

# IDAHO EXPORTER'S RESOURCE GUIDE





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## LOCAL SOURCES FOR EXPORT ASSISTANCE

Remember that you are not alone. In Idaho, there is a vast array of resources both domestically and in key international markets to assist you with your export needs. As many new and successful exporters have discovered, exporting can be an important source of growth, but sometimes challenging. Idaho exporters strengthen their local communities by creating jobs and new opportunities for Idaho workers. This in turn contributes to the economic growth of the United States as a whole.

In this guide, you will find valuable information on local, state and federal government and business resources for export assistance describing services and listing local contacts. Idaho has international trade offices in Asia, China and Mexico with in-country specialists that can assist with efforts in those regions.

There is a section on various resources for export information to help you research and select potential overseas markets, understand trade regulations affecting U.S. exports, locate federal government information resources, and other valuable links to help you in developing your export plan. If you need specific local business contacts for various services related to your export needs, go to the "Business Contacts" section in this guide.

The State of Idaho Departments of Agriculture and Commerce have international trade specialists to help you with your export needs and encourage you to utilize the resources listed in this guide to achieve your exporting goals.

### IDAHO STATE DEPARTMENT OF AGRICULTURE (ISDA) & DEPARTMENT OF COMMERCE (IDC)

The International Business Team from the Idaho Department of Commerce (IDC) and the Market Development Division at the Idaho State Department of Agriculture (ISDA) provide export promotion assistance to Idaho businesses interested in international trade. Services include:

#### **Export Counseling**

Our offices work one-on-one with Idaho companies to assist in determining export potential, analyzing target markets, providing market research, defining market entry strategies, answering questions about payment terms, financing, logistics, shipping, and a variety of other export-related topics. We maintain relationships with export resources in selected countries, and can refer you to the best contacts for your exporting needs.



### **Trade Missions**

Trade missions are sales trips to foreign countries and provide Idaho companies with an unparalleled opportunity to pursue potential business partnerships, make contacts, and open doors in foreign markets. Trade missions are extremely targeted and each Idaho company receives a customized itinerary with pre-qualified contacts specifically designed to meet their individual business goals. Trade missions are often led by the Governor or Lt. Governor, but may also be led by a Director or other state staff. Governor led missions provide Idaho companies with higher-level meetings in-country that companies often cannot achieve on their own.

### **International Buying Delegations**

IDC and ISDA pre-qualify delegations of international buyers through an intensive screening process to ensure reputable, capable, and ready-to-buy prospects. Delegations travel throughout Idaho to visit companies who are directly matched to the interests of foreign buyers. Inbound groups help your company begin building relationships with buyers without the expense of international travel, and allow you to collect feedback on the viability of your product or service directly from buyers in your sector or industry.

### **Export Education**

Our agencies, in collaboration with service providers and private and public entities, provide export education through workshops, webinars, and seminars designed for both new-to-export companies as well as those with years of international experience. Regardless of your export question, we will tap you into our vast network of resources to find the answers you need.

### **Market Research**

IDC and ISDA have access to some of the largest market research databases, such as Euromonitor International and USA Trade Online, to help develop your company's strategic exporting efforts. Our staff can run customized statistical reports for your products and markets of interest to better understand trade flows, support export market development, opportunity analysis, and guide market entrance and expansion strategies.

### **Trade Policy**

Our agencies help expand market access for Idaho products by working to remove trade barriers that restrict or prohibit the movement of Idaho products into foreign markets. We collaborate with state and federal officials, foreign governments, and trade organizations on trade issue resolution; work to ensure that issues of particular importance to Idaho are addressed in bilateral and multilateral trade negotiations; and host technical teams when needed to establish export protocols. ISDA also updates the Idaho Agriculture Trade Issues Report each year, a publication that reports on trade issues affecting agricultural products.

## Grant Opportunities

IDC and ISDA receive funding from federal agencies to provide competitive grants to Idaho companies for a variety of export related activity. For a list of current opportunities, visit [www.commerce.idaho.gov/incentives-and-financing/grants](http://www.commerce.idaho.gov/incentives-and-financing/grants) or [www.agri.idaho.gov](http://www.agri.idaho.gov).

### Idaho Department of Commerce International Business Team

700 West State Street  
P.O. Box 83720  
Boise, ID 83720-0093  
Tel: (208) 334-2470  
Fax: (208) 334-2631  
<http://trade.idaho.gov>

### Idaho State Department of Agriculture Market Development Division

2270 Old Penitentiary Road  
P.O. Box 790  
Boise, ID 83701  
Tel: (208) 332-8530  
Fax: (208) 334-2879  
[www.agri.idaho.gov](http://www.agri.idaho.gov)





## IDAHO'S OVERSEAS TRADE OFFICES

Idaho supports contractual full-time offices for Taiwan and Southeast Asia, China, and Mexico, which are strategically located in key export regions throughout the world. As residents of the respective trade office countries and territories, our trade representatives are experts on trade opportunities and regulations and have a wealth of contacts in their respective regions. Our trade office managers are here to guide you through the steps of expanding into foreign markets. Idaho's International Trade Offices:

- Cultivate relationships with current and potential customers for Idaho products and services
- Conduct buyer pre-qualification and due diligence
- Disseminate trade leads and requests for Idaho products from foreign customers
- Travel to Idaho each year to conduct one-on-one consultations with Idaho companies
- Arrange key in-country meetings with buyers, business partners, and government officials for Idaho companies visiting the market
- Provide market information and research
- Maintain relationships with government agencies for additional on-the-ground support
- Coordinate Idaho "pavilions" with Idaho exhibitors at targeted industry trade shows
- Provide translation services on product literature and promotional material (nominal fees may apply depending on length of text)
- Serve as interpreters for Idaho companies during business meetings
- Represent Idaho at in-country industry events and association meetings

### MEXICO



Ms. Fabiola McClellan, Director & Official Representative  
State of Idaho-Mexico Trade Office  
Av. Santa Fe 94 Of 1 P8  
Zedec Plaza Santa Fe  
CDMX 01210, México  
Tel: +52-155-3494-9877  
Email: [fabiola.idaho@attendmi.com](mailto:fabiola.idaho@attendmi.com)  
Web: [www.negociosconidaho.org](http://www.negociosconidaho.org)

