



# IDAHO EXPORTER 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 <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](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  
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](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](mailto:eddieyen@idahoasia.org)  
Web: [www.idahoasia.org](http://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 Xiaomujiao Road, 28th floor  
Shanghai, China 200032  
Tel: +86-21-6473-0881  
Fax: +86-21-6473-6565  
Email: [taraqu@idahochina.org](mailto: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](mailto: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.

#### **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 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 Border 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

<https://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 <https://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 District Export Council** <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>
  - Guide to determine export readiness and planning from the SBA
- **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](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 with- in a country
- **Global Market Information** <https://smallbusiness.fedex.com/where-to-grow.html>
  - 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
- **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
- **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**  
[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)
  - 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**  
<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 Trade Ability International Tools** (free registration required)  
[https://wwwapps.ups.com/tradeability?loc=en\\_US&WT.svl=PNRO\\_L1](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](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**  
<https://agri.idaho.gov/main/marketing/financial-assistance/>
  - 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**  
<https://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**  
<https://www.census.gov/foreign-trade/index.html>
  - Updates and information on trade
- **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](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**  
<https://www.fas.usda.gov/data>
  - Agricultural Trade statistics
- **USA Trade Online** <https://usatrade.census.gov/>
  - Export Data for foreign markets including unit price



## 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** <https://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** <https://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** <https://www.weddles.com>
  - 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 subscription

## 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

**Hawley Troxell**

877 Main St, Suite 1000

Boise, ID 83702

Tel: (208) 344-6000

Contact: Nick Miller

Email: [nmiller@hawleytroxell.com](mailto:nmiller@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/)

**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

### **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](mailto: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](mailto:Lee.gibbs@zionsbank.com) ; [Mark.Garfield@zionsbancorp.com](mailto:Mark.Garfield@zionsbancorp.com)

<https://www.zionsbank.com/business-banking/other-banking-services/global-banking/>

## 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

<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**

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](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](http://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](mailto: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](http://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](http://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](mailto:cory.schiller@oakh.com)

Type: LTL trucking service, Truckload brokerages, Expedited services 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: Norm Pavel

Type: LTL and Truckload freight

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

[YRCfreight.com](http://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.cm/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](mailto: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](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

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

**Verde Fulfillment**

27 N Philippi St

Boise, ID 83706

Tel: (208) 629-2239

Contact: Greg Mcroberts, President

Email: [gregm@verdefulfillment.com](mailto: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](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**

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>

## 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](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.**

3313 W Cherry Lane, Suite 434

Meridian, ID 83642

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/>

## 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/>

**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)



**Idaho State Department of Agriculture**



**Idaho Department of Commerce**

**Promoting Idaho Products Around the World**