IDAHO EXPORTER'S RESOURCE GUIDE

IDAHO DEPARTMENT OF AGRICULTURE

IDAHO COMMERCE

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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 USA Trade Online (free registration required), 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 or 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

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
IZA Business Centers
Park Plaza Santa Fe
Javier Barros Sierra 540,
Torre 1 Piso 5
Lomas de Santa Fe
CDMX 01210 Mexico
Tel: +52-55-8000-8330
Email: fabiola.idaho@attendmi.com
Web: http://www.idaho-negocios.org/

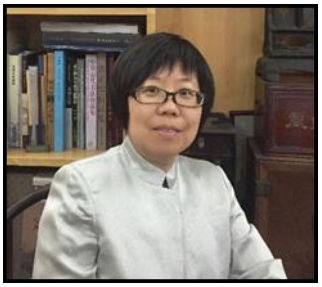
TAIWAN AND SOUTHEAST ASIA

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
Web: www.idahoasia.org

The Idaho-SE 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
Web: 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
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 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 - Couer d'Alene
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 boarders. 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/

OTHER RESOURCES FOR EXPORT INFORMATION

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

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

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

Financing & Funding	
Country Limitation Schedule http://www.exim.gov/tools-for-exporters/country-limitation-schedule	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) http://www.exim.gov/	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 http://www.agri.idaho.gov/Categories/Marketing/financialassistance.php	Financial assistance programs and grants provided by the Idaho State Department of Agriculture
Idaho Department of Commerce http://commerce.idaho.gov/incentives-and-financing/grants	Financial assistance and grants provided by the Idaho Department of Commerce
U.S. Department of Agriculture http://www.fsa.usda.gov/programs-and-services/farm-loan-programs/index	Farm Loan programs
U.S. Small Business Administration (SBA) https://www.sba.gov/category/navigation-structure/loans-grants	Loans & Grants offered by the SBA
Western United States Agricultural Trade Association (WUSATA) https://www.wusata.org/whatwedo/fundmatchprogram/	Eligible companies can receive up to 50% reimbursement for overseas marketing and promotion events

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

U.S. Government Organizations	
Bureau of Industry and Security http://www.bis.doc.gov/	Export control information and treaty compliance
Foreign Agricultural Service http://www.fas.usda.gov/	Assists exporters of agricultural products
Foreign Consular Offices in the United States http://www.state.gov/s/cpr/rls/fco/	Contact Information for all U.S. foreign consular offices
Idaho State Department of Agriculture http://www.agri.idaho.gov/	Market Development Division provides education and assistance to Idaho producers and growers
Idaho Department of Commerce http://trade.idaho.gov/	Commerce export information and resources specific to Idaho
International Trade Association http://www.trade.gov/	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 http://www.ams.usda.gov/	Current News and information regarding the agricultural industry and marketing resources
United States Department of Agriculture http://www.usda.gov/	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 http://www.cbp.gov/	Website contains import and export requirements
U.S. Department of State http://www.state.gov/	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 https://www.commerce.gov/	Agency designed to promote job creation, economic growth, sustainable development, and improved standards of living for Americans
U.S. Commercial Service http://www.export.gov/	Vast resource for all information regarding trade and offers help in connecting businesses with international buyers
U.S. Small Business Administration https://www.sba.gov/	Agency created to aid, counsel, assist and protect the interests of small business concerns

World Development Indicators	
UN Human Development Reports http://hdr.undp.org/en/reports/global/hdr2007-2008/	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 http://data.worldbank.org/data-catalog/world-development-indicators	Global development data which includes national, regional and global estimates
Business Directories	
European Yellow Pages http://www.europages.com	Database of European companies
International Yellow Pages http://www.yellow.com/international.html	International business directory
Kompass http://us.kompass.com/	Business database
MANTA Worldwide Company Listing http://www.manta.com/world/	Business listings from the United States, Canada, United Kingdom and Australia
Weddle's Industry Associations http://www.weddles.com/associations/index.cfm	Database of associations divided by industries
WAND Industrial Database http://www.wand.com/core/default.aspx	Database of industries worldwide
B2B Marketplaces	
Alibaba http://www.alibaba.com/	Business to Business online shopping
Brazil Import Export Directory http://br.tradeholding.com/	Business to Business online shopping
Federation of International Trade Associations http://fita.org/tradehub.html	Links to international trade leads
Global B2B Marketplace http://www.ec21.com/	Business to Business online shopping
Indiamart http://trade.indiamart.com/	Business to Business online shopping

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

BUSINESS CONTACTS

INTERNATIONAL LAWYERS IN IDAHO

Evans Keane LLP
1161 West River Street, Suite 100
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www.evanskeane.com

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800 W Main St, Suite 1750
Boise, ID 83702-7714
Tel: (208) 342-5000
Fax: (208) 343-8869
www.hollandhart.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

Stoel Rives LLP
101 S Capitol Blvd, Suite 1900
Boise, ID 83702-7705
Tel: (208) 389-9000
Fax: (208) 389-9040
www.stoel.com

