



TRANSPORTATION FREIGHT FINANCING PROGRAM



U.S. Department
of Transportation
**Maritime
Administration**



**The Export Import Bank
of The United States**

TFF Program
Transportation Freight Financing



Contents

Program Details	3
Program Benefits	3
Eligible Borrowers	3
Who is Eligible	4
Services That Can Be Financed	4
Borrowing Availability and Loan Term	5
Collateral	5
Documentation: Loan Eligibility	5
U.S. Content Requirements	6
Program Policies	6
Getting Started	7
TFF Participating Banks / Lenders	10
Ex-Im Bank Contacts	11
U.S. Maritime Administration HQ Contacts	12
U.S. Maritime Administration Regional Contacts	13-14
U.S.-Flag Blue Water Carriers	15-19



Transportation Freight Financing Program

Program Details

A transportation logistics company can now offer better terms to its customers, and be assured that its invoices for the international transport of cargo can be financed on competitive terms.

Ex-Im Bank's working capital financing enables U.S. based transportation logistics providers to obtain working capital loans that facilitate the export of commercial cargo on commercial U.S.-Flag ships

These working capital loans, made by commercial lenders and backed by the Ex-Im Bank guarantee provide the liquidity to accept new export related business and compete more effectively in the International marketplace.

On this basis, transportation logistic companies may be able to borrow substantially more funds and obtain better credit terms when commercial cargo is shipped on U.S.-Flag vessel.

Program Benefits

- Fulfill Export Sales Orders
- Turn domestic and foreign accounts receivable due and payable from exporters of cargo into cash.
- Expand access to financing



Eligible Borrowers

- Borrowers must be located in the United States and be in the International freight logistics business.
- Eligible borrowers include: shippers, freight forwarders, logistics service providers and ocean, air, rail and truck carriers.
- Borrowers must have at least a one year operating history and have a positive net worth.

Who is Eligible?

U.S. export service providers who appear on a U.S.-flag vessel ocean bill of lading including:

- Shipper / Exporter
- Freight Forwarder / Logistics Provider
- NVOCC
- Ocean Carriers
- Custom House Brokers



Services That Can Be Financed

Any services directly related to the logistics of moving goods from the supplier to and on a U.S.-flag vessel.

Such items would include:

- Ocean Freight
- Air Freight
- Cargo Insurance / Marine Insurance
- Crating and Packing
- Port Drayage (Port Trucking)
- Inland Rail
- Inland Trucking
- Inland Water / Marine Highway
- Terminal Fees
- Forwarder Fees
- And more

All services must be invoiced by the borrower and generally must be due and payable in the United States.

Military or nuclear cargoes are not eligible under this program.

Borrowing Availability and Loan Term

As indicated in the financing example below, available funding will be based on an advance rate percentage of the value of eligible services invoiced and not yet paid.

The advance rate is typically 90% of the invoice depending on the credit worthiness of the customer.

A loan facility is generally open for a one-year term (renewable) and can be either transaction-specific or revolving.

Services To Be Covered	Invoice Amount	Available Funding
Trucking in the USA	\$100,000.	\$ 90,000
Marine Insurance US Company	\$ 10,000.	\$ 9,000
Ocean Freight	\$750,000.	\$ 675,000
Third country / post carriage inland Freight	\$ 10,000.	\$ 9,000
US Export Packing / Warehousing	\$75,000.	\$ 67,500
TOTAL	\$945,000	\$850,500

Collateral

These Guaranteed working capital loans are secured by the accounts receivable due and payable from the shippers of the cargo, and the proceeds generated from such accounts receivable. At times, other collateral could also be required.

Documentation: Loan Eligibility

Core required documents are the Bill of Lading (B/L) and the Invoices for the eligible services and any related documentation required under an asset based lending program

To be eligible, the borrower must appear on the US-flag vessel freighted Bill of Lading (B/L) and on the invoices being submitted for coverage.

If an NVOCC is used as an intermediary, the eligible party must have the relevant US Flag Vessel B/L (master B/L) attached.

