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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 or https://agri.idaho.gov/main/marketing/financial-assistance/

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 7249 Boise, ID 83707
Tel: (208) 332-8500 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
Rancho Santa Fe 1
Av. Bernardo Quintana 110, interior 19
La Loma de Santa Fe
CDMX 01210, Mexico
Tel: +52 55 3494 9877 or +1(210) 909 2827
Email: mailto:fabiola.idaho@attendmi.com
Web: 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. 681 Xiaomuqiao Road, 28th floor
Shanghai, China 200032
Tel: +86-21-6473-0881
Fax: +86-21-6473-6565
Email: taraqu@idahochina.org
WeChat:
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 in more than 75 countries. Whether you are 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
https://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:

Counseling and Training

- U.S. Export Assistance Centers (USEACs) help you explore the process of exporting at centers across the country. Each one is staffed by professionals from public and private organizations with experience in export assistance for small- and medium-sized businesses
- Small Business Development Centers (SBDCs) are hosted by leading universities and state economic development agencies and are partially funded through a partnership with SBA. Their advisors offer free business consulting and low-cost training services
- International Trade Hotline, the SBA’s Office of International Trade, publicizes the small business benefits of U.S. trade agreements and helps protect the rights of small businesses under these agreements. Contact the toll-free trade hotline at 1-855-722-4877

Find International Buyers

- State Trade Expansion Program (STEP) provides financial awards to state and territory governments to help small businesses with exporting

Export finance programs

- Export Express Loans can directly underwrite a loan without getting prior approval from the SBA, which allows you to get capital quickly. Loans are typically approved within 36 hours, and can be up to $500,000
- Export Working Capital Loans allow small business owners to apply for loans in advance of finalizing an export sale or contract, giving exporters great flexibility in negotiating export payment terms. These loans can be up to $5 million, and the turnaround time is usually five to 10 business days.
- International Trade Loans help small businesses enter international markets and make investments to compete with other importers. These loans offer a combination of fixed asset, working capital financing, and debt refinancing with the SBA’s maximum guaranty of 90 percent on the total loan amount. The maximum loan is $5 million in total financing.
IDAHO SMALL BUSINESS DEVELOPMENT CENTER (SBDC)

The Idaho Small Business Development Center (SBDC) is a statewide, university-based organization empowering small business success since 1986. Idaho SBDC assistance is available at no cost to anyone starting or expanding a private small business in Idaho. There is a network of six regional centers throughout Idaho and one state office located in Boise. All seven offices are hosted by a university or college, allowing for strong partnerships with their affiliated higher ed institutions, the private business community and federal, state and local government. Visit https://www.idahosbdc.org to learn more about their no-cost services.

Idaho Small Business Development Center (SBDC) Locations:
1. REGION I - North Idaho College SBDC - Coeur 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
7. STATE OFFICE - Boise State University SBDC - Boise

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
https://www.cbp.gov/
OTHER RESOURCES FOR EXPORT INFORMATION

General Export Resources

  - Downloadable comprehensive guide to exporting e-book
  - Extensive website to help U.S. companies export
- **Global Edge** – Michigan State University [http://globaledge.msu.edu/reference-desk/export-tutorials](http://globaledge.msu.edu/reference-desk/export-tutorials)
  - Link to various resources regarding the different aspects of exporting
- **Idaho District Export Council** [https://www.exportidaho.com/](https://www.exportidaho.com/)
  - A volunteer organization drawn from Idaho industries and service providers to help other Idaho firms compete and win business in the international marketplace
- **SBA (Small Business Administration) Export Planner** [https://www.sba.gov/exportbusinessplanner](https://www.sba.gov/exportbusinessplanner)
  - Guide to determine export readiness and planning from the SBA
- **SBA International Site** [https://www.sba.gov/category/navigation-structure/exporting-importing](https://www.sba.gov/category/navigation-structure/exporting-importing)
  - Page provides links to many resources regarding exporting
  - Online website containing a vast amount of resources regarding exporting
- **USA Trade Online** (Sign- In Required) [https://usatrade.census.gov/](https://usatrade.census.gov/)
  - Database provided by U.S. Census Bureau with various resources for trade
  - Recorded Webinars on wide variety of topics regarding trade
  - Food Safety and Inspection Service’s export checklist
  - Wide variety of resources regarding marketing internationally

Regional and Country Information

  - Comprehensive database on countries and regions world-wide
  - Country-specific information regarding many elements of trade
  - 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


- Links to studies, shipping documents, etc.

