

# ILLINOIS INTERNATIONAL BUSINESS CALENDAR

May 15, 2017

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The *Illinois International Business Calendar* is a collaborative effort among the International Trade Association of Greater Chicago (ITA/GC), the Office of Trade and Investment of the Illinois Department of Commerce and Economic Opportunity (DCEO), and the Illinois District Export Council (IDEC), on behalf of the U.S. Commercial Service Chicago. The **Calendar** is also available on our website: [www.itagc.org](http://www.itagc.org).

**Inclusion Policy:** As a public service to the international business community, we publish a listing of **international business events** for which we receive **written** notification, preferably by e-mail ([info@itagc.org](mailto:info@itagc.org)) or fax (773/725-2294). Any organization may submit events that would be of interest to, **and are open to** the Illinois international business community. There is no charge. All calendar listings are subject to the editor's discretion. Inclusion of an event does not imply endorsement by any of the sponsoring organizations.

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**New events, and events with additional/revised information, are indicated in Green.**

## FEATURED ITA/GC PROGRAMS

- May 24 ***THE NEW PANAMA CANAL: EXPANDED OPPORTUNITIES FOR INTERNATIONAL COMMERCE.*** Luncheon program sponsored by the International Trade Association of Greater Chicago in collaboration with Copa Airways. Presentation by **Silvia de Marucci**, Executive Manager, Economic Analysis and Market Research Division, Panama Canal Authority, who will address such practical aspects of the expanded Canal as: Vessel throughput; Capacity; Unit Costs; Area of influence. 11:45 a.m. – 2:00 p.m., Carlucci Rosemont, 6111 North River Road, Rosemont, IL. ITA/GC Members - \$50; Non-members - \$75. For information & registration, please e-mail: [rsvp@itagc.org](mailto:rsvp@itagc.org), or call 773/725-1106.
- May 25 ***NAFTA & U.S. TRADE POLICY ISSUES.*** Breakfast roundtable (first in a series) sponsored by the U.S.-Mexico Chamber of Commerce Mid-America Chapter with Baker & McKenzie, Miller Canfield, and Butzel Long; supported by: Global Midwest Alliance; Illinois District Export Council; **International Trade Association of Greater Chicago**; Metro Chicago Exports; ProMéxico; U.S.-Mexico Chamber of Commerce Great Lakes Chapter. 8:30 – 10:00 a.m., Union League Club of Chicago, 65 West Jackson Boulevard, Chicago. Members of sponsoring & supporting organizations – No charge; Non-members - \$25. For information & registration, please see: <https://www.eventbrite.com/e/usmcoc-monthly-series-nafta-us-trade-policy-issues-tickets-32687547334>.

June 7 **U.S. TRADE & WORKING CAPITAL CONFERENCE.** Event sponsored by Global Trade Review (GTR) with: BNY Mellon; Bank ABC; Standard Chartered; Mizuho; Wells Fargo; Bank of America; Lloyds Bank; and others. Institutional partners include the **International Trade Association of Greater Chicago**. The event will cover a broad range of issues surrounding the US trade and working capital space and provide an ideal environment for corporate treasurers, trade financiers and business heads to meet and assess the latest financing techniques, innovations and disruptors, as well as best practices for optimizing physical and financial supply chains. Speakers include: **David Gustin**, Founder, Trade Financing Matters, Founder & President, Global Business Intelligence; **Douglas Schoch**, Vice-President, Captive Business, Supply Chain Finance, Siemens Capital Company; **Sunil George**, Head of Structured Trade Finance, North America, Louis Dreyfus Company; **Luke Flintoff**, Accounting Manager, Inno-Pak; Adrian Katz, Chief Executive Officer, Finacity. 9:00 a.m. – 5:30 p.m. (Reception follows), Swissôtel Chicago, 323 East Upper Wacker Drive, Chicago. Fee: \$1,299 (ITA/GC members receive 15% discount). For information & registration, please see: <http://www.gtreview.com/events/americas/us-trade-working-capital-conference-2017/>.

June 14 **HOT SUMMER NIGHT: INTERNATIONAL SUMMER SOCIAL CRUISE & FIREWORKS DISPLAY.** Eleventh Annual international business & social networking event sponsored by the International Trade Association of Greater Chicago with: **Michael Silver & Company; China Eastern Airlines; Automated Industrial Machinery (AIM); MB Financial Bank; Barnes, Richardson & Colburn; Chicago International Trade Commissioners' Association; Daubert Cromwell; O'Meara & Associates**. Co-sponsors include: Arab-American Business & Professional Association; British-American Business Council Chicago; Canada-U.S. Business Council Chicago; EuroChicago; German American Chamber of Commerce of the Midwest; Hong Kong Business Association of the Midwest; Swiss-American Business Council; U.S-Mexico Chamber of Commerce Mid-America Chapter. Join us aboard the *Spirit of Chicago* for a buffet dinner, dancing, incomparable Chicago skyline views and the Navy Pier fireworks display from Lake Michigan. 6:30 – 10:00 p.m.; board at Navy Pier, Chicago. Members of sponsoring organizations & their guests - \$95 (by May 26; \$110 thereafter); Non-members – \$120 (by May 26; \$135 thereafter). Advance registration required by June 5. **Corporate sponsorships available:** please e-mail [rpaulin@itagc.org](mailto:rpaulin@itagc.org). For information & registration, please see: [http://calendar.itagc.org/docs/ITAGC\\_Calendar\\_9188.pdf](http://calendar.itagc.org/docs/ITAGC_Calendar_9188.pdf); e-mail: [rsvp@itagc.org](mailto:rsvp@itagc.org), or call 773/725-1106.