## TAIWAN AND SOUTHEAST ASIA

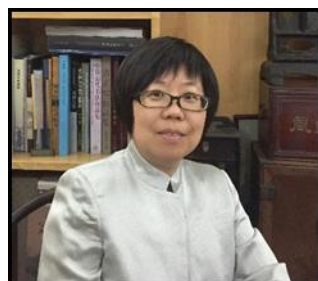


Mr. Eddie Yen, Director & Official Representative  
State of Idaho-Asia Trade Office  
Taipei World Trade Center  
7D-15, No. 5, Sec. 5, Xinyi Road  
Taipei, Taiwan 11011  
Tel: +886-2-2725-2922  
Fax: +886-2-2725-1248  
Email: [eddieyen@idahoasia.org](mailto:eddieyen@idahoasia.org)  
Web: [www.idahoasia.org](http://www.idahoasia.org)

The Idaho-Asia Trade Office can assist in the following countries:

- Indonesia
- Malaysia
- Philippines
- Singapore
- Taiwan
- Thailand
- Vietnam

## CHINA



Ms. Tara Qu, Chief Representative  
State of Idaho-China Trade Office  
No. 500 Xiangyang South Road,  
Suite 2106  
Shanghai, China 20031  
Tel: +86-21-6473-0881  
Fax: +86-21-6473-6565  
Email: [taraqu@idahochina.org](mailto:taraqu@idahochina.org)  
Web: [www.idahochina.org](http://www.idahochina.org)



## U.S. EXPORT ASSISTANCE CENTER OF IDAHO – U.S. COMMERCIAL SERVICE (USCS)

The U.S. Commercial Service of the U.S. Department of Commerce is a federal government agency dedicated to helping small to medium sized Idaho businesses realize their export potential. Every year, the U.S. Commercial Service helps thousands of companies export goods and services worth billions of dollars. The experienced staff of International Trade Specialists will help you:

- Identify and evaluate international partners
- Identify and evaluate the best potential markets for your products or services
- Navigate international documentation challenges
- Create market entry strategies
- Other export related guidance

The U.S. Export Assistance Center, located in Boise, is part of an international network of global professionals with 165 offices in 82 countries. Whether you're looking to make your first export sale or expand to additional international markets, they offer the trade counseling, business matchmaking, market intelligence, and commercial diplomacy you need to connect with lucrative business opportunities. In addition, they can help you to develop trade finance and insurance strategies that align with your particular business objectives and help you complete your export transaction. Following is a list of their general assistance areas. Please note, availability of some services may vary based on international market conditions and/or staffing.

### Trade Counseling

#### Planning and Strategy

- Create a comprehensive international business plan for entry or expansion into targeted markets
- Get ideas and cost-effective solutions to help achieve your business goals

#### Legal and Regulatory Issues

- Determine export licensing needs for shipping your products
- Understand and comply with global product standards, certification requirements, electricity regulations, and packaging laws
- Learn how to avoid intellectual property rights issues and legal disputes

#### Documentation and Product Requirements

- Learn about export documents, including Electronic Export Information filing, invoices, packing lists, and certificates of origin



- Verify the tariff rate for your product, as well as any import fees for a particular market
- Determine your product's Schedule B and HS numbers

#### Trade Problems

- Get assistance with customs-related issues
- Obtain support from their Advocacy Center if your company's exports or foreign bids are adversely affected by a trade barrier or by market access issues
- Learn how to limit the risk of non-payment, and receive counseling if problems arise

#### Trade Finance and Insurance

- Formulate an export finance strategy leveraging loan programs provided by the Export-Import Bank of the United States (EXIM), the Small Business Administration (SBA), and other trade finance organizations to reduce risk and enable your company to offer competitive terms of sale
- Get guidance on pricing your products and services to ensure competitiveness in your target markets while maximizing your profits

### **Business Matchmaking**

#### Contact Lists

- Identify potential partners
- Market your firm directly to local companies

#### Partner Search

- Identify potential partners and get detailed company reports
- Determine the marketability of your product or service

#### Personalized Business Matchmaking

- Meet one-on-one with pre-screened buyers, sales representatives, and business partners through their Gold Key Service
- Leverage customized market briefings, research, and advice

#### Trade Missions

- Participate in official business development missions led by senior U.S. government officials
- Meet with agents, distributors, government and industry officials, prospective customers, and U.S. Embassy officials



### Trade Shows

- Use their International Buyer Program to meet with pre-screened buyers and receive export counseling at major U.S. trade shows
- Exhibit in the U.S. Pavilion at their Certified Trade Fairs
- Distribution of your marketing literature at international trade shows

### In-Country Promotions

- Leverage customized venues to reach potential partners and buyers
- Feature your company on their local-language websites

## Market Intelligence

### Country and Industry Reports

- Get accurate and detailed information—at no cost—from more than 100,000 country and industry market reports, written by in-country trade professionals
- Receive updates on new regulations, business trends, and government-financed projects

### Customized Market Research

- Gauge the sales potential for your products or services with individualized reports on global markets.
- Discover which factors influence prospective customers, identify your competitors, and obtain pricing for comparable products.

### Background Reports

- Learn about potential partners from our trade professionals working in the target markets.
- Order an international company report containing available sales, profit figures, potential liabilities, and other financial information.

### Trade Data and Analysis

- Get the latest annual and quarterly trade data by country, state, commodity, and year.
- Find industry-specific trade data and analysis.
- Obtain country-specific tariff and trade agreement information.

### Commercial Diplomacy

- Overcome trade obstacles to successfully enter international markets.
- Benefit from coordinated U.S. government engagement with foreign governments to protect U.S. business interests.
- Access U.S. government trade advocacy for your foreign government procurement bids.

