



September 30, 2015

Dear Chairman Hensarling,

As job creators across the state of Texas, we write today with great disappointment that your first Financial Services Committee markup since July doesn't include any consideration for the reauthorization of the U.S. Export-Import Bank – a critical legislative priority for businesses and their employees in our state. This is an issue that directly impacts jobs in Texas and across the country, and over which the committee you chair in Congress has full jurisdiction. By allowing this critical program to expire, jobs are being lost in Texas and will continue to be lost nationwide.

More than 1,600 exporters throughout the state have used the Ex-Im Bank since 2007 to finance \$32 billion worth of export sales. These exporters and their customers have paid fees and interest on their Ex-Im transactions, which have contributed to the more than \$7 billion the Bank has returned to the U.S. Treasury Department above its operating expenses. They are not "crony capitalists" looking for a government handout. Rather, they are some of the best and brightest in our state looking to create good paying jobs and opportunity here at home by selling into foreign markets where their products are in demand.

Since the Bank's authority to enter into new transactions lapsed on June 30<sup>th</sup>, countless exporters have come forward with stories about lost sales and opportunities directly related to their inability to access Ex-Im financing. These companies and their employees, as well as their supply chains, are footing the bill for your inaction in Washington. Please consider a few recent examples:

**Tyler Schroeder, Financial Analyst, Air Tractor Inc.** "Schroeder's Texas crop-dusting manufacturer could lose up to one-fourth of its sales after losing the bank's credit insurance, he said Wednesday. 'We're scrambling now, trying to find a way to facilitate our sales throughout the rest of this year,' he said...Schroeder added: 'We can only do this for so long...When it comes to next year's export season, we don't know. We don't have an answer for how we're going to fill the gap that's been left by Congress' blatant disrespect for business, in my opinion.'" (Victoria Guida, "Businesses Fume As Congress Lets Export-Import Bank Stay Dead," [POLITICO](#), 7/30/15)

**Cindy Lewis, President And CEO, AirBorn Inc.** "Every time Boeing exports a 747, for example, that plane includes electronics made by my company, AirBorn Inc., which is headquartered in Georgetown, Texas, along with other parts and components made on a vast, nationwide supply chain made up of 15,000 small and mid-sized firms. Maybe Boeing can weather a shutdown of the Export-Import Bank, but the small businesses that make up nearly 90 percent of its transactions cannot... AirBorn is a mid-sized employee owned company. Shutting down the Ex-Im Bank greatly limits our ability to continue our growth and job creation." (Cindy Lewis, "COMMENTARY: US Businesses Need Export-Import Bank," [The Monitor](#), 9/8/15)

**Maher Touma, CEO, CECA Supply & Services.** "Maher Touma, CEO of Ceca Supply & Services, said his company has about a year's worth of financing before it will have to turn away business... Without Export Bank financing - their current agreements expire in June 2017 - Touma said he would have to cut his staff in half and shrink the business to survive. Though politicians argue that private financing would adapt in the absence of federal support, Touma says private credit would be too expensive. He would have to cut back and post all of his profits as collateral for loans, he said. 'For us, it's not a cheaper source of financing. We're either in business or we're not,' Touma said. 'For us it's the only financing option.'" (Sarah Scully, "Local Businesses Seeing Effects Of Ex-Im Bank Impasse," [The Houston Chronicle](#), 9/25/15)

We urge you to use your committee chairmanship to support job creation and economic growth in Texas and across the country. Without a timely reauthorization of the Ex-Im Bank, American exporters will continue to lose sales and growth opportunities that will diminish their ability to grow jobs in the U.S. for decades to come.

- Jesus Monroy, **Mexinco, LLC**,  
*Addison*
- **Patrick Patel**, Gaumer Process,  
*Houston*
- **Athens Chamber of Commerce**,  
*Athens*
- Tyler Schroeder, **Air Tractor Inc.**,  
*Olney*
- Captain William G. Schubert,  
**International Trade & Transportation  
Inc.**, *Pinehurst*
- Ed Grand-Lienard, **Special Products  
& Manufacturing Inc.**, *Rockwall*
- Marco Poisler, **UTC Overseas**,  
*Houston*
- John Masterson, **Director of Financial  
Derivatives**, *Woodlands*
- **Chicago Bridge & Iron Co.**, *Tyler*
- **Texas Association of Business**,  
*Austin*
- **Jeremy Newsom**, Amegy Bank  
*Houston*
- Jimmy Spence, **Bay Area Houston  
Economic Partnership**, *Houston*
- Mary Starr, **Berkshire Hathaway  
HomeServices Premier Properties**,  
*Pearland*
- **Bob Blades**, Blades International, Inc.,  
*Houston*
- Debbie Demetrios, **Comeric Bank**,  
*Rowlett*
- Andrew Cordova, **Cooper Valves**,  
*Stafford*
- Jeremy Pruner, **Echometer  
Company**, *Wichita Falls*
- Harjati Purnadi, **Eutex**, *Houston*
- **Four Alarms Productions, Inc.**,  
*Beaumont*
- **G&B Real Estate, LTD**, *Pearland*
- **Greater Toomball Area Chamber of  
Congress**, *Tomball*
- **Howorth International**, *Frisco*
- **Kalco Machine and Manufacturing  
Company**, *Wichita Falls*

- **Kilgore Chamber of Congress**,  
*Kilgore*
- **League City Regional Chamber of Commerce**, *League City*
- **Longview Chamber of Commerce**,  
*Longview*
- **Lubbock Chamber of Commerce**,  
*Lubbock*
- W Ken Parsons, **Marvin F. Poer and Company**, *Dallas*
- **Materials Transportation Co.**,  
*Temple*
- **Nicol Scales & Measurement**, *Dallas*
- **Platform Management**, *Stafford*
- **PMG**, *Austin*
- **PozmantierWilliams Insurance Consultants, LLC**, *Houston*
- **Securance Corp.**, *Houston*
- **Star Furniture Company**, *Houston*
- **Summit Electric Supply**, *Houston*
- **United Risk Consultants**, *Dallas*
- Lawrence McBride, **SMI Industries, Inc.**, *Dallas*
- Randall Chase, **Texas Association of Business**, *Austin*
- **Texas Association of Manufacturers**, *Austin*
- Will Terrell, **Industrial Marine Terminals**, *Houston*
- **Port of Galveston**, *Galveston*
- Don Wisenbaker, **Royal Equipment Inc.**, *Conroe*
- Dan Dickey, **Continental Electronics**,  
*Dallas*
- Will Gonzalez, **Summit Electric Supply**, *Clute*
- **Duegro Inc.**, *Woodlands*
- Margaret J. Vaughan, **U.S. Exporters Competitiveness Maritime Counsel**,  
*Houston*
- Cindy K Lewis, **AirBorn, Inc.**,  
*Georgetown*
- **Frisco Chamber of Commerce**,  
*Frisco*
- Clifford Smith, **Texas Cast Metals Association**, *North Richland Hills*