### Of Note:

**Brexit/Eurozone update:** In France, Emmanuel Macron easily won the [presidential election](#). Although Le Pen's ability to capture over 30% of the vote has observers worried about the future of French politics, immediate concerns over a potential 'Frexit' are off the table.

Relations between EU leaders and the **United Kingdom** are frosty as the two sides jockey for negotiation position, with Prime Minister May, Council President Donald Tusk and Commission head Juncker [exchanging barbs](#) over the last week.

Meanwhile, **German** polls indicate that [Angela Merkel's](#) chances for reelection look better after political challengers have lost ground. Protests over government actions in **Hungary** (where PM Orban continues to [take potshots at the EU](#)) this week as well as demonstrations in the **Czech Republic** served as reminders that other EU member states are struggling with significant political division as the EU talks with the UK come to the forefront.

*This update is provided by ITA/GC member **Kirk Samson**, owner of [Samson Atlantic LLC](#) – your partners in political risk analysis and site survey assistance in Europe. Follow our Twitter feed for the latest updates on European politics and business ([@SamsonAtlantic](#)).*

**NAFTA Notification Awaiting USTR Confirmation:** A delay in confirming Robert Lighthizer as the next U.S. trade representative appears to be holding up the Trump administration's efforts to launch talks on renegotiating NAFTA, according to the [Sandler, Travis & Rosenberg Trade Report](#). Lighthizer was approved by the Senate Finance Committee April 24 but it is unclear when the full Senate might act. Administration officials continue to decry the tripartite trade agreement but Trump agreed in late April to renegotiate it rather than withdraw from it. However, formal talks cannot begin until 90 days after the president notifies Congress of his intent to renegotiate the agreement, which press sources indicate will not happen until Lighthizer is confirmed by the Senate.

**Metro Chicago Exports 2017 Grant Program Accepting Applications:** The 2017 Grant Program will award up to \$5,000 to small and medium-sized companies in the seven-county region to implement an export plan. The grant will reimburse 50% of eligible expenses related to the plan. Businesses located in Cook, DuPage, Kane, Kendall, Lake, McHenry and Will counties that are existing exporters with fewer than 500 employees are encouraged to apply. The application process involves the online submission of a grant application. Applicants may save the form and complete in more than one sitting. Past Grant Program award recipients are eligible to re-apply and their evaluation will include their prior performance in the grant program. Online grant applications will be accepted through **May 26, 2017**. For information & to apply, please click [here](#).

**Protect American Global Leadership:** Our nation's strategic investment in development and diplomacy not only matters overseas – it matters right here at home for our security, economy, and values as a nation. Yet this small investment in America's global leadership – just 1% of the federal budget – is at risk of enormous cuts, potentially as much as 31%. Right now is a critical moment to urge Congress to protect resources for the State Department and USAID to help ensure our nation's security and economic interests. Tell your lawmakers: **Leading globally matters locally**. The U.S. Global Leadership Coalition has provided a handy link to reach your representatives and [make your voice heard](#).

**U.S. Country Commercial Guides Cover 97 Percent of World Economy Outside of the U.S.:** Country Commercial Guides are an excellent starting point to find everything you need to know about doing business overseas, detailing 8 important factors to help you decide if a market is right for your product or service: *Doing Business in...; Political & Economic Environment; Selling U.S. Products & Services; Leading Sectors for U.S. Exports & Investment; Trade Regulations, Customs & Standards; Investment Climate Statement; Trade and Project Financing; Business Travel*. These are updated and compiled by “boots-on-the-ground” U.S. Commercial Service trade professionals and U.S. State Department economic officers – all living and working in-country. To access the Country Commercial Guides, please see: <https://www.export.gov/ccg>.

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May 16 ***ECOMMERCE TRENDS IN THE EU – EU CROSS-BORDER LOGISTICS***. Webinar, sponsored by the U.S. Commercial Service, will explore the implications of the EU Digital Market Strategy for U.S. exporters, including policies and trends to make digital marketing, shipping and logistics and online payments more consistent across European countries. 11:00 a.m. CDT. No charge; advance registration required. For information & registration, please see: [http://2016.export.gov/eac/show\\_detail\\_trade\\_events.asp?EventID=37645&InputType=EVENT](http://2016.export.gov/eac/show_detail_trade_events.asp?EventID=37645&InputType=EVENT).