Indexmundi Country Profiles http://www.indexmundi.com/

- Database of country statistics from various sources

Market Research https://www.trade.gov/international-market-research

- Variety of market research resources and guidelines provided by the U.S. Commercial Service


- Resource provided by the U.S. Commercial Service to help identify leads for U.S. companies

Shipping, Regulations, Standards & Tariffs

- ASTM International
  - 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

- Customs Info Database Tariff Look-up Tool
  https://www.trade.gov/customs-info-database-user-guide
  - Global tariff look-up tool

- Duty Rates - U.S. Customs and Border Protection
  https://www.cbp.gov/trade/programs-administration/determining-duty-rates
  - Determining Duty Rates

- European Commission
  - Harmonized European Standards to demonstrate that products, services, or processes comply with relevant EU legislation

- 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**
  - Information about international standards (with detailed information available for purchase)

• **NAFTA Customs Procedures** - U.S. Customs and Border Protection
  - Detailed explanation of NAFTA

• **Regulations** - Bureau of Industry and Security
  [https://www.bis.doc.gov/index.php/regulations](https://www.bis.doc.gov/index.php/regulations)
  - International trade regulations by product category

• **Sample Agent Contracts** [http://contracts.onecle.com/](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](http://www.census.gov/foreign-trade/schedules/b/index.html)
  - Schedule B browser and search

• **Tariff Download Facility** - World Trade Organization
  - Database on Most-Favored-Nation (MFN) applied and bound tariffs at the standard codes of the Harmonized System (HS) for all WTO Members

• **UPS Trade Ability International Tools** (free registration required)
  - 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**
  - Mandated process in order to move goods across U.S. border

• **U.S. Department of Commerce - Tariff and Import Fees**
  - Helpful resources to determine whether there will be a duty on your product

### Financing & Funding

• **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)**
  - 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**
  - Financial assistance programs and grants provided by the Idaho State Department of Agriculture

• **Idaho Department of Commerce**
  - Financial assistance and grants provided by the Idaho Department of Commerce
• U.S. Department of Agriculture
  o Farm Loan programs

• U.S. Small Business Administration (SBA)
  https://www.sba.gov/category/navigation-structure/loans-grants
  o Loans & Grants offered by the SBA

• Western United States Agricultural Trade Association (WUSATA)
  https://www.wusata.org/whatwedo/fundmatchprogram/
  o 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
  o Comparative Analysis across countries

• Foreign Trade Statistics - U.S. Census Bureau
  https://www.census.gov/foreign-trade/index.html
  o Updates and information on trade

• International Monetary Fund
  http://www.imf.org/external/data.htm
  o Variety of trade and international statistics

• International Trade Administration- U.S. Department of Commerce
  http://tse.export.gov/TSE/TSEhome.aspx
  o Trade Data visualizations and statistics

• Trade and Tariff Data - World Trade Organization
  http://www.wto.org/english/res_e/statis_e/statis_e.htm
  o 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/
  o International trade statistics

  o Database of detailed trade data

• United Nations Data http://data.un.org/
  o Wide variety of international databases including trade, education, finance and tourism

• USDA Foreign Agricultural Service Export Reporting Service
  https://www.fas.usda.gov/data
  o Agricultural Trade statistics

