



News Release

**FOR IMMEDIATE RELEASE
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**NEW YORK, NY COMPANY IS NAMED
EX-IM BANK INSURANCE BROKER OF THE YEAR**

**Export Risk Management, Inc., New York, NY to be recognized at
Ex-Im Bank Annual Conference in Washington, D.C., April 4-5**

Export Risk Management, Inc. (ERM), New York, NY, has been chosen to receive the 2001 Small Business Broker of the Year award from the Export-Import Bank of the United States (Ex-Im Bank) for its successful contributions to the U.S. export effort and U.S. job creation. ERM will be honored at an awards ceremony at Ex-Im Bank's Annual Conference at the Marriott Wardman Park Hotel in Washington, D.C., April 4-5.

ERM has specialized in export credit and political risk insurance since 1993, and currently is the broker of 80 active small business clients from nearly 20 states who hold Ex-Im Bank insurance policies. ERM actively markets credit insurance to small business exporters. Its newest initiative, "The American Export Training Institute," teaches export finance to more than 1,000 executives a year across the country. Many participants in its trainings are small businesses getting their first exposure to Ex-Im Bank and its products. ERM also provides regular training on Ex-Im Bank products for its 6 full-time staff members. The company recently opened a branch office in Raleigh, NC.

"Export Risk Management is an outstanding example of a partner that enables Ex-Im Bank to reach many small businesses that otherwise would not be able to compete in the global marketplace," said Ex-Im Bank Chairman James A. Harmon.

"ERM is delighted to offer Ex-Im Bank insurance to many of our small business clients," said ERM President Carey D. Fiertz. "The insurance helps protect these companies against payment default by foreign buyers, and enables them to get the financing they need to fill foreign orders while offering competitive credit terms."

Ex-Im Bank is an independent U.S. government agency that helps finance the export of U.S. goods and services to emerging markets throughout the world by providing loans, loan guarantees, and export credit insurance. During fiscal year 2000, Ex-Im Bank supported \$15.5 billion in U.S. exports.

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Visit Ex-Im Bank's Web Site at www.exim.gov

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