May 16 ***EXPORTING TO CANADA PROCEDURES AND DOCUMENTATION***. Webinar, sponsored by ComplianceOnline, will help you understand documentation and procedures to assist in expediting clearance of commercial goods through Canada Border Services Agency. 12:00 – 1:30 p.m. CDT. Fee: \$199. For information & registration, please see: [http://www.complianceonline.com/exporting-to-canada-procedures-and-documentation-webinar-training-703136-prdw?channel=MY16\\_Seal\\_AP10\\_DM](http://www.complianceonline.com/exporting-to-canada-procedures-and-documentation-webinar-training-703136-prdw?channel=MY16_Seal_AP10_DM).

May 16 ***VIETNAM: GATEWAY TO SOUTHEAST ASIA***. Program sponsored by World Trade Center St. Louis. Presentations by: **Tri Minh Bui**, Chairman, Vietnam Industry Authority; **Dien Son Vo**, Advisory & Marketing Director, Becamex Vietnam, and President, Vietnam Young Entrepreneurs' Association; **Paul Bistline**, President & CEO, Medical Technique, Inc. 4:00 – 6:00 p.m. (Reception follows), World Trade Center St. Louis, 7733 Forsyth Boulevard, Suite 2200, St. Louis, MO. Fee: \$25. For information & registration, please see: <http://worldtradecenter-stl.com/events-calendar/events/vietnam-gateway-to-southeast-asia>.

- May 17 **WORLD TRADE CONFERENCE.** Event sponsored by the Midwest International Trade Association. Topics & speakers include: *Challenges of Developing an Export Market* – **Tony Clayton**, President, Clayton Agri-Marketing; *Canadian-U.S. Business Partnership Update* – **Suzanne Cormie**, Senior Trade Commissioner, Consulate General of Canada in Minneapolis; *Trade Update: A View from Washington* – **Derek Gianino**, Director, International Policy, U.S. Chamber of Commerce; *U.S. and Regional Economic Outlook* – Nathan Kauffman, Assistant Vice President and Omaha Branch Executive, Federal Reserve Bank of Kansas City; *Cuba's Next Revolution* – **Bill Reay**, Ph.D., President and Chief Executive Officer, OMNI Behavioral Health Coalition for Research to Practice, Universidad de La Habana, Cuba; *Shaanxi Free Trade Zone* – **Runmin Zhao**, General Director, Shaanxi Province Department of Commerce. 7:30 a.m. – 5:00 p.m., Embassy Suites Omaha-LaVista Conference Center 12520 Westport Parkway LaVista, NE. Fees vary. For information & registration, please see: <http://mitaonline.org/events/2017-mitas-world-trade-conference>.
- May 17 **EXPLORE ENERGY OPPORTUNITIES IN EGYPT.** Webinar, sponsored by the U.S. Commercial Service, will: provide an overview of the rapidly evolving policy landscape in Egypt; outline key opportunities and challenges Egypt has in meeting energy consumption demands; and, explain how this will lead to greater opportunities for U.S. renewable energy and power generation companies. 9:00 a.m. CDT. No charge; advance registration required. For information & registration, please see: [http://2016.export.gov/eac/show\\_detail\\_trade\\_events.asp?EventID=37628&InputType=EVENT](http://2016.export.gov/eac/show_detail_trade_events.asp?EventID=37628&InputType=EVENT).
- May 17 **PREPARING FOR A CUSTOMS INVESTIGATION.** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will review the different types of investigations and how to handle them. 1:00 – 2:00 p.m. CDT. Fee: \$250. For information & registration, please see: <http://www.strtrade.com/events-Preparing-for-a-Customs-Investigation-051717.html>.
- May 17 **EUROPEAN PROFESSIONALS NETWORKING COCKTAIL.** Event sponsored by the French-American Chamber of Commerce Chicago with the: Dutch-American Chamber of Commerce; German American Chamber of Commerce of the Midwest; Italian American Chamber of Commerce-Midwest; Polish American Chamber of Commerce, and the Nordic Chambers of Commerce. 5:30 – 7:30 p.m., Le Bar, Sofitel Chicago, 20 East Chestnut Street, Chicago. Members of sponsoring organizations - \$10; Non-members - \$20. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07edkwst1o1ab654fb&oseq=&c=&ch=>.
- May 18 - **PURCHASING MANAGEMENT.** Seminar, sponsored by the American Management Association, focuses on skills for the experienced purchasing professional, addressing more mid-level to advanced contemporary, state-of-the-art topics in purchasing management. As more companies reach overseas for foreign purchasing, such present day issues as dealing with U.S. Customs (CBP), near sourcing options in Mexico, contract management, and better defining landed costs, among others, will be addressed. 9:00 a.m. – 5:00 p.m., Summit West, 500 West Madison Street, 6th Floor Chicago. AMA Members - \$1,995; Non-members- \$2,195. For information & registration, please see: <http://www.amanet.org/training/seminars/Purchasing-Management.aspx>.
- May 18 **THE CHANGING WORLD AND THE FUTURE OF FOOD.** Breakfast program sponsored by The Executives' Club of Chicago. Presentation by **Tom Hayes**, CEO, Tyson Foods, who will discuss how complex changes in population and resource availability will impact the global food market. 7:15 – 9:15 a.m., Fairmont Chicago, 200 North Columbus Drive, Chicago. ECC Members - \$69; Non-members - \$149. For information & registration, please see: <https://indd.adobe.com/view/3a44c995-9d2f-48e9-bb80-1cd9bddd8aa7>.