#### **U.S. Export Assistance Center of Idaho**

U.S. Commercial Service  
U.S. Department of Commerce  
700 West State Street, 2nd Floor  
P.O. Box 83720  
Boise, ID 83720-0093  
Tel: (208) 364-7791  
Fax: (208) 334-2783  
Contact: Amy Benson, USEAC Director  
Email: [amy.benson@trade.gov](mailto:amy.benson@trade.gov)  
<http://export.gov/idaho/>

### SMALL BUSINESS ADMINISTRATION (SBA)

The Small Business Administration (SBA) can design individual programs to meet your specific needs. International services provided by the SBA include:

- Guarantee of payment of approved commercial loans (inventory and working capital may be included)
- Special loan programs for exporters up to \$1.25 million
- Guarantee of Export Revolving Line of Credit (ERLC)
- Free country/product studies with the Export Information System (XIS)
- Information and referral services
- Referral of interested firms to brief legal counseling with the Export Legal Assistance Network (ELAN)
- Cosponsor of "Matchmaker" trade missions with the U.S. Department of Commerce as well as investment missions with the Overseas Private Investment Corporation (OPIC)

#### **Small Business Administration**

380 East Parkcenter Blvd. Suite 330  
Boise, ID 83706  
Phone: (208) 334-9004  
Fax: (208) 334-9353  
<https://www.sba.gov/offices/district/id/boise>





## IDAHO SMALL BUSINESS DEVELOPMENT CENTER (SBDC)

The Idaho Small Business Development Center (SBDC) is a statewide, university-based organization which has been helping small businesses succeed since 1986. Idaho SBDC assistance is available to anyone interested in expanding or starting a private small business in Idaho. Approximately 98% of all firms in Idaho qualify as small businesses and, therefore, are eligible for assistance from an Idaho SBD office. There are six office locations throughout the state, each affiliated with one of Idaho’s colleges or universities, positioning them to serve as a focal point for linking together their partners from higher education, the private business community, and federal, state and local government. Go to [www.idahosbdc.org](http://www.idahosbdc.org) to find out more about the services they offer.

A network of six regional centers exists to serve the needs of Idaho’s small businesses and entrepreneurs. To find the contact person at the Idaho SBDC location nearest you, simply click on the REGION below, visit their website at <http://www.idahosbdc.org/locations/>, or contact the [STATE OFFICE](#) of the SBDC in Boise.

### Idaho Small Business Development Center (SBDC) Locations:

1. [REGION I](#) - North Idaho College SBDC - Post Falls
2. [REGION II](#) - Lewis-Clark State College SBDC - Lewiston
3. [REGION III](#) - Boise State University SBDC - Boise
4. [REGION IV](#) - College of Southern Idaho SBDC - Twin Falls
5. [REGION V](#) - Idaho State University SBDC - Pocatello
6. [REGION VI](#) - Idaho State University SBDC - Idaho Falls



## U.S. CUSTOMS OFFICE

The U.S. Customs and Boarder Protection secure American borders. This website contains import, export, and travel information.

### U.S. Customs Office—Boise

1655 S. Enterprise Street  
Boise, ID 83705

Tel: (208) 334-9062

<http://www.cbp.gov/>



U.S. Customs and  
Border Protection

## OTHER RESOURCES FOR EXPORT INFORMATION

General Export Resources	
A Basic Guide to Exporting – U.S. Commercial Services <a href="http://export.gov/basicguide/index.asp">http://export.gov/basicguide/index.asp</a>	Downloadable comprehensive guide to exporting e-book
Export.gov – US Commercial Services <a href="http://export.gov/">http://export.gov/</a>	Extensive website to help U.S. companies export
Global Edge – Michigan State University <a href="http://globaledge.msu.edu/reference-desk/export-tutorials">http://globaledge.msu.edu/reference-desk/export-tutorials</a>	Link to various resources regarding the different aspects of exporting
Idaho Export Excellence <a href="http://www.exportidaho.com/export-excellence/">http://www.exportidaho.com/export-excellence/</a>	Idaho program that assist in developing a personalized exports action plan
SBA (Small Business Administration) Export Planner <a href="https://www.sba.gov/exportbusinessplanner">https://www.sba.gov/exportbusinessplanner</a>	Guide to determine export readiness and planning from the SBA
SBA Export Presentation <a href="https://www.sba.gov/tools/sba-learning-center/training/take-your-business-global-introduction-exporting">https://www.sba.gov/tools/sba-learning-center/training/take-your-business-global-introduction-exporting</a>	30-minute presentation discussing exporting
SBA International Site <a href="https://www.sba.gov/category/navigation-structure/exporting-importing">https://www.sba.gov/category/navigation-structure/exporting-importing</a>	Page provides links to many resources regarding exporting
The Journal of Commerce <a href="http://www.joc.com/">http://www.joc.com/</a>	Online website containing a vast amount of resources regarding exporting
USA Trade Online (Sign- In Required) <a href="https://usatrade.census.gov/">https://usatrade.census.gov/</a>	Database provided by U.S. Census Bureau with various resources for trade
U.S. Commercial Service Webinars <a href="http://www.export.gov/webinars/">http://www.export.gov/webinars/</a>	Recorded Webinars on wide variety of topics regarding trade
U.S. Department of Agriculture <a href="http://www.fsis.usda.gov/wps/portal/fsis/topics/international-affairs/exporting-products/export-checklist">http://www.fsis.usda.gov/wps/portal/fsis/topics/international-affairs/exporting-products/export-checklist</a>	Food Safety and Inspection Service's export checklist
U.S. Department of Commerce <a href="http://export.gov/salesandmarketing/index.asp">http://export.gov/salesandmarketing/index.asp</a>	Wide variety of resources regarding marketing internationally



