

Linda Dempsey
Vice President
International Economic Affairs

January 25, 2019

The Honorable Mike Crapo
Chairman
Senate Banking, Housing
and Urban Affairs Committee
U.S. Senate
Washington, DC 20510

The Honorable Sherrod Brown
Ranking Member
Senate Banking, Housing
and Urban Affairs Committee
U.S. Senate
Washington, DC 20510

Dear Chairman Crapo and Ranking Member Brown:

The National Association of Manufacturers (NAM), the largest U.S. manufacturing association and the voice of more than 12 million manufacturing workers across America, urges the Senate Banking, Housing, and Urban Affairs Committee to use the most expeditious measures possible to help get the Export-Import (Ex-Im) Bank functioning again by favorably reporting the nominations of Kimberly Reed to be its President and Spencer Bachus, Judith DelZoppo Pryor and Claudia Slacik to serve as board members. These individuals have stellar qualifications to lead the Ex-Im Bank, which is precisely why the Senate Banking Committee reported their nominations favorably last Congress.

Manufacturers in the United States need a fully functional export credit agency to level the playing field with global competitors, nearly all of which have backing from their own countries' export credit agencies. The NAM estimates that manufacturers have forfeited billions of dollars in sales since the Ex-Im Bank lost the ability to operate fully in mid-2015—which translates to approximately 80,000 fewer manufacturing jobs in 2016 and 2017 and the loss of at least \$119 billion in output. These losses should raise alarm bells at every government level. They undermine our manufacturing base and offshore jobs, and these losses will continue to grow each day the Ex-Im Bank remains without a quorum.

For a sense of the real-world impact, consider Amer-Con Corporation, a minority-owned small business that supplies transport systems and logistical systems to support them. The company was to sign a \$250 million deal to provide 1,500 school buses to transport safely the children of Angola, which would have supported approximately 3,000 jobs at manufacturing facilities associated Amer-con; but that deal ultimately went to a Brazilian company. Why? It was not because the Brazilian product was better or cheaper (in fact, it was inferior, more expensive and came without ongoing support or maintenance); it was simply because Amer-Con's competitor had access to government-backed export financing and Amer-Con did not. This is just one of the countless stories we hear almost daily from our members about how American manufacturers are routinely losing out on deals to foreign competitors because the Ex-Im Bank's lack of a board quorum means it cannot finance deals in excess of \$10 million. In fact, Amer-con now has another \$400 million deal that needs government-backed financing, and it could lose this second deal soon without a fully functioning Ex-Im Bank.

Leading Innovation. Creating Opportunity. Pursuing Progress.

Chairman Crapo
Ranking Member Brown
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While foreign markets provide enormous opportunities for manufacturers in the United States, those opportunities cannot be realized without a fully functioning Ex-Im Bank. Other countries *want* American-made products because they are the best in the world, but they cannot wait forever. The time to act is now. The Senate can put an end to this situation quickly by approving a full quorum for the Ex-Im Bank's board. This is why we call on the Senate Banking Committee to act swiftly in reporting these nominees out to the floor so they can be considered, confirmed and put to work. The sooner they are, the sooner the Ex-Im Bank can resume its important work of supporting American jobs, American sales and American products.

Sincerely,

A handwritten signature in black ink, appearing to read "Linda M. Dempsey". The signature is fluid and cursive, with a long, sweeping tail on the final letter.

Linda Dempsey

Cc: Members of the Senate Banking Committee