- May 18 ***EXPORTS – FROM ORDER TO BORDER.*** Seminar sponsored by the Midwest Global Trade Association. Presentations by **Bonnie J. Anderson** and **Justin T. Anderson**, WTH International Services, LLC, who will walk you through the process of identifying the information you need about your products and customer, required documentation and how to correctly complete the documents for a compliant smooth export transaction. 8:00 a.m. – 4:30 p.m., **Ewald Conference Center, 1000 Westgate Drive, Saint Paul, MN.** MGTA Members - \$100 (by May 11; \$125 thereafter); Non-members - \$165 (by May 11; \$190 thereafter). For information & registration, please see: <http://www.mgta.org/events/EventDetails.aspx?id=947050>.
- May 18 ***MILWAUKEE LAUNCH.*** Event sponsored by the French American Chamber of Commerce Chicago. A networking breakfast will be followed by a panel presentation on the differences between American and French corporate culture with GE Healthcare, Poclairn Hydraulics, Lesaffre and Manpower. 8:30 – 10:30 a.m., ManpowerGroup, 100 Manpower Place, Milwaukee, WI. No charge; advance registration required. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07edysrci4a1aac23b&oseq=&c=&ch=>.
- May 18 ***UNDERSTANDING THE LETTER OF CREDIT PROCESS.*** Webinar, sponsored by the U.S. Commercial Service, will cover what is and isn't a letter of credit, why letters of credit are used, and the seller's and buyer's perspective on the letter of credit process. 10:00 – 11:00 a.m. CDT. Fee: \$25. For information & registration, please see: [http://2016.export.gov/eac/show\\_detail\\_trade\\_events.asp?EventID=37575&InputType=EVENT](http://2016.export.gov/eac/show_detail_trade_events.asp?EventID=37575&InputType=EVENT).
- May 18 ***UPDATE ON THE EU-US PRIVACY SHIELD FRAMEWORK.*** Webinar, sponsored by the U.S. Commercial Service, will discuss details of the Privacy Shield Agreement, the changes it entails and the implications for the U.S. and EU businesses & investors. 11:00 a.m. CDT. Fee: \$50. For information & registration, please see: [http://2016.export.gov/eac/show\\_detail\\_trade\\_events.asp?EventID=37642&InputType=EVENT](http://2016.export.gov/eac/show_detail_trade_events.asp?EventID=37642&InputType=EVENT).
- May 18 ***WINNING STRATEGIES FOR ECOMMERCE SALES TO CHINA AND INDIA & THE UPCOMING ECOMMERCE TRADE MISSION.*** Webinar, sponsored by the U.S. Commercial Service, is in preparation for an upcoming ecommerce trade mission to China & India (September 16-29). Presentations by: **Carl Miller**, global retail innovator and Managing Director, Global Retail Insight Network; **Jigna Mehta**, Mumbai based U.S. Commercial Service eCommerce Specialist; **Josh Halpern**, Director, eCommerce Innovation Lab. 11:00 a.m. CDT. No charge; advance registration required. For information & registration, please see: [http://2016.export.gov/eac/show\\_detail\\_trade\\_events.asp?EventID=37652&InputType=EVENT](http://2016.export.gov/eac/show_detail_trade_events.asp?EventID=37652&InputType=EVENT).
- May 18 ***UN CONVENTION ON CONTRACTS FOR THE INTERNATIONAL SALE OF GOODS (CISG): WHAT IMPORTERS AND EXPORTERS NEED TO KNOW.*** Webinar, sponsored by AudioSolutionz, will discuss: when the CISG applies in imports or exports; the primary differences between the CISG and U.S. sales law, and how these differences can have a major financial impact on a business; how you can use these differences to your advantage in business. 12:00 – 1:00 p.m. CDT. Fee: \$199. For information & registration, please see: [https://www.audiosolutionz.com/trade/us-sales-law-cisg.html?utm\\_source=040617\\_E99NSANJA4](https://www.audiosolutionz.com/trade/us-sales-law-cisg.html?utm_source=040617_E99NSANJA4).
- May 18 ***DENIED PARTY SCREENING – WHY, WHAT, WHEN, AND HOW.*** Webinar, sponsored by Intredex, will address: Designing a DPS Program; Handling Positive Hits; Obligations under “Know Your Guidance”; Consequences of Non-compliance; Case Studies of Non-compliance; Fine Tuning a DPS Program; The Role of Automation in DPS. 1:00 p.m. CDT. No charge; advance registration required. For information & registration, please see: <https://www.intredex.net/event/webinar-on-denied-party-screening-why-what-when-and-how/>.

