



## **Export-Import Bank of the United States**

### **Lender Referral List**

**As of November 10, 2010**

The information provided through this service is gathered from the participating lending institutions and they are responsible for providing updates to maintain the accuracy of the data. Changes should be submitted to [joseph.butler@exim.gov](mailto:joseph.butler@exim.gov)

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EBD-G-01

## ALABAMA

### Compass Bank

15 S 20th St Ste 1601  
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Ms. Helen L. Chase  
Vice President International Business  
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### First Commercial Bank

800 Shades Creek Pkwy  
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Mr. Jason Goetz  
Assistant Vice President  
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### First Commercial Bank

PO Box 11746  
Birmingham, AL 35202  
Mr. George Clarke  
Vice President  
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### Regions Bank

417 N 20th St  
Birmingham, AL 35203  
Mr. Chris N. Watson  
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2053267657  
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### Regions Bank

255 Grant St  
Decatur, AL 35602  
Ms. Emy Ruiz \*  
Senior Vice President  
3057745214  
emy.ruiz@regions.com

### Regions Bank

106 St Francis St 16th Fl  
Mobile, AL 36602  
Mr. Carson P. Strickland \*  
International Banking Officer  
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### Cheaha Bank

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Oxford, AL 36203  
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Executive Vice President  
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## ARIZONA

### Bank of Tucson

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Mr. David Esquivel  
Senior Vice President  
5203979220  
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### Arizona Business Bank

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Senior Vice President  
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### Sonoran Bank

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Mr. Frank Coumides  
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6023936945  
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### Wells Fargo HSBC Trade Bank

100 W Washington 25th Fl  
Phoenix, AZ 85003-1808  
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Senior Vice President  
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Irigoyen@wellsfargo.com

### Bank of the Southwest

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Mr. Jun Callanta  
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### Bank of Tucson

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## ARKANSAS

### Regions Bank

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### Regions Bank

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## CALIFORNIA

### Bank of East Asia Ltd (USA)

388 E Valley Blvd  
Alhambra, CA 91801  
Mr. Tommy Leung  
Sr Vice President  
6264572245  
leungt@hkbea-us.com

\* This contact is a Delegated Authority Lender and may be listed for various banks which have merged. Please use the telephone number listed which is for his/her home office.

# This financial institution has indicated a willingness to consider financing using Ex-Im Bank insured foreign receivables as collateral.

\*\*\*\*\*  
**Far East National Bank**

105 E Valley Blvd 2nd Fl  
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Mr. Joseph Chou  
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6262933102  
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**Grand National Bank**

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Alhambra, CA 91801-3517

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\*\*\*\*\*  
**Legacy Bank**

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**Comerica Bank California**

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**United Pacific Bank**

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\*\*\*\*\*  
**Cupertino National Bank**

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Cupertino, CA 95014

Mr. Jon Krogstad  
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\*\*\*\*\*  
**Comerica Bank**

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**San Diego National Bank**

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**Pacific Republic Capital Corporation**

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**California Bank & Trust**

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**Cathay Bank**

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**Cathay Bank**

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**Cedars Bank**

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**Center Bank**

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\* This contact is a Delegated Authority Lender and may be listed for various banks which have merged. Please use the telephone number listed which is for his/her home office.

# This financial institution has indicated a willingness to consider financing using Ex-Im Bank insured foreign receivables as collateral.

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**Center Bank**

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Ms. Dorcas C. So  
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**Far East National Bank**

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**Manufacturers Bank**

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**Mizuho Corporate Bank Ltd**

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**Preferred Bank**

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Mr. Harry Chandra  
Commercial Banking Officer  
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**Premier Business Bank**

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**State Bank of India**

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Mr. R. Rangaraj  
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\* This contact is a Delegated Authority Lender and may be listed for various banks which have merged. Please use the telephone number listed which is for his/her home office.

# This financial institution has indicated a willingness to consider financing using Ex-Im Bank insured foreign receivables as collateral.

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**Union Bank of California**

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**US Bank NA**

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**Wing Lung Bank Ltd**

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**County Bank**

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**Bank of the West**

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Ms. Hana Hrabec-Snyder \* #  
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\*\*\*\*\*  
**Guaranty Bank of California**

168 W Garvey Ave  
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Ms. Annie Pan \*  
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**United Commercial Bank**

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**Bank of the West**

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**Civic Bank**

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**Greater Bay Bancorp**

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**Congress Financial Corporation**

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**East West Bank**

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Mr. Bennett Chui  
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**Provident Bank**

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**Bank of the West**

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**Comerica Bank**

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**First National Bank of San Diego**

401 W A St 2nd Fl  
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Vice President  
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\* This contact is a Delegated Authority Lender and may be listed for various banks which have merged. Please use the telephone number listed which is for his/her home office.

# This financial institution has indicated a willingness to consider financing using Ex-Im Bank insured foreign receivables as collateral.

