



AIR TRACTOR INC. • P. O. BOX 485 • OLNEY, TEXAS 76374
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June 20, 2014
Congresswoman Maxine Waters
Ranking Member – House Financial Services Committee
2221 Rayburn House Office Building
Washington, DC 20515-0543

Dear Congresswoman Waters,

In your capacity as ranking member of the House Financial Services Committee, and on behalf of Air Tractor, Inc., we urge you to support a timely reauthorization of the Export Import Bank of the United States (“Ex-Im Bank”). A lapse or forfeiture of Ex-Im Bank would have a negative impact on thousands of businesses across the nation.

Air Tractor relies on the Ex-Im Bank for support in a very competitive, and sometimes unfair, global marketplace. We sell approximately 50% of our agricultural and firefighting planes to countries throughout the world and 25% of those sales are made possible with the financing tools Ex-Im Bank provides. As a small business that employs 265 people, 25% of those employees are supported by the Ex-Im Bank. We use Ex-Im Bank to create jobs in rural America. Ex-Im Bank levels the playing field so that small businesses can grow.

Ex-Im Bank is a self sustaining operation that has a solid history of making money for U.S. taxpayers. It has created millions of new jobs in the United States. Reauthorization of the Ex-Im Bank is a simple issue. Ex-Im Bank creates and sustains jobs, strengthens the brand of American made goods, and reduces our national deficit. If Ex-Im Bank ceases to exist, the deficit will increase, and we will lose jobs in Olney, TX. Please support U.S. companies like ours by advocating for the reauthorization of Ex-Im Bank.

Sincerely,

David Ickert, Vice President – Finance

Tyler Schroeder, Financial Analyst



MANUFACTURERS OF VALVES AND STRAINERS

June 13, 2014

United States House of Representatives
Committee on Financial Services
Washington, D.C. 20515

The Honorable Maxine Waters and Committee Chairman Jeb Hensarling:

We are writing to you on behalf of Everest Valve Company located in Houston, Texas. We are a custom valve manufacturer which employs thirty-two people. Since September 2011, Everest Valve Company has been borrowing money from the Export-Import Bank of the United States to finance our customer's orders. Because we get paid only after delivery of the finished product, Everest Valve must find a way to finance our manufacturing process with borrowed money. Traditionally banks are reluctant to lend money on foreign receivables because of the difficulty involved in collecting payment in foreign countries. The Export-Import Bank is willing to accept this risk and lend us money to finance our large export projects. Even better, the bank has underwritten a short term multi-buyer export credit insurance policy to protect us against foreign customers who do not pay. Because of the Export-Import Bank's support, Everest Valve Company has successfully sold over five million dollars of American manufactured merchandise overseas, and we have another five million dollars in overseas orders in production.

We hope you share our testimonial with the House Committee on Financial Services and the United States House of Representatives and urge them to renew the Export-Import Bank's charter in September.

Thank you for listening to us,


Phillip R. Blest
President


Braja B. Das
Vice-President

Export Import Strategies

7305 Boulevard 26
North Richland Hills, TX 76180
Phone: 817-519-4002
Fax: 817-605-7022



June 13, 2014

Maxine Waters c/o Daniel McGlinchey
Ranking Member
House Committee on Financial Services
U.S. House of Representatives

Dear Daniel McGlinchey,

I am writing at the request of Maxine Waters regarding our experience with Export-Import Bank.

Export Import Strategies Corporation is a full service export management company. We currently represent 161 North American manufactures with a product portfolio of over 6000 products. We offer these products to a network of well over 4000 buyers around the globe.

We work very hard and are in complete support of the current Administration's Presidential Executive Order NEI 13534 in doing our part to increase American Exports to further the efforts to repair our economy, help pay down the National Deficit and to help create American Jobs.

