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Chairman

W. James McNerney, Jr.
The Boeing Company

March 19, 2012

President

John Engler
Business Roundtable

The Honorable Maria Cantwell
United States Senate
311 Hart Senate Office Building
Washington, DC 20510

The Honorable Lindsey Graham
United States Senate
290 Russell Senate Office Building
Washington, DC 20510

Executive Committee

Ajay Banga
MasterCard Incorporated

Angela F. Braly
WellPoint, Inc.

Ursula M. Burns
Xerox Corporation

The Honorable Tim Johnson
United States Senate
136 Hart Senate Office Building
Washington, DC 20510

The Honorable Richard Shelby
United States Senate
304 Russell Senate Office Building
Washington, DC 20510

Kenneth I. Chenault
American Express Company

Dear Senators Cantwell, Johnson, Graham, and Shelby:

David M. Cote
Honeywell International, Inc.

Alexander M. Cutler
Eaton Corporation

James Dimon
JPMorgan Chase & Co.

Michael T. Duke
Wal-Mart Stores, Inc.

Jeffrey R. Immelt
General Electric Company

Business Roundtable (BRT) supports, and commends your bipartisan leadership in offering, Senate Amendment 1836 to H.R. 3606 which would reauthorize the Export-Import Bank of the United States (Ex-Im), increase its lending authority cap, and seek to make Ex-Im's operations more effective and efficient. BRT is an association of chief executive officers of leading U.S. companies with over \$6 trillion in annual revenues and more than 14 million employees. BRT member companies generate an estimated \$420 billion in sales for small and medium-sized businesses annually.

Andrew N. Liveris
The Dow Chemical Company

Gary W. Loveman
Caesars Entertainment Corporation

Robert A. McDonald
The Procter & Gamble Company

Harold McGraw III
The McGraw-Hill Companies

Douglas R. Oberhelman
Caterpillar Inc.

Last December, nearly 70 CEOs – many of whom are BRT members – wrote to Senate and House leaders urging reauthorization of Ex-Im and an increase in its lending authority cap. Unfortunately, only a six-month extension was passed through this May and Ex-Im is now expected to reach its existing lending cap before then. Failure by Congress to reauthorize Ex-Im soon on a longer-term basis with a sufficient increase in its lending cap would handicap the ability of U.S. exporters to compete for sales abroad and support the U.S. jobs that depend on those sales.

Edward B. Rust, Jr.
State Farm Insurance Companies

Randall L. Stephenson
AT&T Inc.

Rex W. Tillerson
Exxon Mobil Corporation

Ex-Im's positive contributions to the international competitiveness of American companies and workers and to the U.S. economy overall are well documented. In FY2011, Ex-Im facilitated roughly \$41 billion in U.S. export sales by more than 3,600 U.S. small and large companies, supporting nearly 290,000 U.S. jobs. According to a 2011 study by the Coalition for Employment through Exports, more than 33,000 small and medium-sized suppliers benefit from export financing provided by Ex-Im.

Senators Cantwell, Johnson, Graham, and Shelby

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It is also important to recognize that Ex-Im has made these positive contributions while returning revenue to the U.S. Treasury. Ex-Im generated \$700 million in profit in FY2011 and \$3.4 billion from FY2006 to FY2010.

For the above and other reasons, BRT supports your bipartisan amendment reauthorizing Ex-Im, which will help support U.S. economic growth and job creation.

Sincerely,

A handwritten signature in black ink, appearing to read 'Douglas R. Oberhelman', with a long horizontal flourish extending to the right.

Douglas R. Oberhelman
Chairman and CEO, Caterpillar Inc.
Chair, BRT International Engagement Committee

DO/dr