- May 18 ***DRIVING NICARAGUA: OPPORTUNITIES IN THE AUTO CARE SECTOR.*** Direct Line webinar sponsored by the Bureau of Economic & Business Affairs, U.S. Department of State. U.S. Ambassador to Nicaragua **Laura Dogu** and local subject matter experts will discuss market conditions and export opportunities in Nicaragua where the number of vehicles has doubled in the past decade, and underdeveloped road infrastructure, and growing demand for improved vehicle maintenance creates an important opportunity for U.S. auto care firms. 2:00 p.m. CDT. No charge; advance registration required. For information & registration, please see: <https://www.state.gov/e/eb/directline/events/270325.htm>.
- May 19 ***INTERNATIONAL TRAFFIC IN ARMS REGULATIONS (ITAR).*** Webinar, sponsored by the Global Training Center, provides a fundamental overview of the U.S. International Traffic in Arms (ITAR), the U.S. regulatory and statutory framework, and provides an insight and understanding of the key principals and essentials of ITAR compliance. 9:00 a.m. – 12:30 p.m. CDT. Fee: \$345. For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/specialty/itar>.
- May 19 ***EXPORT DOCUMENTATION AND PROCEDURE.*** Webinar, sponsored by ComplianceOnline, will discuss the differences in documentation requirements between exporting and domestic business, how to create important documentation including commercial invoice, shipper's letter of instruction, customs and consular invoices, product specification documentation and certificates of origin. 1:00 – 2:30 p.m. CDT. Fee: \$149. For information & registration, please see: [http://www.complianceonline.com/export-documentation-and-procedure-incoterms-certificate-of-origin-legal-requirement-webinar-training-704537-prdw?channel=MY19\\_Iliyana\\_AP20\\_BR](http://www.complianceonline.com/export-documentation-and-procedure-incoterms-certificate-of-origin-legal-requirement-webinar-training-704537-prdw?channel=MY19_Iliyana_AP20_BR).
- May 20 - ***FOOD SERVICE BUYERS MISSION AT THE NATIONAL RESTAURANT ASSOCIATION SHOW 2017.***  
22 Organized by the Food Export Association of the Midwest U.S.A., you are invited to meet pre-screened and qualified food buyers from around the world who are interested in U.S. products from the Midwest. McCormick Place, Chicago. Fee: \$150 (by March 30; \$225 thereafter until April 10 deadline). For information & registration, please see: <https://www.foodexport.org/programs-services/enter-new-markets/buyers-missions/G17NRA>.
- May 21 - ***BEER, WINE, & SPIRITS BUYERS MISSION AT BAR17.*** Organized by the Food Export Association of the Midwest U.S.A., Beverage Alcohol for Restaurants (BAR) will take place in conjunction with the National Restaurant Show. It is the only beverage alcohol trade event with vintner, distiller, and brewer tastings and demonstrations, and an ideal way to meet international industry professionals vetted for buying influence. McCormick Place, Chicago. Fee: \$150 (by March 30; \$225 thereafter until April 10 deadline). For information & registration, please see: <https://www.foodexport.org/programs-services/enter-new-markets/buyers-missions/G17BAR>.
- May 22 - ***WATER INFRASTRUCTURE TRADE MISSION TO PERU.*** Organized by the U.S. Department of  
26 Commerce, the Mission's focus will be on bringing to Peru U.S. companies with experience and technology in outfitting and operating local water utility services through provision of technology, capacity, management expertise, and possible investment in the Peruvian utilities around the country. For information & an application, please see: [http://2016.export.gov/eac/show\\_detail\\_trade\\_events.asp?EventID=37221&InputType=EVENT](http://2016.export.gov/eac/show_detail_trade_events.asp?EventID=37221&InputType=EVENT).
- May 22 - ***SWEETS AND SNACKS BUYERS MISSION AT THE 2017 SWEETS AND SNACKS EXPO.*** Organized  
24 by the Food Export Association of the Midwest U.S.A. in conjunction with the National Confectioners Association, you are invited to meet pre-screened and qualified food buyers from around the world who are interested in U.S. products from the Midwest. McCormick Place West, Chicago. Fee: \$150 (by March 30; \$225 thereafter until April 10 deadline). For information & registration, please see: <https://www.foodexport.org/programs-services/enter-new-markets/buyers-missions/G17NCA>.