\*\*\*\*\*  
**Pacific Western Bank**

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**US Bank**

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**California Bank and Trust**

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Mr. Kevin K. Coonan  
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\*\*\*\*\*  
**Comerica Bank California**

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Ms. Sarah L. Sandercock  
Vice President  
3102972851

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**Far East National Bank**

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**Greater Bay Bancorp**

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Mr. Anthony Oriti \*  
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\*\*\*\*\*  
**Trans Pacific National Bank**

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**Union Bank of California**

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**Union Bank of California**

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Mr. James M. Purvis  
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**United Commercial Bank**

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Ms. Maria Talavera  
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**United Commercial Bank**

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\*\*\*\*\*  
**Wells Fargo HSBC Trade Bank**

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Ms. Katherine J. Lewis \*  
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\*\*\*\*\*  
**Bridge Bank**

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Ms. Brenda Penrod  
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\* This contact is a Delegated Authority Lender and may be listed for various banks which have merged. Please use the telephone number listed which is for his/her home office.

# This financial institution has indicated a willingness to consider financing using Ex-Im Bank insured foreign receivables as collateral.

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**Silicon Valley Bank**

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.....  
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.....  
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**COLORADO**

**First National Bank of Arvada**

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Mr. Matt Gorr  
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**First National Bank of Colorado**

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.....  
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**CoBank ACB**

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**CONNECTICUT**

**People's Bank**

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.....  
**GE Capital**

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.....  
**Bank of New York**

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Mr. Scott Bognar  
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.....  
**Webster Bank**

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.....  
**Bank of America NA**

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\* This contact is a Delegated Authority Lender and may be listed for various banks which have merged. Please use the telephone number listed which is for his/her home office.

# This financial institution has indicated a willingness to consider financing using Ex-Im Bank insured foreign receivables as collateral.

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Director

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.....  
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Ms. Fanita Borges

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.....  
**UPS Capital Business Credit**

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.....  
**UPS Capital Business**

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Mr. James G. Fortsch

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.....  
**DELAWARE**

**Safra National Bank Overseas  
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**DISTRICT OF COLUMBIA**

**BB&T**

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.....  
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Mr. Simon Huang

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.....  
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Mr. Gerald Solomon \*

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**FLORIDA**

**Bank Leumi USA**

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Mr. Eli Ushpiz

Vice President

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**BB&T**

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Mr. Ricardo E. Samayoa

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\* This contact is a Delegated Authority Lender and may be listed for various banks which have merged. Please use the telephone number listed which is for his/her home office.

# This financial institution has indicated a willingness to consider financing using Ex-Im Bank insured foreign receivables as collateral.



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# This financial institution has indicated a willingness to consider financing using Ex-Im Bank insured foreign receivables as collateral.

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# This financial institution has indicated a willingness to consider financing using Ex-Im Bank insured foreign receivables as collateral.

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\* This contact is a Delegated Authority Lender and may be listed for various banks which have merged. Please use the telephone number listed which is for his/her home office.

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\* This contact is a Delegated Authority Lender and may be listed for various banks which have merged. Please use the telephone number listed which is for his/her home office.

# This financial institution has indicated a willingness to consider financing using Ex-Im Bank insured foreign receivables as collateral.

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\* This contact is a Delegated Authority Lender and may be listed for various banks which have merged. Please use the telephone number listed which is for his/her home office.

# This financial institution has indicated a willingness to consider financing using Ex-Im Bank insured foreign receivables as collateral.

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**American Bank & Trust Company**

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Harrisburg, PA 17101

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**Bank of Lancaster County**

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\* This contact is a Delegated Authority Lender and may be listed for various banks which have merged. Please use the telephone number listed which is for his/her home office.

# This financial institution has indicated a willingness to consider financing using Ex-Im Bank insured foreign receivables as collateral.

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**First Commonwealth Bank**

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**Caterpillar Inc**

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\* This contact is a Delegated Authority Lender and may be listed for various banks which have merged. Please use the telephone number listed which is for his/her home office.

# This financial institution has indicated a willingness to consider financing using Ex-Im Bank insured foreign receivables as collateral.

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### **Bank of Texas NA**

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### **CIT Group**

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### **Comerica Bank Texas**

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### **Bank of the West**

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### **Frost Bank**

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\* This contact is a Delegated Authority Lender and may be listed for various banks which have merged. Please use the telephone number listed which is for his/her home office.

# This financial institution has indicated a willingness to consider financing using Ex-Im Bank insured foreign receivables as collateral.



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\* This contact is a Delegated Authority Lender and may be listed for various banks which have merged. Please use the telephone number listed which is for his/her home office.

# This financial institution has indicated a willingness to consider financing using Ex-Im Bank insured foreign receivables as collateral.

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\* This contact is a Delegated Authority Lender and may be listed for various banks which have merged. Please use the telephone number listed which is for his/her home office.

# This financial institution has indicated a willingness to consider financing using Ex-Im Bank insured foreign receivables as collateral.

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\* This contact is a Delegated Authority Lender and may be listed for various banks which have merged. Please use the telephone number listed which is for his/her home office.

# This financial institution has indicated a willingness to consider financing using Ex-Im Bank insured foreign receivables as collateral.

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**WISCONSIN**

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\* This contact is a Delegated Authority Lender and may be listed for various banks which have merged. Please use the telephone number listed which is for his/her home office.

# This financial institution has indicated a willingness to consider financing using Ex-Im Bank insured foreign receivables as collateral.