Regional and Country Information	
CIA World Factbook <a href="https://www.cia.gov/library/publications/the-world-factbook/index.html">https://www.cia.gov/library/publications/the-world-factbook/index.html</a>	Comprehensive database on countries and regions worldwide
Country Commercial Guides <a href="http://export.gov/ccg/index.asp">http://export.gov/ccg/index.asp</a>	Country-specific information regarding many elements of trade
Country Risk Ratings <a href="http://www.coface-usa.com/CofacePortal/US_en_EN/pages/home/risks_home">http://www.coface-usa.com/CofacePortal/US_en_EN/pages/home/risks_home</a>	Website includes publications covering the risks of doing business in individual countries
Economy Rankings - World Bank, Doing Business <a href="http://www.doingbusiness.org/rankings">http://www.doingbusiness.org/rankings</a>	Rankings of country economies including statistics of doing business and other important aspects of trade within a country
Global Market Information <a href="https://smallbusiness.fedex.com/where-to-grow.html">https://smallbusiness.fedex.com/where-to-grow.html</a>	Links to studies, shipping documents, etc.
Indexmundi Country Profiles <a href="http://www.indexmundi.com/">http://www.indexmundi.com/</a>	Database of country statistics from various sources
Market Research <a href="http://www.export.gov/mrktresearch/">http://www.export.gov/mrktresearch/</a>	Variety of market research resources and guidelines provided by the U.S. Commercial Service
Market Research Library - US Commercial Service <a href="http://www.buyusainfo.net/adsearch.cfm?search_type=int&amp;loadnav=no">http://www.buyusainfo.net/adsearch.cfm?search_type=int&amp;loadnav=no</a>	Database of market research and country-specific research including Country Commercial Guides and Reports by Industry and Market
Trade Leads – U.S. Department of Commerce <a href="http://export.gov/tradeleads/index.asp">http://export.gov/tradeleads/index.asp</a>	Resource provided by the U.S. Commercial Service to help identify leads for U.S. companies



## Shipping, Regulations, Standards & Tariffs

ASTM International <a href="http://www.astm.org/Standard/index.html">http://www.astm.org/Standard/index.html</a>	More than 13,000 standards for products can be purchased from this website
Codex Alimentarius <a href="http://www.codexalimentarius.org/">http://www.codexalimentarius.org/</a>	International food standards, guidelines and codes of practice for safety, quality and fairness
Country Guidance – Bureau of Industry and Security <a href="http://www.bis.doc.gov/index.php/policy-guidance/country-guidance">http://www.bis.doc.gov/index.php/policy-guidance/country-guidance</a>	Determine if a license is required to export to specific countries
Country Profiles for each country FedEx serves <a href="https://smallbusiness.fedex.com/international/country-snapshots.html">https://smallbusiness.fedex.com/international/country-snapshots.html</a>	Import prohibitions, general import restrictions, & general export restrictions
Duty Rates - U.S. Customs and Border Protection <a href="https://www.cbp.gov/trade/programs-administration/determining-duty-rates">https://www.cbp.gov/trade/programs-administration/determining-duty-rates</a>	Determining Duty Rates
European Commission <a href="http://ec.europa.eu/growth/single-market/european-standards/harmonised-standards/index_en.htm">http://ec.europa.eu/growth/single-market/european-standards/harmonised-standards/index_en.htm</a>	Harmonized European Standards to demonstrate that products, services, or processes comply with relevant EU legislation
Global Agricultural Information Network (GAIN) <a href="http://gain.fas.usda.gov/Lists/Advanced%20Search/AllItems.aspx">http://gain.fas.usda.gov/Lists/Advanced%20Search/AllItems.aspx</a>	Timely information provided on issues and policies in foreign countries that are likely to impact U.S. agricultural production
Harmonized Tariff Schedule <a href="http://hts.usitc.gov/">http://hts.usitc.gov/</a>	Look up tariffs schedules and tariffs classification rulings by HTS Code
Integrated Data Base (IDB) and Consolidated Tariff Schedules (CTS) - World Trade Organization <a href="https://tao.wto.org/welcome.aspx?ReturnUrl=%2f%3fui%3d1&amp;ui=1">https://tao.wto.org/welcome.aspx?ReturnUrl=%2f%3fui%3d1&amp;ui=1</a>	Tariff Analysis Online facility
International Standards Organization <a href="http://www.iso.org/">http://www.iso.org/</a>	Information about international standards (with detailed information available for purchase)
NAFTA Customs Procedures - U.S. Customs and Border Protection <a href="http://www.cbp.gov/trade/nafta/a-guide-to-customs-procedures">http://www.cbp.gov/trade/nafta/a-guide-to-customs-procedures</a>	Detailed explanation of NAFTA
Regulations - Bureau of Industry and Security <a href="https://www.bis.doc.gov/index.php/regulations">https://www.bis.doc.gov/index.php/regulations</a>	International trade regulations by product category
Sample Agent Contracts <a href="http://contracts.onecle.com/">http://contracts.onecle.com/</a>	Link to different contracts you might encounter
Schedule B - U.S. Census Bureau <a href="http://www.census.gov/foreign-trade/schedules/b/index.html">http://www.census.gov/foreign-trade/schedules/b/index.html</a>	Schedule B browser and search
Tariff Download Facility - World Trade Organization <a href="http://tariffdata.wto.org/Default.aspx?culture=en-US">http://tariffdata.wto.org/Default.aspx?culture=en-US</a>	Database on Most-Favored-Nation (MFN) applied and bound tariffs at the standard codes of the Harmonized System (HS) for all WTO Members
UPS TradeAbility International Tools ( <b>free registration required</b> ) <a href="https://wwwapps.ups.com/tradeability?loc=en_US&amp;WT.svl=PNRO_L1">https://wwwapps.ups.com/tradeability?loc=en_US&amp;WT.svl=PNRO_L1</a>	Look up estimated landed costs, find harmonized codes, detect export licenses, screen for denied parties, and other international tools
U.S. Customs and Border Protection - ACE and Automated Systems <a href="http://www.cbp.gov/trade/automated">http://www.cbp.gov/trade/automated</a>	Mandated process in order to move goods across U.S. border
U.S. Department of Commerce - Tariff and Import Fees <a href="http://export.gov/logistics/eg_main_018130.asp">http://export.gov/logistics/eg_main_018130.asp</a>	Helpful resources to determine whether there will be a duty on your product