U.S. Content Requirements

The aggregate value of all services appearing on the invoices must have at least 50% U.S. content for the whole invoice to qualify. If less than 50% U.S. content, then Ex-Im Bank can only support up to the percent of the U.S. content appearing on the invoice.

U.S. content includes the following:

- Freight services performed in the United States.
- Cargo/Marine insurance provided by U.S. companies.
- Packing and crating done in the United States.
- Ocean freight charges on U.S.-Flag vessels.



Program Policies

Eligibility of any particular participant or service under this program will be determined by the Ex-Im Bank.

Eligibility is also subject to the Ex-Im Banks standard programs and policies

Getting Started

Application

You can apply to Ex-Im Bank for working capital financing in two ways:



(1) Delegated Authority Lender:

An exporter may apply through a lender that has been granted a TFF guarantee from Ex-Im Bank.

A listing of lenders that have already enrolled in the TFF Ex-Im Bank program are on page 9.

(2) Preliminary Commitment Application (direct):

An exporter may apply directly to Ex-Im Bank for a preliminary commitment (PC) to a guarantee.

A PC is a nonbinding expression of interest from Ex-Im Bank that the borrower's needs, as outlined in the application, generally meet Ex-Im Bank's financing requirements.

When a PC is granted, the exporter can approach a lender to secure the most attractive loan package.

To apply for a preliminary commitment, please contact Ex-Im Bank's Business Development staff at:

Ex-Im Business Development

Tel: (202) 565-3946

Fax: (202) 565-3931

Email general business inquiries to: info@exim.gov

Fees/Interest Rate

- Application Processing Fee – \$100 for a final commitment (No additional fee is charged for conversion of a preliminary commitment to a final commitment.)
- Up-front Facility Fee – 1.5% of the total loan amount, based on a one-year loan. (For loans of up to six months, the facility fee is 0.75% of the total loan amount.)
- Interest rate and application fees as charged by the commercial lender.

Contact Information

TFF Participating BANKS / LENDERS

CITY NATIONAL BANK

606 South Olive Street
Suite 300
Los Angeles, CA 90014
Thomas Burr
Senior Vice President
213-347-2295

BB&T BANK

2 North Charles St.,
Suite 100
Baltimore, MD 21201
Deborah A. Conrad
Phone: 410-727-1121
Fax: 410-727-7573

WELLS FARGO HSBC TRADE BANK

333 South Grand Avenue
Suite 888
Los Angeles, CA 90071
Brett A. Marschall
Senior Vice President
213-253-3385

TD BANKNORTH

102 West Main Street
New Britain, CT 06051
Eric Aberbach
Vice President
860-832-4052

BANK OF TEXAS

1401 McKinney
Suite 1650
Houston, TX 77010
M.G. Shetty
Senior Vice President
713-286-5817

M&T BANK

25 South Charles Street
Baltimore, MD 21201
Gerald Solomon
Vice President
410-244-4821

BUCKS COUNTY BANK

200 S. Main Street
Doylestown, PA 18901
Bruce Cattie
Vice President
215-589-6224



EX-IM Bank Contacts



The Export Import Bank
of The United States

Ex-Im Bank
Export Import Bank of the United States
Headquarters Office

811 Vermont Avenue
Washington DC 20571
Business Development

Main Tel: (202) 565 3946
Fax: (202) 565 3931
National: (800) 565 3946 (Select Option "2" Regions)
Email: info@exim.gov
Web: www.exim.gov

Northeast and Mid-Atlantic Regions

New York, NY
Tel: (212) 809-2650
Fax: (212) 809-2646

San Diego

San Diego, CA
Tel: (619) 557-7091
Fax: (619) 557-6176

Southeast Regional Office

Miami, FL
Tel: (305) 526-7436
Fax: (305) 526-7435

Long Beach

Long Beach, CA
Tel: (562) 980-4580
Fax: (562) 980-4590

Midwest Regional Office

Chicago, IL
Tel: (312) 353-8081
Fax: (312) 353-8098

Orange County

Newport Beach, CA
Tel: (949) 660-1341
Fax: (949) 660-9553

Southwest Regional Office

Houston, TX
Tel: (281) 721-0465
Fax: (281) 679-0156

San Francisco, CA

San Francisco, CA
Tel: (415) 705-2285
Fax: (415) 705-1156

U.S. Maritime Administration HQ Contacts



U.S. Department
of Transportation
**Maritime
Administration**

U.S. Department of Transportation Maritime Administration

Cargo Assistance Team

Southeast Federal Center
1200 New Jersey Avenue
MAR730
Mail Stop W23 453
Washington, DC 20590

