

Jay Timmons
President and CEO

August 30, 2018

The Honorable Mitch McConnell
Majority Leader
United States Senate
Washington, DC 20510

The Honorable Chuck Schumer
Minority Leader
United States Senate
Washington, DC 20510

Dear Majority Leader McConnell and Minority Leader Schumer:

The National Association of Manufacturers (NAM) is the largest manufacturing association in the United States and the voice of the more than 12 million manufacturing workers across America. Manufacturers need a fully functional export credit agency to compete on a level global playing field, yet the Export-Import (Ex-Im) Bank, along with its capacity to grow American jobs, has been hamstrung for more than three years now. This can be easily fixed with the confirmation of a few nominees, and that is exactly what I am again urging the Senate to do. The Senate Banking Committee voted overwhelmingly last week to advance the nomination of Kimberly Reed as president of the Ex-Im Bank. Now is the time to move expeditiously to confirm Ms. Reed and President Donald Trump's three other Ex-Im board nominees: Spencer Bachus, Judith Pryor and Claudia Slacik.

More than 100 export credit agencies around the world work vigorously to champion their domestic exports every day, like the Chinese export credit agency that provided \$34 billion in medium- and long-term financing and nearly \$50 billion in investment support last year alone. Meanwhile, our Ex-Im Bank is unable to do almost anything, with nearly \$43 billion in deals stalled in the pipeline today. And that is having a real impact.

Look at the NAM's own member companies.

The West African nation of Cameroon wants to purchase 131 Mack trucks built in Mack's facility in Macungie, Pennsylvania, ranging from dump trucks, to mixers, to tractors. But the two multimillion-dollar contracts for road construction equipment cannot be executed. The deal has been on hold for three years now without Ex-Im financing.

FirmGreen is a California-based alternative energy company that was planning a \$400 million crop harvest-optimization project involving solar energy. It would have supported hundreds of manufacturing jobs at suppliers across Ohio, Wisconsin and Arizona as well as dozens of jobs at FirmGreen alone. No more. Today this deal is dead because Ex-Im financing is not available due to board vacancies.

U.S. Bridge is a 100-employee manufacturer in Cambridge, Ohio, that designs and produces steel bridges using domestic steel for customers from more than 50 countries. Earlier this month, a major bank declined to finance its largest project to date—a \$50 million contract in Africa—because the Ex-Im Bank is not able to back the loan. The company now fears that one of its foreign competitors, backed by seemingly unlimited export financing, will pick up this deal.

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As a result, this deal may be lost due to the Ex-Im Bank's inability to act because of the board vacancies.

These are only a few examples of the many stories we hear repeated over and over—at firms large and small—and the fact that Ex-Im remains hamstrung does not make sense. The bottom line is that global commerce does not happen in a vacuum, and hobbling our own Ex-Im Bank is tantamount to unilateral disarmament. Ex-Im detractors say the agency picks winners and losers. Well, keeping the Ex-Im Bank shut down is certainly doing the same thing, except only picking losers, especially when it comes to American jobs, American sales and American products.

It is well past time for Ex-Im board vacancies to be filled. Manufacturers in the United States cannot afford to be without a fully functioning export credit agency any longer. Nearly 250,000 American jobs hang in the balance because they are tied to Ex-Im deals that cannot be considered due to the lack of a quorum. We must compete in a global economy and, therefore, urge you to move the nominations of Ms. Reed and the other Ex-Im Bank nominees expeditiously to a floor vote. Now is the moment to allow the Ex-Im Bank to function again so that it can robustly support U.S. manufacturing and American jobs once more.

Sincerely,



Jay Timmons

cc: The Honorable Mike Crapo
Chairman of the Senate Banking, Housing and Urban Affairs Committee

The Honorable Sherrod Brown
Ranking Member of the Senate Banking, Housing and Urban Affairs Committee