Financing & Funding	
Country Limitation Schedule <a href="http://www.exim.gov/tools-for-exporters/country-limitation-schedule">http://www.exim.gov/tools-for-exporters/country-limitation-schedule</a>	A Schedule by country to see if the EXIM Bank operates at a certain level, or at all, in each market
Export-Import Bank of the United States (EXIM) <a href="http://www.exim.gov/">http://www.exim.gov/</a>	The EXIM Bank is the official export credit agency of the United States with many programs to help finance U.S. exporters.
Idaho State Department of Agriculture <a href="http://www.agri.idaho.gov/Categories/Marketing/financialassistance.php">http://www.agri.idaho.gov/Categories/Marketing/financialassistance.php</a>	Financial assistance programs and grants provided by the Idaho State Department of Agriculture
Idaho Department of Commerce <a href="http://commerce.idaho.gov/incentives-and-financing/grants">http://commerce.idaho.gov/incentives-and-financing/grants</a>	Financial assistance and grants provided by the Idaho Department of Commerce
U.S. Department of Agriculture <a href="http://www.fsa.usda.gov/programs-and-services/farm-loan-programs/index">http://www.fsa.usda.gov/programs-and-services/farm-loan-programs/index</a>	Farm Loan programs
U.S. Small Business Administration (SBA) <a href="https://www.sba.gov/category/navigation-structure/loans-grants">https://www.sba.gov/category/navigation-structure/loans-grants</a>	Loans & Grants offered by the SBA
Western United States Agricultural Trade Association (WUSATA) <a href="https://www.wusata.org/whatwedo/fundmatchprogram/">https://www.wusata.org/whatwedo/fundmatchprogram/</a>	Eligible companies can receive up to 50% reimbursement for overseas marketing and promotion events





Trade Statistics	
District Export Council <a href="http://districtexportcouncil.org/content/country-export-promotion-comparative-analysis">http://districtexportcouncil.org/content/country-export-promotion-comparative-analysis</a>	Comparative Analysis across countries
Foreign Trade Statistics - U.S. Census Bureau <a href="http://www.census.gov/foreign-trade/index.html">http://www.census.gov/foreign-trade/index.html</a>	Updates and information on trade
GAIN Reports (Global Agricultural Information Network) - USDA Foreign Agricultural Service <a href="http://gain.fas.usda.gov/Pages/Default.aspx">http://gain.fas.usda.gov/Pages/Default.aspx</a>	Market data reports by country and/or industry
International Monetary Fund <a href="http://www.imf.org/external/data.htm">http://www.imf.org/external/data.htm</a>	Variety of trade and international statistics
International Trade Administration- U.S. Department of Commerce <a href="http://tse.export.gov/TSE/TSEhome.aspx">http://tse.export.gov/TSE/TSEhome.aspx</a>	Trade Data visualizations and statistics
Trade and Tariff Data - World Trade Organization <a href="http://www.wto.org/english/res_e/statis_e/statis_e.htm">http://www.wto.org/english/res_e/statis_e/statis_e.htm</a>	Databases and publications to provide access to data on trade flows, tariffs, non-tariff measures (NTMs) and trade in value added
Trade Map <a href="http://www.trademap.org/">http://www.trademap.org/</a>	International trade statistics
United Nations Comtrade <a href="http://comtrade.un.org/">http://comtrade.un.org/</a>	Database of detailed trade data
United Nations Data <a href="http://data.un.org/">http://data.un.org/</a>	Wide variety of international databases including trade, education, finance and tourism
USDA Foreign Agricultural Service Export Reporting Service <a href="http://apps.fas.usda.gov/esrquery/esrq.aspx">http://apps.fas.usda.gov/esrquery/esrq.aspx</a>	Agricultural Trade statistics
USA Trade Online <a href="https://usatrade.census.gov/">https://usatrade.census.gov/</a>	Export Data for foreign markets including unit price



U.S. Government Organizations	
Bureau of Industry and Security <a href="http://www.bis.doc.gov/">http://www.bis.doc.gov/</a>	Export control information and treaty compliance
Foreign Agricultural Service <a href="http://www.fas.usda.gov/">http://www.fas.usda.gov/</a>	Assists exporters of agricultural products
Foreign Consular Offices in the United States <a href="http://www.state.gov/s/cpr/rls/fco/">http://www.state.gov/s/cpr/rls/fco/</a>	Contact Information for all U.S. foreign consular offices
Idaho State Department of Agriculture <a href="http://www.agri.idaho.gov/">http://www.agri.idaho.gov/</a>	Market Development Division provides education and assistance to Idaho producers and growers
Idaho Department of Commerce <a href="http://trade.idaho.gov/">http://trade.idaho.gov/</a>	Commerce export information and resources specific to Idaho
International Trade Association <a href="http://www.trade.gov/">http://www.trade.gov/</a>	Offers services to exporters, provides data & analysis, and works to create trade opportunities and to remove trade barriers. Website includes a vast amount of resources regarding trade.
United States Agriculture Marketing Service <a href="http://www.ams.usda.gov/">http://www.ams.usda.gov/</a>	Current News and information regarding the agricultural industry and marketing resources
United States Department of Agriculture <a href="http://www.usda.gov/">http://www.usda.gov/</a>	Agency that provides leadership on food, agriculture, natural resources, rural development, nutrition, and related issues based on public policy, the best available science, and effective management
United States Customs and Border Protection <a href="http://www.cbp.gov/">http://www.cbp.gov/</a>	Website contains import and export requirements
U.S. Department of State <a href="http://www.state.gov/">http://www.state.gov/</a>	Detailed information about the history, political conditions, and economy of each country, as well as U.S. policy issues and diplomacy for each
U.S. Department of Commerce <a href="https://www.commerce.gov/">https://www.commerce.gov/</a>	Agency designed to promote job creation, economic growth, sustainable development, and improved standards of living for Americans
U.S. Commercial Service <a href="http://www.export.gov/">http://www.export.gov/</a>	Vast resource for all information regarding trade and offers help in connecting businesses with international buyers
U.S. Small Business Administration <a href="https://www.sba.gov/">https://www.sba.gov/</a>	Agency created to aid, counsel, assist and protect the interests of small business concerns