Tel: (202) 366 4610
(800) 9US FLAG
Fax: (202) 266 5522
Email: cargo.marad@marad.dot.gov
Web: www.marad.dot.gov/usflag

Dennis J. Brennan
Tel: (202) 366 1029
Cell: (202) 420 8331
dennis.brennan@dot.gov

Mike O'Rear
Tel: (202) 366 5510
mike.orear@dot.gov

Jan S. Downing
Tel: (202) 366 0783
Jan.downing@dot.gov



U.S. Maritime Administration Regional Contacts

UPPER MISSISSIPPI - St. Louis

Robert Goodwin, Director
Suite 2.202F
1222 Spruce St.
St Louis, Mo. 63103-2818
Office: 314-539-6783
Cell: 202-306-4297
robert.goodwin@dot.gov

SOUTHERN CALIFORNIA - Long Beach

Alan T. Hicks, Director
Glenn M. Anderson Federal Bldg
Room 5190
501 West Ocean Blvd
Long Beach, CA 90802
Office:
Cell:
alan.hicks@dot.gov

GREAT LAKES OFFICE - Chicago

Doris Bautch - Director
1701 E. Woodfield Rd. Suite 203
Schaumburg, IL 60173
Office: (847) 995-0122
Cell (202)-577-5019
doris.bautch@dot.gov

WESTERN GULF - Houston

Director to be Named

Houston, TX

SOUTH ATLANTIC - Miami

Lauren Brand - Director
Office: (305) 890-6016
lauren.brand@dot.gov

EASTERN GULF

LOWER MISSISSIPPI - New Orleans

James Murphy - Director
Office: (504) 589-2000 EXT 229
Cell: (504) 628-7941
500 Poydras Street
Room 1223
New Orleans LA 70130
james.murphy@dot.gov



U.S. Maritime Administration Regional Contacts (continued)

NORTH ATLANTIC - New York

Robert McKeon - Director
One Bowling Green, Room 418
New York, NY 10004
Office (212) 668-3330
Cell: (347) 231-4127
robert.mckeon@dot.gov

NORTHERN CALIFORNIA - San Francisco Oakland

Director to be Named
201 Mission Street, Suite 1800
San Francisco, CA 94105

PACIFIC NORTHWEST / ALASKA - Seattle

Randy Rogers - Director
Henry M. Jackson Federal Building
915 2nd Avenue
Room 3196
Seattle, WA 98174
Office: (206) 220-7717
Cell: (206) 391-7913
randy.rogers@dot.gov



U.S.-Flag Blue Water Carriers

ALASKA MARINE LINES

5615 W. Marginal Way S.W.
Post Office Box 24348
Seattle, WA 98124-4348

Don Reid
Tel: 907-463-9329
Cell: 907-321-2328
dreid@lynden.com
www.aml.lynden.com

ALLIANCE NAVIGATION LLC

500 N. Broadway, Suite 243
Jericho, NY 11753

Roy Winograd
Tel: 516-802-8885
roy.winograd@alliancenaavigation.com
www.alliancenaavigation.com

AMERICAN ROLL-ON ROLL-OFF CARRIER

One Maynard Drive
3rd Floor
Park Ridge, NJ 07656

Sandy Santianna ,
Tel: 201-571-0451
ssantianna@amslgroup.com

APL MARITIME, LTD.

6550 Rock Spring Drive
Suite 300
Bethesda, MD 20817

R. Bruce Carleton
Tel: (301) 571-0100 x319
bruce_carleton@aplmaritime.com

AHL SHIPPING COMPANY

219 E. Houston St.
Suite 300
San Antonio, TX 78205

Capt. Thomas W.J. Burg,
Tel: 210-228-2751
Cell: 210-317-9526
operations@ahlsc.com
www.ahlsc.com

AMERICA CARGO TRANSPORT, INC.