The role Export-Import Bank plays in the operations of what we are achieving is vital in securing the transactions that need to take place in some of the uncertain environments we operate in. Without this assistance, Export Import Strategies would not be able to conduct business with many regions of the world we currently do business in. Being able to insure shipments from foreign buyers gives our U.S. Manufacturers assurance that they will not suffer loss in the event of non-payment.

Export Import Strategies Corporation is in full support of the reauthorizations of this chapter and will do whatever is needed to voice this support.

If further assistance is needed, feel free to contact me at any time.

Respectfully,

Terry Stough
President/CEO
Export Import Strategies Corporation
817-519-4002 Ext. 130



How EXIM Bank Helped Save My Business

by Gabriel Ojeda, President of Fritz-Pak Corporation

June 17th, 2014

In 1998, I began the American Dream. I had been working for another company for over 14 years when I decided it was time that I work for myself. I was managing the concrete admixtures division there, and when it came up for sale, I borrowed money from everywhere I could and purchased it. I incorporated my new business, Fritz-Pak Corporation, in the state of Texas, where we are proud to manufacture all of our products to this day.

Concrete admixtures are chemicals used in construction to make handling, placing, and creating high performance concrete easily and efficiently. The most obvious examples are retarders and accelerators. During the summer, concrete will start to set faster due to the heat, so you use a retarder to slow down the setting time. In the winter, concrete will set slower due to the cold, so you use an accelerator to speed it up. Those are just two examples, and in total, we sell about 40 different specialty products.

Back in 1998, the sales distribution was only 15% international. To be honest, I only maintained the international accounts I inherited from the original sale of the business. We were fortunate that concrete construction in the USA started to take off, so I didn't really have a need to expand internationally. I grew the business from less than \$1 million in sales to over \$3 million by 2007. However, the recession that began in '07/'08 hit the construction industry hard.

Data from the US Geological Survey shows that US cement consumption in 2007 was 117 million metric tons (MMT), falling to 99 MMT in 2008 and 72 MMT in 2009. Likewise, our sales fell from over \$3 million to under \$2 million. Concrete construction in the US was deteriorating rapidly, along with our profits, sales, and our workforce. After a particularly hard round of layoffs in 2009, we were in complete survival mode, and I was beginning to consider selling the company.

With the American construction market failing, my son came to me with the idea to start promoting our products overseas to compensate for the loss in revenue. Expanding internationally had always appealed to us, but trying to come up with a cost efficient and safe method for selling our products in other countries during the worst recession in our lifetime seemed like a pipe dream. How can we sell \$50,000 worth of goods to customers half way around the world we've never even met? How can we increase our payment cycle from 30 days to 60 days when we are struggling just to make payroll every month?

However, after speaking with our bankers at Comerica, we were put in touch with EXIM Bank. With the help of EXIM Bank, we were able to insure our international receivables at minimal cost. With an

affordable safety net, we were able to sell more volume with increased terms to compensate for international shipping. During the past 5 years, we've grown our international sales from 15% to over 35% of our business. We now have major trading partners in over 30 different countries including Brazil, Russia, India, and Taiwan. Most recently, we exhibited our products at the BAUMA International Trade Fair in Munich, Germany. In addition, our products were used in the construction of the Sochi Winter Olympics in Russia.

So what is Fritz-Pak Corporation today? We're an American manufacturer of the best concrete admixtures in the world, and we sell them as far north as Yellowknife, Canada and as far south as Wellington, New Zealand. We may be small, but we think big. In an age where everything seems to be made some place else, we're thriving here in the USA. And it is in no small part due to the services provided by EXIM Bank.

Fritz-Pak Corporation

Gabriel M. Ojeda, President
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Ricardo Rincon

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June 16, 2014

To: The Honorable Maxine Waters
Ranking Member
House Committee on Financial Services
U.S. House of Representatives

Re: Re-Authorization of the charter for the Export-Import Bank of the U.S.