- May 22 ***CASE STUDIES OF SUCCESSFUL COMPANIES IN HONG KONG – TRADING GOODS TO AND FROM CHINA.*** Webinar, sponsored by Koehler Group, will look at actual case studies of sustainable import and export trade schemes utilized between Hong Kong and China. 4:00 – 5:00 a.m. CDT. No charge; advance registration required. For information & registration, please see: <https://register.gotowebinar.com/register/3170299224415783426>.
- May 22 ***ISRAEL INNOVATION SHOWCASE: ISRAELI COMPANIES, FOUNDED BY WOMEN, THAT YOU WILL WANT TO KNOW ABOUT.*** Event sponsored by the America-Israel Chamber of Commerce Chicago. Presentations by: **Ilit Raz**, Founder & CEO, Joonko; **Tali Kogan**, Founder, Tel Aviv Couture; **Alyssa Jaffee** (Moderator), Pritzker Group Venture Capital. 5:30 – 7:30 p.m., 1871, 222 West Merchandise Mart Plaza #1212, Chicago. Individual - \$180; Young Professional - \$50. For information & registration, please see: <http://www.americaisrael.org/2017-spring-innovation-showcase>.
- May 23 ***HOW COMPANIES CAN BENEFIT FROM INDIA’S NEW SINGLE WINDOW CLEARANCE SYSTEM.*** Webinar sponsored by the U.S. Business Council, U.S. Department of Commerce, and Indian Department of Industrial Policy and Promotion. Indian officials will provide an update on their current system, share key insights on how to best utilize new features available to companies with the SWIFT system and describe the recent WTO TFA entry. 7:30 – 8:30 a.m. CDT. No charge; advance registration required. For information & registration, please see: [http://2016.export.gov/eac/show\\_detail\\_trade\\_events.asp?EventID=37602&InputType=EVENT](http://2016.export.gov/eac/show_detail_trade_events.asp?EventID=37602&InputType=EVENT).
- May 23 ***EXPORT DOCUMENTATION.*** Webinar sponsored by the Global Training Center. Topics include: *Structuring Export Sales to Foreign Markets; Negotiating Your Contract and Meeting Its Terms; Incoterms® 2010, Product Transportation & Risk of Loss; Forms of Payment; Customs & Tariff Planning Considerations; Export Controls; Freight Forwarders, Packing and Transportation; Reporting the Export; Export Documentation.* 8:30 a.m. – 4:00 p.m. CDT. Fee: \$545 (by April 23; \$595 thereafter). For information & registration, please see: [www.globaltrainingcenter.com/webinars/export-documentation-seminar#agenda](http://www.globaltrainingcenter.com/webinars/export-documentation-seminar#agenda).
- May 23 ***IMPACT ON SANCTIONS: TRUMP ADMINISTRATION’S EFFECTS ON US, EU, AND RUSSIAN SANCTIONS.*** Webinar sponsored by Baker & McKenzie, LLP. Presentations by **Alexander Bychkov** (Moscow), **Ben Smith** (London), **Alex Lamy** (Washington, DC) and **Alison Stafford Powell** (Palo Alto), Baker & McKenzie. 10:00 – 11:30 a.m. CDT. No charge; advance registration required. For information & registration, please see: <http://bakerxchange.com/rv/ff002d18e4b8f0498acbf2466442beef5e7dced3>.
- May 23 ***IC-DISC ANSWERS.*** Webinar, sponsored by the U.S. Commercial Service, will provide a brief background on the Interest Charge Domestic International Sales Corporation (IC-DISC) tax incentive program, along with guidance on the implementation of the IC DISC program, enabling you to determine whether the IC DISC program will benefit your individual business. 10:30 a.m. CDT. No charge; advance registration required. For information & registration, please see: [http://2016.export.gov/eac/show\\_detail\\_trade\\_events.asp?EventID=37651&InputType=EVENT](http://2016.export.gov/eac/show_detail_trade_events.asp?EventID=37651&InputType=EVENT).
- May 23 ***E-COMMERCE TRENDS IN THE EU – PAYMENT TRENDS IN THE EU.*** Webinar, sponsored by the eCommerce Innovation Lab and the U.S. Commercial Service in Europe, in partnership with the Global Retail Insights Network (The GRIN Labs), will explore ecommerce trends in Europe, including: online fraud risk when selling to Europe compared to the U.S.; what options exist to handle foreign currency transactions in the different European markets; how European consumers’ payment preferences differ from those of their U.S. counterparts. 11:00 a.m. – 12:00 p.m. CDT. No charge; advance registration required. For information & registration, please see: [http://2016.export.gov/eac/show\\_detail\\_trade\\_events.asp?EventID=37646&InputType=EVENT](http://2016.export.gov/eac/show_detail_trade_events.asp?EventID=37646&InputType=EVENT).