• USA Trade Online https://usatrade.census.gov/
  o Export Data for foreign markets including unit price
Government Organizations

  o Export control information and treaty compliance
  o Assists exporters of agricultural products
- **Foreign Consular Offices in the United States** [http://www.state.gov/s/cpr/rls/fco/](http://www.state.gov/s/cpr/rls/fco/)
  o Contact Information for all U.S. foreign consular offices
- **Idaho State Department of Agriculture** [http://www.agri.idaho.gov/](http://www.agri.idaho.gov/)
  o Market Development Division provides education and assistance to Idaho producers and growers
- **Idaho Department of Commerce** [http://trade.idaho.gov/](http://trade.idaho.gov/)
  o Commerce export information and resources specific to Idaho
- **International Trade Association** [http://www.trade.gov/](http://www.trade.gov/)
  o 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.
  o Current News and information regarding the agricultural industry and marketing resources
- **United States Department of Agriculture** [https://www.usda.gov/](https://www.usda.gov/)
  o 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
  o Website contains import and export requirements
- **U.S. Department of State** [http://www.state.gov/](http://www.state.gov/)
  o 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/](https://www.commerce.gov/)
  o Agency designed to promote job creation, economic growth, sustainable development, and improved standards of living for Americans
- **U.S. Commercial Service** [https://www.export.gov/](https://www.export.gov/)
  o 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/](https://www.sba.gov/)
  o Agency created to aid, counsel, assist and protect the interests of small business concerns

World Development Indicators

  o International reports with regards to expanding the richness of human life, rather than simply the richness of the economy in which human beings live
  o Global development data which includes national, regional, and global estimates
Business Directories

- **European Yellow Pages** [http://www.europages.com](http://www.europages.com)
  - Database of European companies
- **International Yellow Pages** [http://www.yellow.com/international.html](http://www.yellow.com/international.html)
  - International business directory
- **Kompass** [http://us.kompass.com/](http://us.kompass.com/)
  - Business database
  - Business listings from the United States, Canada, United Kingdom and Australia
- **Weddle’s Industry Associations** [https://www.weddles.com](https://www.weddles.com)
  - Database of associations divided by industries
- **WAND Industrial Database** [http://www.wand.com/core/default.aspx](http://www.wand.com/core/default.aspx)
  - Database of industries worldwide

B2B Marketplaces

- **Alibaba** [http://www.alibaba.com/](http://www.alibaba.com/)
  - Business to Business online shopping
- **Brazil Import Export Directory** [http://br.tradeholding.com/](http://br.tradeholding.com/)
  - Business to Business online shopping
- **Federation of International Trade Associations** [http://fita.org/tradehub.html](http://fita.org/tradehub.html)
  - Links to international trade leads
  - Business to Business online shopping
- **Indiamart** [http://trade.indiamart.com/](http://trade.indiamart.com/)
  - Business to Business online shopping

Paid Resources

- **Euler Hermes** [http://www.eulerhermes.com/](http://www.eulerhermes.com/)
  - Trade resources and publications
  - Online reports for purchase and free industry articles
- **Piers** [https://www.piers.com/](https://www.piers.com/)
  - Market research and trade lead subscription

Online Converters

  - Currency Converter
- **Metric Conversions** [http://www.metric-conversions.org/](http://www.metric-conversions.org/)
  - Metric Conversion
- **Time and Date** [http://www.timeanddate.com/worldclock/](http://www.timeanddate.com/worldclock/)
  - World Clock
BUSINESS CONTACTS

International Lawyers in Idaho

**Hawley Troxell**
877 Main St, Suite 1000
Boise, ID 83702
Tel: (208) 344-6000
Contact: Nick Miller
Email: nmiller@hawleytroxell.com
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/

**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

**Banner Bank**
6149 N. Meeker Place Suite 200
Boise, ID, 83713
Tel: (208) 424-2855
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)

**Umpqua Bank**
280 South Capital Blvd St 200
Boise, ID 83702
Tel: (208) 424-2000
Contact: Jeffery Jones: Commercial Banker
Email: JeffreyJones@UmpquaBank.com
[www.umpquabank.com](http://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: Mark Garfield, SVP, Regional Manager, International Banking, Global Trade Solutions; Lee Gibbs International Banking Services
Direct: (801) 844-7688
Email: Lee.gibbs@zionsbank.com; Mark.Garfield@zionsbancorp.com

