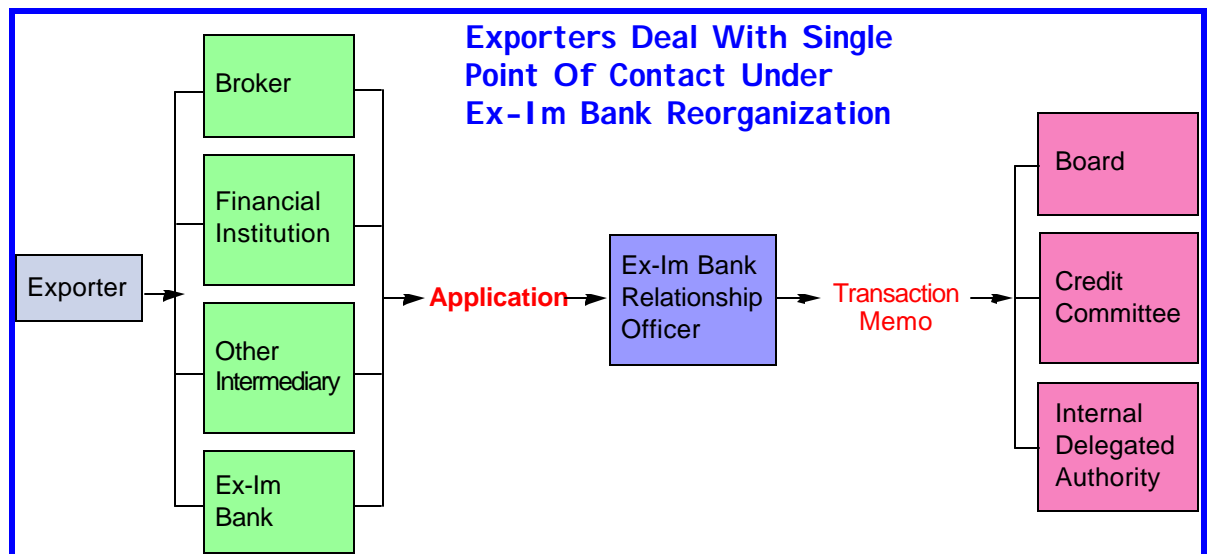
Ex-Im Reorganization Offers Exporters One-Stop Shopping

Ex-Im Bank's reorganization, which took effect on Oct 1, will make it easier for exporters to get the financing they need. Every exporter will now have a single point of contact -- a "relationship officer" -- who can direct them to the product that is right for them (whether insurance, loan guarantee, or working capital guarantee) and will shepherd their transaction from start to finish.

The new "export finance group is devoted to, and accountable for, managing transaction relationships with our exporters, lenders, and foreign buyers," Bank Vice Chairman Eduardo Aguirre said. "This group has the breadth of resources to deliver all our products globally. In addition, this group will lead both our domestic and international business development."

When an exporter comes to Ex-Im Bank for financing, instead of having to go to different divisions for different products (as was true in the past), the exporter is assigned to a relationship officer who is a specialist in the country to which the exporter seeks to sell. [See diagram below.] After helping the exporter find either a broker, a financial institution, another intermediary, or the product that he

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Renberg Speaks At Vermont World Trade Day

Ex-Im Bank Director Dan Renberg was the keynote speaker at the fourth annual Vermont World Trade Day on Oct. 16 in Burlington, where he urged Vermont exporters to be more competitive, reach new markets, and increase sales with the help of Ex-Im Bank financing. "Vermont has the fastest export growth in the Northeast," Renberg said. "But there is even greater potential for small and medium-sized Vermont companies to export."

New Partnership To Speed Claims

Ex-Im Bank is partnering with Real Estate Recovery, Inc. of Herndon, Va., and Value Recovery Group, Inc. of Columbus, Ohio, to enhance customer service in processing short- and medium-term insurance claims, medium-term guarantee claims and medium-term guarantee amendments. This partnership will allow Ex-Im Bank's Asset Management Division to provide more timely responses to claims and amendment requests.