- May 23 ***SENDING TEMPORARY WORKERS TO CANADA.*** Webinar, sponsored by the U.S. Commercial Service, will assist U.S. companies in identifying the process for sending temporary workers to Canada to perform after-sales work, business development and other tasks. 12:00 – 1:00 p.m. CDT. No charge; advance registration required. For information & registration, please see: [http://2016.export.gov/eac/show\\_detail\\_trade\\_events.asp?EventID=37416&InputType=EVENT](http://2016.export.gov/eac/show_detail_trade_events.asp?EventID=37416&InputType=EVENT).
- May 23 ***TRADE CLASSIFICATION: HARMONIZED TARIFF SCHEDULE (“HTS”) AND SCHEDULE B.*** Webinar, sponsored by AudioSolutionz, will discuss the classification systems, what the legal rules are for applying them to your globally traded goods, and how best to meet the legal standard of exercising reasonable care when assigning classifications to your imported and exported merchandise. 12:00 – 1:00 p.m. CDT. Fee: \$199. For information & registration, please see: [https://www.audiosolutionz.com/trade/trade-classifications-harmonized-system.html?utm\\_source=041717\\_E99NSANJA4](https://www.audiosolutionz.com/trade/trade-classifications-harmonized-system.html?utm_source=041717_E99NSANJA4).
- May 23 ***ARGENTINA’S EVOLVING TRADE ENVIRONMENT.*** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will review Argentina’s current rules and regulations affecting imports and exports and how recent reforms could affect the way businesses operate. 1:00 – 2:00 p.m. CDT. Fee: \$250. For information & registration, please see: <http://www.strtrade.com/events-Argentinas-Evolving-Trade-Environment-052317.html>.
- May 24 ***LETTERS OF CREDIT.*** Webinar sponsored by the Global Training Center. Topics include: *Methods of Payment; Letters of Credit; Import Letters of Credit; Export Letters of Credit; Special Types of Letters of Credit and Trade Finance; Uniform Customs and Practice for Documentary Credits, UCP 600.* 8:30 a.m. – 4:00 p.m. CDT. Fee: \$545 (by April 24; \$595 thereafter). For information & registration, please see: [www.globaltrainingcenter.com/webinars/letters-of-credit](http://www.globaltrainingcenter.com/webinars/letters-of-credit).
- May 24 ***2016 GLOBAL BUSINESS AWARDS.*** Luncheon program sponsored by the North Dakota Trade Office. Keynote presentation by **Mark Kennedy**, President, University of North Dakota; formerly, a business executive at Macy’s, U.S. Congressman, Presidential trade advisor, member of the Council on Foreign Relations. 11:30 a.m. – 1:30 p.m., Delta by Marriott - Crystal Ballroom, 1635 42nd Street South, Fargo, ND. NDTO Members - \$35; Non-members - \$50. For information & registration, please see: <https://www.event.com/events/2016-global-business-awards-luncheon/registration-794d02e9f4924637b2fa0e893b3d15b1.aspx>.
- May 24 ***THE NEW PANAMA CANAL: EXPANDED OPPORTUNITIES FOR INTERNATIONAL COMMERCE.*** Luncheon program sponsored by the International Trade Association of Greater Chicago and Copa Airways. Presentation by **Silvia de Marucci**, Executive Manager, Economic Analysis and Market Research Division, Panama Canal Authority, who will address such practical aspects of the expanded Canal as: Vessel throughput; Capacity; Unit Costs; Area of influence. 11:45 a.m. – 2:00 p.m., Carlucci Rosemont, 6111 North River Road, Rosemont, IL. ITA/GC Members - \$50; Non-members - \$75. For information & registration, please e-mail: [rsvp@itagc.org](mailto:rsvp@itagc.org), or call 773/725-1106.
- May 24 ***TRADE CLASSIFICATION: HARMONIZED TARIFF SCHEDULE (“HTS”) AND SCHEDULE B.*** Webinar, sponsored by AudioSolutionz, will discuss the classification systems, what the legal rules are for applying them to your globally traded goods, and how best to meet the legal standard of exercising reasonable care when assigning classifications to your imported and exported merchandise. 12:00 – 1:00 p.m. CDT. Fee: \$199. For information & registration, please see: [https://www.audiosolutionz.com/trade/trade-classifications-harmonized-system.html?utm\\_source=050317\\_E99NSANJA3](https://www.audiosolutionz.com/trade/trade-classifications-harmonized-system.html?utm_source=050317_E99NSANJA3).
- May 25 ***AUTOMATIC EXCHANGE OF INFORMATION – IMPLICATIONS FOR HONG KONG BUSINESSES.*** Webinar, sponsored by Koehler Group, will discuss the concept and implementation of this new Standard for Automatic Exchange of Financial Accounting Information in Tax Matters and its likely impact on global business owners and their Hong Kong companies. 4:00 – 5:00 a.m. CDT. No charge; advance registration required. For information & registration, please see: <https://attendee.gotowebinar.com/register/2395991250451676929>.