IDAHO BANKS WITH INTERNATIONAL BANKING SERVICES

Umpqua Bank
280 South Capital Blvd St 200
Boise, ID 83702
Tel: (208) 982-3271
Fax: (208) 424-7299
Contact: Jeffery Jones
www.umpquabank.com

Zions Bank
800 W Main St, Suite 100
Boise, ID 83702
Tel: (208) 344-5523
Service: Trade Finance, SBA and Ex-Im Bank Financing, Payables Financing, Foreign Exchange, and International Payment Services
Contact: Gary DeGrange
Direct: (208) 501- 7477
Email: Gary.degrange@zionsbank.com
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

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.bofaml.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

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

Washington Trust Bank
601 Union Street, Ste. 4747
Seattle, WA 98101
Contact: Doug Kemper
206-515-4771
dkemper@watrust.com
Services provided: Letters of credit, documentary collections, foreign exchange and trade finance counseling
https://www.watrust.com/business/products-services/international-services

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

CONTAINERS

Apex Container & Warehousing – Twin Falls Headquarters
1847 Highland Ave E
Twin Falls, ID 83301
Tel: (208) 733-1022
Fax: (208) 733-1476
Contact: Casey Kettler
Type: overseas container pick-up and delivery for import and export
Destinations: Oregon, Utah, Washington, Idaho and Montana
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

T.R. Compton Inc.
2512 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.
2710 W Sunrise Rim Road State 150
Boise, ID 83705
Tel: (208) 429-9895
Fax: (208) 429-9762
Contact: Karen Jones
Email: 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

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
Type: LTL trucking service, Truckload brokerages, Expedited services
Destinations: California, Idaho, Oregon, Washington including Northwest Ports
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: Norm Pavel
Type: LTL and Truckload freight
Destinations: Continental U.S., Alaska, Hawaii, Puerto Rico, Canada and Mexico
YRCfreight.com

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

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, Warehousing Logistics
Destinations: Global
www.arcb.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
Type: Air, Ocean, and Ground transportation services; Customs & compliance; warehousing, distribution, risk management services
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

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
4501 A South Federal Way
Boise, ID 83716
Tel: (208) 344-2784
Fax: (208) 344-2627
Contact: John Wilson; Managing Director International
Email: John.wilson@sekologistics.com
Type: Air, Ocean, and ground transportation, logistics, forwarding and warehousing; Customs brokerage services, 3pl
http://www.sekologistics.com/

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
Type: Air, Ocean, and Ground transportation services
Destinations: Global
www.transgroup.com

United Parcel Service (UPS) – Boise Office
2750 Saturn Way
Boise, ID 83709
Tel: (208) 562-1387
Fax: (208) 562-1286
Type: Air, Ocean, LTL freight; small package shipments; Customs Brokerage services
Destinations: SLC, Portland and connections to Canada, Mexico and the Pacific -Rim
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

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

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
Services: Written Translation and Localization services
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
Services: Translation and Localization services for documents, websites, software, videos and audios; Interpretation services
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
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
Services: Interpretation services; Interpreter training and written translations
http://www.mdtranslation.com/

INTERNATIONAL ACCOUNTING

Deloitte & Touche
800 W Main St, Ste 1400
Boise, ID 83702
208-342-9361
http://www.deloitte.com/

Eide Bailly
877 W Main St, Ste. 800
Boise, ID 83702
208-344-7150
http://www.eidebailly.com/

Cox-CPA & Company
5995 W State St, Ste. B
Boise, ID, 83703
208-342-8204
http://www.cox-cpa.com/

Roberts Hart & Company
1200 W Cherry Ln, Ste. 100
Meridian, ID, 83642
208-888-6501
http://www.robertscpa.net/

Grow Rasmussen
12550 W Explorer Dr., Ste. 200
Boise, ID, 83713
208-375-1771
http://www.growrasmussen.com/

Ripley Doorn & Company
Boise
1140 S Allante Ave
Boise, ID 83709
208-375-0550
Nampa
217 W Georgia Ave, Ste. 100
Nampa, ID 83686
208-466-9264
Caldwell
824 Dearborn St
Caldwell, ID 83605
208-459-3696
http://www.rdcpa.com/

Presnell Gage
Lewiston
1216 Idaho St
Lewiston, ID 83501
208-746-8281
Moscow
609 S Washington St, Ste. 202
Moscow, ID 83843
208-882-2211
Grangeville
109 S Mill St
Grangeville, ID 83530
208-983-1254
Orofino
216 Johnson Ave
Orofino, ID 83544
208-476-3012
http://www.presnellgage.com/

Wendy Klein, CPA
1815 E Expedition Dr.
Meridian, ID 83646
208-629-0291

BUSINESS CONSULTING FOR EXPORTER

Eide Bailly
877 W Main St, Ste. 800
Boise, ID 83702
208-344-7150
http://www.eidebailly.com/

Logistic Services of Idaho (LSI)
1077 W Boeing St
Boise, ID 83705
208-429-9895
https://www.lsidaho.com/

Stone & Associates
(find out their Boise contact info)

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

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
Or
The Idaho State Department of Agriculture – Market Development Division
Paris.Dickerson@ISDA.Idaho.gov

State Department of Agriculture

Department of Commerce

PROMOTING IDAHO PRODUCTS AROUND THE WORLD