Dear: Congresswoman Waters:

My name is Ricardo Rincon and I do business as Grafitec. My business is located in McAllen, Texas located just 7 miles from one of the fastest growing cities on the Mexico side of the border and 130 miles from Monterrey, Mexico which is a city of five million people and is known as the industrial heart of Mexico.

I have been in business for over 30 years now. My company exports consumables and equipment used in the Newspaper and Commercial paper industries. All the products I export are 100% made in the United States.

For 27 of those years I struggled and had miniscule growth due to the lack of financing; something which most small businesses are well acquainted with. Three years ago I finally approached the Export-Import Bank and secured a Credit Insurance Policy. With this document, I was able to obtain financing for my business. My sales increased by over 50% thanks to this financing.

Thousands of businesses like mine have benefited from the services the Export-Import Bank provides. They not only provide the Credit Insurance Policies, but their many seminars, publications and data bases related to potential export markets for American products insure that we can compete against anybody.

I write to you now in full support of your efforts to obtain re-authorization for the Export-Import Bank of the United States.

Sincerely,

Ricardo Rincon



Hallmark Sales Corporation

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Fax: 832-559-3995
Email: hsc@HallmarkSales.com

Houston, June 16, 2014

Ms. Maxine Waters
Ranking Member
House Committee on Financial Services
U.S. House of Representatives

Dear Ms. Waters

It has come to my attention that some doubt exists in your committee as to the value of Ex-Im Bank, having to face a lengthy battle every time its charter needs to be renewed. I don't know about other companies, but for us, an Presidential E-Award winning exporter which has been sending US products abroad for thirty five years, it is invaluable.

It is only thanks to the Bank that we get any financing at all; since our foreign accounts receivables are insured, then local banks are able to give us a line of credit. Without the insurance, we would not be in business. It is not that our customers are a bad risk, we collect 99%+ of what we invoice; in fact, in the more than fifteen years that we have been insured by Ex-IM Bank, we only had one claim, and a minor one at that. We have paid a lot more money in premiums than what we have gotten back, so at least with us the Bank has generated money for the Treasury.

Ex-Im Bank not only gives us peace of mind, it is an invaluable tool that we could not live without. We sincerely hope you see the value of this organization to the many companies who export our products, and not only renew this charter but make it so that the fate of the Bank is no longer questioned.

Sincerely,

Alfred Zorzi, MBA CM
President
Hallmark Sales Corporation



SOUTH COAST PRODUCTS

P.O. Box 450109 • Houston, TX 77245
(713)225-0048 • Fax (713)229-8304 • 1-800-535-5823 USA & Canada

24 June 2014

Hon. Maxine Waters
Ranking Member
House Committee on Financial Services
U.S. House of Representatives

Dear Hon. Waters,

We are a small manufacturer in Texas that exports thread and valve lubricants, primarily to the oil and gas industry. We have used Ex-Im Bank's export credit insurance for 13 years. During that time, *our export business has grown by a factor of 15* because of the security offered by our policy with Ex-Im. Private insurance companies charge much higher premiums before the fact which are prohibitive to us as a small company. They also are pre-emptively exclusive in the customers they cover. Ex-Im's pay-as-you-go system has affordable premiums and it evaluates credit customers on a case-by-case basis. This allows us to offer credit terms to customers in parts of the world with active oil and gas development activities such as Indonesia, the Middle East and China.

Additionally, between Ex-Im and their commercial brokers, we have received tremendous support in developing our export business and learning how to discern good risks from poor risks. Ex-Im has strict rules covering invoice payment and availability of coverage. As a result, not only has our business grown, but we have not had to file a single claim in the 13 years that Ex-Im has covered our export credit accounts.

Please emphasize to your colleagues that Ex-Im Bank is not corporate welfare or a charity of any kind. It facilitates US exports, especially for small businesses like us, while supporting itself. Please do not let them put our livelihoods on the chopping block for their own political gain.

Respectfully,

Sharon Stratman
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sharons@socousa.com