

Announcer: Ladies and gentlemen please welcome chairman and president of the Export Import Bank of the United States, Fred P. Hochberg.

Fred: Now there's a reward, the fact that you came here on time and got through the magnetometers, you get to eat lunch before the secretary speaks because we're going to stop serving. So one reason the reward of getting here on time is so that you get fed. The sooner you can sit down we'll get started. So I want to talk a little bit...I hope you all got a lot out of these morning sessions, I thought that Gillian and her panel and David Rubinstein and his panel did a great job, let's give them a round of applause. And I would like to take a moment just to highlight a few of the changes we've made at Ex-Im of late. As those of you who are our customers know, our focus has always been and will continue to be on our customers. And one of the things we're doing is recalibrating our business development team so that they do a better job of being customer focused and that way we can provide greater expertise and frankly greater speed of a transaction. Now as many of you know we've had a dedicated transportation team for many years. Whether it's crop dusters or helicopters or locomotives they've been able to provide fast and insightful analysis and underwriting to get those transactions done. What you may not know is we've recently promoted Bob Roy who is in the center there as our new vice president of transportation. He's a veteran of the department and Bob has just become the V.P, so let's give Bob a round of applause. (applause) Following that model we've also begun a process of creating teams throughout the bank. I'll give you an example of just two of them and there're more to come. One is headed by Hala El Mohandes who is heading up our upstream energy group that is looking at petrochemicals exploration and production, there's a picture of Hala right there. Another team for example is going to be looking at alternate energy Beth Touomou who has been a long standing member of the structured project finance group is heading up that team looking at renewable and nuclear power. And that's just two...that's just a few of them, there will be more to come. Now these teams are largely but not entirely focused on our larger customers. But as you all know at the heart of our work is what we do for small businesses which accounts for a full 90% of our customers. So we're rolling out a number of new improvements for the small business space. One we partnered recently with FedEx, so that FedEx is able to provide information for small and medium size companies in 1,000 of their outlets around the country so they can become more successful exporters. We're also going to be adding a web chat on our website and an 800 number will be rolling out later this year. And that's just a number of the things, so it's simpler and easier for small business exporters to be more successful. Now in addition to that we've also recently promoted Jim Burrows, where's Jim Burrows picture, Jim Burrows who has been in our...was a VP and is our senior VP of small business, so let's give Jim a round of applause. (applause) And actually I've got a few more but we're going to hold the applause for them, we also got Bob Morin who is now our senior vice president, that's the best picture I've ever seen of Bob Morin, let me just say is that the best picture you have ever seen of Bob Morin. Bob Morin is now our senior vice president for business and product development and he's already jumped in with both feet. Claudia Slacik joined as last fall, she's our Chief Banking Officer and in charge of all export finance, large businesses and small. CJ Hall joined us in December as our Chief Risk Officer and Executive Vice President. So these are some of the changes we've been making and there will be more to come as we do more of these deal teams over the next several months. So I would like to actually take a moment to recognize all of the Ex-Im Bank employees in the room and for that matter I would like them to stand along with our board, our advisory committee and our Sub-Saharan Africa advisor committee. So can I ask all of those to please stand, be recognized and let's give them a great round of applause. (applause) I am so proud that I have an opportunity to work with these people each and every day. They really do a spectacular job of putting more Americans back to work and supporting more of our exports. Enjoy your lunch, I'll be back shortly to introduce Secretary Kerry. He'll be speaking right after the luncheon service. Thank you so much.