West Coast Banks with International Banking Services

**Bank of America**
315 Montgomery St
San Francisco, CA 94104 Toll-Free: (800) 432-1000
Service: Letters of credit, documentary collections, receivables purchase program, Drafts/documents purchase program

**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](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
1111 Third Avenue 29th Floor
Seattle, WA 98101
Tel: (206) 749-7316
Direct:(206) 459-1904
Service: Letters of credit, international remittances, international wire transfers, foreign exchange service, and international drafts
Contact: Tim Rasmussen: Int’l Banking
Email: timrasmussen@umpquabank.com
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
https://www.usbank.com/cgi_w/cfm/commercial_business/products_and_services/intl_banking/intl_banking_ps.cfm

Washington Trust Bank
601 Union Street, Ste. 4747
Seattle, WA 98101
Contact: Doug Kemper
800-788-4578
Seattle 206-667-8989
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) 833-4400
Service: Letters of credit, foreign collections, foreign exchange, and international payments
www.wellsfargo.com/com/international
Containers

**Apex Container & Warehousing** – Twin Falls Headquarters
1874 Highland Ave E
Twin Falls, ID 83301 Tel: (208) 733-1022
Fax: (208) 733-1476
Contact: Casey Kettler
Email: dispatch@apex-co.com
Type: overseas container pick-up and delivery for import and export
Destinations: Oregon, Utah, Washington, Idaho and Montana
www.apex-co.com

**T.R. Compton Inc.**
2512 2nd St S
Nampa, ID 83686
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

Customs House Broker/Freight Forwarder Trucking Companies

**Farm Fresh Marketing**
731 Golf Course Rd Jerome, ID 83338
Tel: (208) 324-5817
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
www.diamondlinedelivery.com

**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
https://arcb.com/abf-freight

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
https://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
www.flagshipfoodgroup.com

**O’Brien Logistics**
500 Ross Ranch Rd Unit 2
Kellogg, ID 83837 USA
Tel: (208) 305-2311
Contact: Scott O’Brien
Email: Scott@obrienlogistics.net
http://obrienlogistics.net

**Pilot Freight Services**
2940 Victory View Way
Boise, ID 83709
Tel: (208) 936-8887
Contact: Chase Groesbeck
Email: ChaseGroesbeck@PilotDelivers.com
https://www.pilotdelivers.com/locations/boi/

**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 Global 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) 562-1369
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

Verde Fulfillment
27 N Philippi St
Boise, ID 83706
Tel: (208) 629-2239
Contact: Greg Mcroberts, President
Email: gregm@verdefulfillment.com
https://www.verdefulfillmentusa.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**
1861 Wildwood St  
Boise, Idaho, 83713  
Tel: (208) 489-9900  
Fax: (208) 994-3455  
Contact: Jon Petersen  
Type: Air, Ocean, and LTL and Full Load trucking; small package shipping  
Destinations: Global  
[https://www.unishippers.com/index.html](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**
6126 W State St  
Boise, ID 83703  
Tel: (208) 378-7565  
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
Services: Language and Cultural Coaching; Marketing and Web Localization; Interpretation services; in-country support
http://i-beak.com/

Morales Dimmick Translation Service Inc.
3313 W Cherry Lane, Suite 434
Meridian, ID 83642
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  

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

**S Massie Consulting**  
P.O. Box 8973  
Boise, ID 83707  
Tel: (208) 283-2140  
[www.smassie.com](http://www.smassie.com)  
Services: Export Consulting with a specialization in Export Compliance Programs

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

Idaho Department of Commerce – International Division [Sharon.Adams@commerce.idaho.gov](mailto:Sharon.Adams@commerce.idaho.gov)

Or

The Idaho State Department of Agriculture – Market Development Division [Chelsea.Conlon@isda.idaho.gov](mailto:Chelsea.Conlon@isda.idaho.gov)