## World Development Indicators

UN Human Development Reports <a href="http://hdr.undp.org/en/reports/global/hdr2007-2008/">http://hdr.undp.org/en/reports/global/hdr2007-2008/</a>	International reports with regards to expanding the richness of human life, rather than simply the richness of the economy in which human beings live
World Bank <a href="http://data.worldbank.org/data-catalog/world-development-indicators">http://data.worldbank.org/data-catalog/world-development-indicators</a>	Global development data which includes national, regional and global estimates

## Business Directories

European Yellow Pages <a href="http://www.europages.com">http://www.europages.com</a>	Database of European companies
International Yellow Pages <a href="http://www.yellow.com/international.html">http://www.yellow.com/international.html</a>	International business directory
Kompass <a href="http://us.kompass.com/">http://us.kompass.com/</a>	Business database
MANTA Worldwide Company Listing <a href="http://www.manta.com/world/">http://www.manta.com/world/</a>	Business listings from the United States, Canada, United Kingdom and Australia
Weddle's Industry Associations <a href="http://www.weddles.com/associations/index.cfm">http://www.weddles.com/associations/index.cfm</a>	Database of associations divided by industries
WAND Industrial Database <a href="http://www.wand.com/core/default.aspx">http://www.wand.com/core/default.aspx</a>	Database of industries worldwide

## B2B Marketplaces

Alibaba <a href="http://www.alibaba.com/">http://www.alibaba.com/</a>	Business to Business online shopping
Brazil Import Export Directory <a href="http://br.tradeholding.com/">http://br.tradeholding.com/</a>	Business to Business online shopping
Federation of International Trade Associations <a href="http://fita.org/tradehub.html">http://fita.org/tradehub.html</a>	Links to international trade leads
Global B2B Marketplace <a href="http://www.ec21.com/">http://www.ec21.com/</a>	Business to Business online shopping
Indiamart <a href="http://trade.indiamart.com/">http://trade.indiamart.com/</a>	Business to Business online shopping



Paid Resources	
Euler Hermes <a href="http://www.eulerhermes.com/">http://www.eulerhermes.com/</a>	Trade resources and publications
Euromonitor International <a href="http://www.euromonitor.com/">http://www.euromonitor.com/</a>	Online reports for purchase and free industry articles
Piers <a href="https://www.piers.com/">https://www.piers.com/</a>	Market research and trade lead subscriptions
Online Converters	
Oanda <a href="http://www.oanda.com/currency/converter/">http://www.oanda.com/currency/converter/</a>	Currency Converter
Metric Conversions <a href="http://www.metric-conversions.org/">http://www.metric-conversions.org/</a>	Metric Conversion
Time and Date <a href="http://www.timeanddate.com/worldclock/">http://www.timeanddate.com/worldclock/</a>	World Clock

## BUSINESS CONTACTS

### INTERNATIONAL LAWYERS IN IDAHO

**Hawley Troxell**

877 Main St, Suite 1000

Boise, ID 83702

Tel: (208) 344-6000

Fax: (208) 954-5204

Contact: Steven W. Berenter, Managing Partner

Email: [sberenter@hawleytroxell.com](mailto:sberenter@hawleytroxell.com)

[www.hawleytroxell.com](http://www.hawleytroxell.com)

**Holland Hart**

800 W Main St, Suite 1750

Boise, ID 83702-7714

Tel: (208) 342-5000

Fax: (208) 343-8869

[www.hollandhart.com/](http://www.hollandhart.com/)

**Moffatt Thomas**

U.S. Bank Plaza

101 S Capital Blvd, 10th Floor

Boise, ID 83702-7714

Tel: (208) 385-2000

Fax: (208) 385-5384

Contact: Christine E Nicholas

Email: [cen@moffatt.com](mailto:cen@moffatt.com)

[www.moffatt.com](http://www.moffatt.com)

**Perkins Coie LLP**

1111 W Jefferson St, Suite 500

Boise, ID 83702-5391

Tel: (208) 343-3434

Fax: (208) 343-3232

[www.perkinscoie.com/boise](http://www.perkinscoie.com/boise)

**Stoel Rives LLP**

101 S Capitol Blvd, Suite 1900

Boise, ID 83702-7705

Tel: (208) 389-9000

Fax: (208) 389-9040

[www.stoel.com](http://www.stoel.com)





## IDAHO BANKS WITH INTERNATIONAL BANKING SERVICES

### **Umpqua Bank**

420 W Main St, Suite 101

Boise, ID 83702

Tel: (208) 424-2006

Fax: (208) 424-7299

Contact: Michael McKinniss

[www.umpquabank.com](http://www.umpquabank.com)

### **Zions Bank**

800 W Main St, Suite 100

Boise, ID 83702

Tel: (208) 344-5523

Service: Letters of credit, foreign collections, export bill discounting, foreign exchange, and international payments

Contact: Gary DeGrange

Direct: (208) 501-7477

Email: [Gary.degrange@zionsbank.com](mailto:Gary.degrange@zionsbank.com)

[www.zionsbank.com//business/international-banking.jsp](http://www.zionsbank.com//business/international-banking.jsp)

## WEST COAST BANKS WITH INTERNATIONAL BANKING SERVICES

### **Banner Bank**

2901 Second Ave

Seattle, WA 98121

Tel: (206) 441-3467

Service: Letters of credit, standby letters of credit, foreign bank information, documentary collections, and trade financing

[www.bannerbank.com/business-solutions/services/international-services](http://www.bannerbank.com/business-solutions/services/international-services)

### **Bank of America**

555 California St

San Francisco, CA 94104

Toll-Free: (800) 432-1000

Service: Letters of credit, documentary collections, receivables purchase program, Drafts/documents purchase program

<http://www.bofam.com/en-us/content/trade-supply-chain.html>

**Bank of the West**

180 Montgomery St

San Francisco, CA 94104

Toll-Free: (800) 488-2265

Service: Letters of credit, standby letters of credit, BOW trade service, documentary collections, foreign accounts receivable insurance, and international services fee schedule

