

## International Banking Services

Your bank can be an important partner in your international transactions. Unless you are fully familiar with your overseas customers and are comfortable dealing with them on an open account basis, you will probably want to sell to customers in a manner that ensures prompt payment and provides protection to your accounts receivable.

Your bank can help you achieve successful export transactions through a number of mechanisms, including opening, confirming, and negotiating export or import letters of credit, assistance with documentary collections, wire transfers, and foreign exchange. As an exporter, you should work with your bank before you even start negotiating method of payment terms and certainly before your buyer opens a letter of credit in order to specify the exact language and terms that you would like in the Letter of Credit.

Several of Utah's banks provide international banking services. Such banks include:

### **JP Morgan Chase**

Global Trade Division  
201 S Main St.  
Salt Lake City, UT 84111  
Contact: Fernando Almeida  
Tel: 602-221-1364  
[www.jpmchase.com](http://www.jpmchase.com)

### **HSBC/Wells Fargo Bank**

100 W. Washington, 25th Floor  
Phoenix, AZ 85003  
Contact: Fidela Irigoyen  
Tel: 602-378-1117  
[www.wellsfargo.com](http://www.wellsfargo.com)

### **U.S. Bank**

International Division  
15 W. South Temple, Suite 600  
Salt Lake City, UT 84101-1536  
Contact: Gary DeGrange  
Tel: 208-383-7600  
[www.usbank.com](http://www.usbank.com)

### **Zions Bank**

International Banking  
1 South Main Street  
Salt Lake City, UT 84111  
Contact: Mark Garfield  
(801) 524-2660  
[www.zionsbank.com](http://www.zionsbank.com)