16300 Christensen Road, Suite 203
Seattle, WA 98188

Helen Foster
Tel: 206-243-1800
Helen@AMERCT.com
www.amerct.com

APL

1667 K Street, NW
Suite 400
Washington, DC 20006

Customer Service: 1-800-999-7733 Option
"6"
www.apl.com/services/html/us_flag_services.html

CENTRAL GULF LINES, INC.

One Whitehall Street
New York, NY 10004

Tel: 212-943-4141
cglny@intship.com:
www.intship.com/cgl.htm

U.S.-Flag Blue Water Carriers (continued)

COLUMBIA COASTAL TRANSPORT, LLC

106 Allen Road
Liberty Corner, NJ 07938

Joe Villa
Tel: 908-991-0001
jvilla@columbiacoastal.com
www.columbia-coastal.com



CRIMSON SHIPPING CO., INC.

150 Viaduct Road
Chickasaw, AL 36611

Alan Weatherford
Tel: 251-457-9551
alan.weatherford@crimsonshipping.com
www.Crimsonshipping.com

FOSS MARITIME COMPANY

660 W. Ewing Street
Seattle, WA 98119

Don McElroy
Tel: 206-281-3856
dmc@foss.com
www.foss.com

GLOBAL INTERNATIONAL MARINE

P.O. Box 6031
Houma, LA 70360

Ray Fournier
Tel: 985-868-9327
rayf@gimc.net

GLOBAL CONTAINER LINES LIMITED (GCL)

100 Quentin Roosevelt Blvd.
Garden City, NY 11530

Bijan Paksima
Tel: 516-222-0707
bpaksima@gogcl.com
www.gogcl.com

HAPAG-LLOYD USA, LLC

401 East Jackson Street
Suite 3300
Tampa, FL 33602

Charles Weymouth,
Tel: 813-276-4600
michael.cunningham@hlag.com
www.hapag-lloyd.com

HORIZON LINES, LLC

4064 Colony Road, Suite 200
Charlotte, NC 28211

Ed Berti
Tel: 704-973-7017
EBerti@horizon-lines.com
www.horizon-lines.com

U.S.-Flag Blue Water Carriers (continued)

INTERMARINE, L.L.C.

16801 Greenspoint Park Drive
Suite 200
Houston, TX 77060

Leo Bonser
Tel: 281-885-3500
leo@intermarineusa.com
www.intermarineusa.com

K-SEA TRANSPORTATION CORP.

3245 Richmond Terrace
Staten Island, NY 10303

Carl Eklof, Jr.
Tel: 718-720-7207
ceklofjr@k-sea.com
www.k-sea.com

LIBERTY GLOBAL LOGISTICS

1979 Marcus Avenue
Suite 200
Lake Success, NY 11042

Robert Wellner
Tel: 516-488-8800
info@libertygl.com
http://www.libertygl.com

LIBERTY MARITIME CORPORATION

1979 Marcus Avenue
Suite 200
Lake Success, NY 11042

Capt. David O. Hussey
Tel: 516-488-8800
operations@libertymar.com:
www.libertymar.com

MAERSK LINE, LIMITED

One Commercial Place, 20th Floor
Norfolk, VA 23510

Fred Finger
Tel: 757-857-4800
ffinger@mllnet.com
www.maersklinelimited.com

MAERSK LINE

7 Giralda Farms
Madison Avenue
P.O. Box 880
Madison, NJ 07940-0800

Ed Long
Tel: 973-514-5360
USASALPRJ@maersk.com

MATSON NAVIGATION COMPANY

555 12th Street
Oakland, CA 94607

Mike Garvin
Tel: 510-628-4200
MGarvin@matson.com
www.matson.com

MCALLISTER FEEDER LINES, INC.