<https://www.bankofthewest.com/commercial-banking/international-services.html>

**Key Bank**

601 108th Ave NE, Suite 100

Bellevue, WA 98004

Toll-Free: (800) 523-7248 ex. 43066

Boise Tel: (208) 364-8510

Service: International banking, letters of credit, foreign collections, foreign exchange, and international payments

[www.key.com/html/international-treasury-management.html](http://www.key.com/html/international-treasury-management.html)

**Umpqua Bank**

111 N Wall St

Spokane, WA 99201

Tel: (509) 624- 4121

Boise Tel: (208) 424-2000

International Services Tel: (877) 846-0029

Service: Letters of credit, international remittances, international wire transfers, foreign exchange service, and international drafts

<https://www.umpquabank.com/commercial-banking/international/>

**U.S. Bank**

1420 Fifth Ave

Seattle, WA 98111

General Telephone: (206) 344-3799

Contact: Myung-Ae Heyduck, Vice President Global Trade Services

Direct: (206) 344-2320

Service: Letters of credit, documentary collections, banker's acceptances, and foreign exchange and international payments

[www.usbank.com/cgi\\_w/cfm/small\\_business/products\\_and\\_services/intl\\_banking/intl\\_banking\\_ps.cfm](http://www.usbank.com/cgi_w/cfm/small_business/products_and_services/intl_banking/intl_banking_ps.cfm)

**Wells Fargo**

999 3rd Ave

Seattle, WA 98104

Tel: (206) 292-3415

Service: Letters of credit, foreign collections, foreign exchange, and international payments

[www.wellsfargo.com/com/international](http://www.wellsfargo.com/com/international)



## CONTAINERS

### **Apex Container & Warehousing** – Twin Falls Headquarters

1847 Highland Ave E

Twin Falls, ID 83301

Tel: (208) 733-1022

Fax: (208) 733-1476

Contact: Rick Maritt

Type: overseas container pick-up and delivery for import and export

Destinations: Oregon, Utah and Washington

[www.apex-co.com](http://www.apex-co.com)

### **APEX Container Inc.** – Nampa Office

2022 E Plaza Loop

Nampa, ID 83687-6751

Tel: (208) 467-2224

Fax: (208) 467-2257

Contact: Gary Amoth

Type: overseas container pick-up and delivery for import and export

Destinations: Oregon, Utah and Washington

[www.apex-co.com](http://www.apex-co.com)

### **T.R. Compton Inc.**

2618 2nd St S

Nampa, ID 83651

Tel: (208) 465-0100

Fax: (208) 466-0113

Contact: Linda Fouret

Type: overseas container pick-up and delivery for import and export

Destinations: Northwest Ports

<http://www.trcompton.com>

## CUSTOMS HOUSE BROKER/FREIGHT FORWARDER

### **LSidaho Inc.**

1077 W Boeing St

Boise, ID 83705

Tel: (208) 429-9895

Fax: (208) 429-9762

Contact: Karen Jones

Email: [kjones@lsidaho.com](mailto:kjones@lsidaho.com)

Type: Full service U.S. Customs Broker/Freight Forwarder; international freight and logistics for imports and exports; Documentation Services – Based on

Country requirements

Destinations: Global

[www.lsidaho.com](http://www.lsidaho.com)





## TRUCKING COMPANIES

### **Farm Fresh Marketing**

731 Golf Course Rd

Jerome, ID 83338

Tel: (888) 865-7600

Fax: (208) 324-8026

Type: LTL and Full truckload services for fresh produce

Destinations: 7 western states & Alberta, Canada

No Website

### **Diamond Line Delivery Systems**

1450 N Hickory Ave

Meridian, ID 83642

Tel: (208) 888-7133

Fax: (208) 888-7105

Type: LTL trucking service

Destinations: Idaho, Utah, Oregon, and Washington including Northwest Ports

No Website

### **Oak Harbor Freight Lines, Inc.**

645 N Nola Rd

Meridian, ID 83642-4083

Tel: (208) 884-1500

Toll-Free: (800) 288-5139

Fax: (208) 898-9100

Contact: Cory Schiller

Email: [cory.schiller@oakh.com](mailto:cory.schiller@oakh.com)

Type: LTL trucking service

Destinations: California, Idaho, Oregon, Washington including Northwest Ports

[www.oakh.com](http://www.oakh.com)

### **YRC, Inc.**

10855 W Executive Dr

Boise, ID 83713

Tel: (208) 887-1114

Toll-Free: (800) 632-5129

Fax: (208) 887-0098

Contact: Jerry Highley

Type: LTL and Truckload freight

Destinations: Continental U.S., Alaska, Hawaii, Puerto Rico, Canada and

Mexico

No Website





## FULL-SERVICE LOGISTICS COMPANIES

### **ABF Freight & Logistics** – Boise Office

7556 W Mossy Cup St

Boise, ID 83709

Tel: (208) 362-2235

Fax: (208) 362-2238

Contact: Mike Sawin

Type: Air, Ocean, and LTL and Full Load trucking services; Freight Forwarding

Destinations: Global

[www.abfs.com](http://www.abfs.com)

### **ABF Freight & Logistics** – Idaho Falls Office

470 Mercury Ave

Idaho Falls, ID 83402

Tel: (208) 524-6002

Fax: (208) 524-0650

Contact: Tom Nickovich

Type: Air, Ocean, and LTL and Full Load trucking services; Freight Forwarding

Destinations: Global

[www.abfs.com](http://www.abfs.com)

### **Expeditors International** – Boise office

2399 S Orchard St, Suite 210

Boise, ID 83705

Tel: (208) 364-0200

Fax: (208) 364-0202

Contact: Keith Pettyjohn

Email: [Keith.pettyjohn@expeditors.com](mailto:Keith.pettyjohn@expeditors.com)

