



Aric Newhouse

Senior Vice President  
Policy and Government Relations

May 6, 2019

The U.S. Senate  
Washington, DC 20510

Dear Senator:

The National Association of Manufacturers, the largest manufacturing association in the United States representing manufacturers in every industrial sector and in all 50 states, urges you to support the confirmations of Kimberly Reed to be Export-Import Bank president and chair and Spencer Bachus III and Judith DelZoppo Pryor to serve on the Ex-Im Bank Board of Directors. By approving all three nominees, Congress would be acting to restore to the Ex-Im Bank the quorum it lost in 2015—and thus its ability to operate as mandated by Congress.

The Ex-Im Bank has been hobbled for more than four years now, unable to consider any major U.S. sales greater than \$10 million and unable to implement the reforms still outstanding from the 2015 Ex-Im Bank reauthorization. Manufacturers in America have lost approximately \$119 billion in output as a result, translating into 80,000 fewer American manufacturing jobs in 2016 and 2017. At the same time, nearly 100 foreign export credit agencies supported by countries from China and Russia to Brazil and Germany have been growing to promote exports on behalf of their industries and workers.

The Senate must act to reverse this loss and restore the Ex-Im Bank to full operation by confirming Reed, Bachus and Pryor to the Ex-Im Bank Board. All three nominees are highly qualified and have been approved twice on a bipartisan basis by the Senate Banking Committee. Their confirmation will enable the Ex-Im Bank to end America's unilateral economic disarmament, support America's manufacturing workers and help the United States compete more effectively with China, Russia and others. The Ex-Im Bank has a proven record of providing export tools to all eligible businesses, supporting more than 50,000 transactions by small and medium-sized exporters over the past 18 years.

The NAM's Key Vote Advisory Committee has indicated that votes to confirm all three nominees—Reed, Bachus and Pryor—to the Ex-Im Bank Board, including all procedural motions, may be considered for designation as a Key Manufacturing Vote in the 116th Congress.

Thank you for your consideration,

Sincerely,

A handwritten signature in black ink that reads 'Aric Newhouse'.

Aric Newhouse

*Leading Innovation. Creating Opportunity. Pursuing Progress.*