3165 Richmond Terrace
Staten Island, NY 10303

Captain Steven J. Kress
Tel: 718-273-6300
operations@mcallistertowing.com
www.mcallistertowing.com

U.S.-Flag Blue Water Carriers (continued)

MOBY MARINE CORPORATION

P.O. Box 466
Palm City, FL 34991

Dan McAlpin
Tel: 772-419-5119
MobyMarine@aol.com
Web Page URL:
www.MobyMarine.com

NATIONAL SHIPPING OF AMERICA, INC.

222 Kearny Street
Suite 305
San Francisco, CA 94108

Torey Presti
Tel: 415-397-2024, ext. 333
tpresti@natship.us
www.natship.us

OTTO CANDIES, LLC

P.O. Box 25
Des Allemands, LA 70030

Tel: 504-469-7700 Email:
traffic@ottocandies.com
www.ottocandies.com

RED RIVER SHIPPING CORP.

6110 Executive Blvd, Suite 620
Rockville, MD 20852

George Crighton
Tel: 570-923-2841
Cell: 814-360-2830
georgec@redrivershipping.com
www.redrivershipping.com

MORAN TOWING CORPORATION

50 Locust Avenue
New Canaan, CT 06840

Bruce D. Richards
Tel: 203 442-2850 Email:
bruce@morantug.com
www.morantug.com

OSG SHIP MANAGEMENT, INC.

666 Third Avenue, 5th Floor
New York, NY 10017

Louis S. Esposito
Tel: 212-578-1949
Lesposito@osg.com
www.osg.com

PASHA HAWAII TRANSPORT LINES LLC

5725 Paradise Drive, Suite 1000
Corte Madera, CA 94925

Michael Connolly -
Tel: 415-927-6439
Cell 415-419-4911
mike_connolly@pashanet.com
http://www.pashahawaii.com

SEALIFT INC.

68 West Main Street
Oyster Bay, NY 11771

Ragnar Meyer-Knutsen
Tel: 516-922-1000
info@sealiftinc.com
www.sealiftinc.com

U.S.-Flag Blue Water Carriers (continued)

SEA STAR LINE, LLC

100 Bell Tel Way
Suite 300
Jacksonville, FL 32216

Robert Krok
Tel: 904-855-1260 ext. 1036
RKROK@seastarline.com
www.SEASTARLINE.com

SIGNET MARITIME CORP.

1330 Post Oak Boulevard
Suite 2150
Houston, TX 77056

Charles E. Ruehl, Jr.
Tel: 713-840-1100
cruehl@signetmaritime.com
www.signetmaritime.com

SUPERIOR MARINE SERVICES, INC.

2574 N. University Drive
Suite 211, Sunrise Plaza
Sunrise, FL 33322

David E. Wright
Tel: 954-747-3814
MarineSvc@aol.com
www.superiormarinesvcs.com

TIDEWATER MARINE, L.L.C.

Towing Division
P.O. Box 1519
Amelia, LA 70340

William Scott
Tel: 985-631-5718
Cell : 985-518-3569
bscott@tdw.com
www.tdw.com

TOTEM OCEAN TRAILER EXPRESS, INC.

P.O. Box 4129
Federal Way, WA 98063-4129

Claudia Roberts
Tel: 253-449-8166
croberts@totemocean.com
www.totemocean.com

TRAILER BRIDGE, INC.

10405 New Berlin Road East
Jacksonville, FL 32226

Joe Cruise
Tel: 800-554-1589
jcruise@trailerbridge.com
www.trailerbridge.com

TRANSATLANTIC LINES LLC

6 Lincoln Avenue
Greenwich, CT 06830-5751

Brandon Rose
Tel: 203-625-5514
Brose@mthopeco.com

U.S. UNITED OCEAN SERVICES

1300 East 8th Avenue
Suite S-300
Tampa, FL 33605

Cliff Johnson
Tel: 813-209
cliff.johnson@united-mar.com
www.unitedmaritimegroup.co

WATERMAN STEAMSHIP CORP

One Whitehall Street
New York, NY 10004-2109

Joe Ryan
Tel: 212-747-8550
waterman@intship.com
www.waterman-steamship.com

American Ships American Crews American Excellence!

Ship U.S.-Flag