Type: Air, Ocean, and Ground transportation services; customs & compliance

Destinations: Global

<http://www.expeditors.com>

### **FedEx Services**

2622 Lockheed Ln

Boise, ID 83705

Tel: (208) 631-0934

Contact: Stephen Mitchell, Senior International Sales Executive

Type: Air, Ocean, and Ground transportation services; small package shipments; customs & compliance

Destinations: Global

[www.fedex.com](http://www.fedex.com)



**Flagship Logistics Group – Idaho Location**

851 N Hickory Ave, Suite 200

Meridian, ID 83642-8016

Tel: (208) 383-9600

Toll-Free: (800) 292-9900

Type: Refrigerated and frozen TL and LTL transportation management and warehousing

Destinations: U.S. and west coast ports

<http://www.flagshipfoodgroup.com/industry-services/logistics/logistics-services/>

**SEKO Worldwide, LLC . – Boise office**

882 W Amity

Boise, ID 83705

Tel: (208) 344-2784

Fax: (208) 344-2627

Contact: John Wilson; Managing Director International

Email: [John.wilson@sekologistics.com](mailto:John.wilson@sekologistics.com)

Type: Air, Ocean, and ground transportation, logistics, forwarding and warehousing; Customs brokerage services

Destinations: Global

<http://www.sekologistics.com/en/contact/locations/north-america/usa/boise/>

**Transgroup Worldwide Logistics – Idaho Location**

2128 N Devlin Way

Nampa, ID 83687

Tel: (208) 468-2424

Fax: (208) 468-2438

Contact: Clay Sauer, Domestic and International Station Manager

Email: [clay.sauer.boi@transgroup.com](mailto:clay.sauer.boi@transgroup.com)

Type: Air, Ocean, and Ground transportation services

Destinations: Global

[www.transgroup.com](http://www.transgroup.com)

**United Parcel Service (UPS) – Boise Office**

116 E 42nd St

Boise, ID 83714

Tel: (208) 887-5963

Toll-Free: (800) 742-5877

Fax: (208) 327-1550

Type: Air, Ocean, LTL and Truckload freight; small package shipments; Customs Brokerage services

Destinations: Global

[www.ups.com](http://www.ups.com)



**XPO Logistics** – Meridian Office

1325 N Hickory Ave  
Meridian, ID 83642  
Tel: (208) 884-0018  
Fax: (208) 884-5599  
Contact: Scott Neil

Type: Air, Ocean, and LTL and Full Load trucking services; Freight Forwarding  
Destinations: Local, regional, and long haul trucking services (U.S., Canada, Mexico and Puerto Rico); additional global logistics available  
[www.xpo.com](http://www.xpo.com)

**XPO Logistics** - Pocatello Office (also serving Twin Falls)

3363 Highway 30 W  
Pocatello, ID 83201  
Tel: (208) 233-4981  
Fax: (208) 234-2032  
Contact: Darren Jacobs

Type: Air, Ocean, and LTL and Full Load trucking services; Freight Forwarding  
Destinations: Local, regional, and long haul trucking services (U.S., Canada, Mexico and Puerto Rico); additional global logistics available  
[www.xpo.com](http://www.xpo.com)



**TRANSPORTATION BROKERS**

**Hopewell Enterprises**

5315 Bel Air St  
Boise, ID 83705  
Tel: (208) 373-2988  
Fax: (208) 373-1266  
Type: Air, Ocean, and Ground  
Destinations: U.S. and Canada  
No website

**Unishippers**

3451 E Copper Point Dr, Suite 107  
Meridian, ID 83642  
Tel: (208) 489-9900  
Fax: (208) 489-9901  
Contact: Jon Petersen  
Type: Air, Ocean, and LTL and Full Load trucking; small package shipping  
Destinations: Global  
<https://www.unishippers.com/index.html>

## IDAHO PROFESSIONAL BUSINESS TRANSLATION SERVICES

### eLocale

815 Park Blvd, Suite 255  
Boise, ID 83712  
Tel: (208) 336-5530  
Contact: Wendy Hoover  
Email: [wendy@elocale.com](mailto:wendy@elocale.com)  
Services: Written Translation and Localization services  
[www.elocale.com](http://www.elocale.com)

### Enlaso Corporation

9543 W Emerald St, Suite 105  
Boise, ID 83704  
Tel: (208) 672-8500  
Toll-Free: (866) 415-6820  
E-mail: [contact@enlaso.com](mailto:contact@enlaso.com)  
Services: Translation and Localization services for documents, websites, software, videos and audios; Interpretation services  
[www.enlaso.com](http://www.enlaso.com)

### i-BEAK Inc. - Main Office

967 E Parkcenter Blvd, Suite 342  
Boise, ID 83706  
Tel: (208) 863-8891  
Fax: (208) 336-1908  
Contact: Rika Torres  
E-mail: [info@i-beak.com](mailto:info@i-beak.com)  
Services: Language and Cultural Coaching; Marketing and Web Localization; Interpretation services; in-country support  
<http://i-beak.com/>

### Morales Dimmick Translation Service Inc.

114 N Commercial Ave  
Emmett, ID 83617  
Tel: (208) 365-2622  
E-mail: [projects@MDtranslation.com](mailto:projects@MDtranslation.com)  
Services: Interpretation services; Interpreter training and written translations  
<http://www.mdtranslation.com/>

### Span-Tech & Associates

8881 W River Beach Lane  
Boise, ID 83714-1812  
Tel: (208) 672-0021  
Services: Translation and Interpreting services; can travel, minimum \$100 depending on technicality + travel costs; has worked with court, welfare)  
No website





## Idaho Exporter's Resource Guide

If you see any contact information that is missing or incorrect, please feel free to contact the following:

Idaho Department of Commerce – International Division

[Sarah.Massie@commerce.idaho.gov](mailto:Sarah.Massie@commerce.idaho.gov)

Or

The Idaho State Department of Agriculture – Market Development Division

[Paris.Dickerson@ISDA.Idaho.gov](mailto:Paris.Dickerson@ISDA.Idaho.gov)

# IDAHO

**State Department of Agriculture**

**Department of Commerce**



**PROMOTING IDAHO PRODUCTS AROUND THE WORLD**