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Transactions of the Month

Guatemala Buys Fuel Tanks, Texas Exporters Sell to Nigeria, Mexican Hospital Buys U.S. Equipment, Oklahoma Firms Sell Oil-Treatment Facility

Ex-Im Bank approved a \$1.5 million, five-year loan guarantee to support the \$1.65 million sale by **CBI Company Ltd. of Woodland, Tex.**, of six fuel storage tanks to Alka Wenker S.A. in Guatemala City, Guatemala. CBI, a wholesaler and contractor owned by Chicago Bridge & Iron Co., specializes in erecting storage tanks built by its parent or related companies.

Four Texas exporters -- **American Built Equipment of Irving, Continental Manufacturing Co. of Houston, Mustang Tractor & Equipment Co. of Houston, and Revcom Inc. of Dallas** -- are exporting \$1.1 million in telecommunications equipment, trucks and concrete batch plants to two Nigerian companies, using an Ex-Im Bank medium-term guarantee. The buyers are Spacenet Ltd. and Ojemai Farms Ltd. of Lagos.

Ex-Im Bank approved a \$10 million, seven-year credit guarantee facility so that the American British Cowdray Medical Center in Mexico City can buy medical equipment from U.S. suppliers to expand its facilities and equip a new hospital in Santa Fe, Mexico. The transaction was supported under Ex-Im Bank's Medical Equipment Initiative to enhance backing for U.S. exports of medical equipment and services to emerging markets.

Service and Technology Corp. of Bartlesville, Okla., is selling a \$1.3 million compact waste oil treatment facility that can convert 100 tons per day of used lubricating oil into marine diesel and residual fuel oil to Bravo Energy of Santiago, Chile. The company benefited from Ex-Im Bank's environmental export credit insurance, which features financing enhancements.

Ex-Im Bank Reorganization, Zytcer Appointed SME VP

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or she needs directly from Ex-Im Bank, the relationship officer takes the exporter's application and makes sure the exporter quickly gets a credit decision. At that point, the relationship officer prepares the transaction memo for approval by either Ex-Im Bank's board of directors or credit committee, or by internal delegated authority.

Jeffrey Miller, who heads the new Export Finance Group, said: "Having all business in one house gives a better synergy among all products. This also establishes one business culture and one credit culture at Ex-Im Bank."



Sam Z. Zytcer, vice president, Small and Medium Enterprises Division.

Ex-Im Bank also announced the creation of a Small and Medium Enterprises Division on Oct. 28, and named Sam Z. Zytcer as vice president of the new division. The division, which is part of the Export Finance Group, brings together the two products most frequently used by small and medium-sized exporters: multibuyer insurance and working capital guarantees.

Grandmaison Delivers Ex-Im Message to 4 African Nations



U.S. Deputy Chief of Mission Gordon Gray, Joe Grandmaison, Egyptian Minister of Foreign Trade Youssef Boutros-Ghali, and Mohamed Mansour in Cairo on Oct. 10.

Ex-Im Bank Director Joe Grandmaison led an Ex-Im Bank delegation to four African nations in October that included speeches to a regional aviation infrastructure conference in Marrakech, Morocco, on Oct. 7, and the Nigerian Economic Summit in Abuja on Oct. 17. He said that aviation infrastructure is vital for economic growth in the Middle East and North Africa, which accounts for just 5 to 7 percent of global air traffic. In Abuja, he said that "there is probably no market in the world that Ex-Im Bank has worked harder in than Nigeria in the last three years," noting that the Bank has backed 48 transactions worth \$220 million since it reopened in Oct. 1999. Grandmaison also spoke at an Ex-Im Bank seminar in Cairo, Egypt on Oct. 10, and met with government and business leaders in Senegal, as well as Morocco, Egypt, and Nigeria.