- May 25 **INTERNATIONAL LOGISTICS.** Webinar sponsored by the Global Training Center. Topics include: *International Logistics Partners; Securing Your International Supply Chain; Ocean Bills of Lading and Common Carrier's Obligations Toward the Shipper; Ocean Transportation; Air Waybills of Lading; Air Freight Transportation; Insurance; Incoterms® 2010 Product Transportation & Risk of Loss.* 8:30 a.m. – 4:00 p.m. CDT. Fee: \$545 (by April 25; \$595 thereafter). For information & registration, please see: [www.globaltrainingcenter.com/webinars/international-logistics#agenda](http://www.globaltrainingcenter.com/webinars/international-logistics#agenda).
- May 25 **NAFTA & U.S. TRADE POLICY ISSUES.** Breakfast roundtable (first in a series) sponsored by the U.S.-Mexico Chamber of Commerce Mid-America Chapter with Baker & McKenzie, Miller Canfield, and Butzel Long; supported by: Global Midwest Alliance; International Trade Association of Greater Chicago; Metro Chicago Exports; ProMéxico; U.S.-Mexico Chamber of Commerce Great Lakes Chapter. 8:30 – 10:00 a.m., Union League Club of Chicago, 65 West Jackson Boulevard, Chicago. Members of sponsoring & supporting organizations – No charge; Non-members - \$25. For information & registration, please see: <https://www.eventbrite.com/e/usmcoc-monthly-series-nafta-us-trade-policy-issues-tickets-32687547334>.
- May 25 **THE CLASS OF 2017 EMERGING LEADER SELECTION CEREMONY.** Reception sponsored by the Arab-American Business & Professional Association. 6:00 – 9:00 p.m., Marriott Chicago Oak Brook, 1401 West 22nd Street, Oak Brook, Il. Fee: \$25. For information & registration, please see: <http://a-abpa.org/web/event-emerging-leaders-reception>.
- May 26 **A GUIDE TO ACHIEVING PROFITS TAX EXEMPTION IN HONG KONG.** Webinar, sponsored by Koehler Group, will provide tips and recommendations on how to maintain all your corporate documents and accounting documents to achieve a greater success rate upon applying for the tax exemption rate, and will go through the step by step procedures on how the tax exemption application works and how the negotiations are dealt with the Inland Revenue Department. 4:00 – 5:00 a.m. CDT. No charge; advance registration required. For information & registration, please see: <https://attendee.gotowebinar.com/register/8313515552142151169>.
- May 26 **ROAD TO C-TPAT CERTIFICATION.** Webinar sponsored by the Global Training Center. Topics include: C-TPAT Basics; Why C-TPAT?; C-TPAT Mechanics; Validations And Revalidations; C-TPAT Maintenance. 9:00 a.m. – 12:30 p.m. CDT. Fee: \$345 (by April 26; \$395 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/preparing-for-c-tpat#agenda>.
- May 26 **ORIGIN ISSUES AND COUNTRY OF ORIGIN MARKING.** Workshop sponsored by the International Trade Club of Chicago. Presentation by **David G. Forgue**: Barnes, Richardson & Colburn, LLP, who will address CBP's regulations regarding country of origin marking as well as determinations for preferential duty programs such as NAFTA. 9:00 a.m. – 12:00 p.m., DePaul University, O'Hare Campus, 8770 West Bryn Mawr Avenue, Chicago. ITCC Members - \$60; Non-members - \$95; Webinar - \$125. For information & registration, please see: <http://www.itcc.org/event-2543676>.
- May 26 **TARIFF ENGINEERING SECRETS.** Webinar, sponsored by AudioSolutionz, will help you understand tariff engineering, its limits and the best ways to tariff engineer your products to deal with customs duties. 12:00 – 1:00 p.m. CDT. Fee: \$199. For information & registration, please see: <https://www.audiosolutionz.com/trade/tariff-engineering-secrets-for-manufacturer-importer.html>.
- May 30 **TRADE UNDER TRUMP: BIG CHANGES MAY BE AHEAD FOR ANTIDUMPING RULES.** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will discuss: new Section 232 national security investigation on steel imports; the issue of substantial transformation in AD/CV anti-circumvention proceedings on cold-rolled and corrosion-resistant steel from Vietnam using Chinese substrate; the “particular market situation” methodology in an administrative review of oil country tubular goods from Korea and its future impact on AD margin calculations in market economy cases; political climate effects on administration of trade remedy cases. 1:00 – 2:00 p.m. CDT. Fee: \$250. For information & registration, please see: <http://www.strtrade.com/events-Trade-Under-Trump-Antidumping-Webinar-053017.html>.

- May 31 ***UPDATES ON MEXICO'S CUSTOMS REGULATIONS 2017: PROVIDING SERVICES MEXICO ATA CARNET.*** Webinar, sponsored by the U.S. Commercial Service, will discuss the requirements to enter Mexico with the correct equipment and when those goods and materials will be returned after the work has been completed. 1:00 – 2:00 p.m. CDT. Fee: \$25. For information & registration, please see: [http://2016.export.gov/eac/show\\_detail\\_trade\\_events.asp?EventID=37525&InputType=EVENT](http://2016.export.gov/eac/show_detail_trade_events.asp?EventID=37525&InputType=EVENT).
- May 31 ***CUSTOMS ENFORCEMENT UNDER TRUMP: EXERCISING REASONABLE CARE, PERFORMING POST-ENTRY REVIEWS, AND FILING PRIOR DISCLOSURES.*** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will address: what to do when you discover a potential error; what to do when you receive a CF 28 or CF 29; benefits of submitting a prior disclosure; specific strategies for filing prior disclosures; when a prior disclosure is valid; defining the scope of a prior disclosure; when errors should and should not be reported; penalties against officers for entry errors made by the company; reducing the likelihood that an employee or insider will “blow the whistle.” 1:00 – 2:15 p.m. CDT. Fee: \$250. For information & registration, please see: <http://www.strtrade.com/events-Customs-Enforcement-Under-Trump-053117.html>.
- June 1 ***EXPORT ADMINISTRATION REGULATIONS.*** Webinar, sponsored by the Global Training Center, covers basic export control concepts one needs to understand in order to execute essential global business operations in a compliant manner. Subjects include who needs to comply, general prohibitions, record keeping, navigating the Commerce Control List (CCL), how to classify items on the CCL, how to determine license requirements, applying license exceptions, and more. 9:00 a.m. – 12:30 p.m. CDT. Fee: \$345. For information & registration, please see: [www.globaltrainingcenter.com/webinars/specialty/export-administration-regulations-ear](http://www.globaltrainingcenter.com/webinars/specialty/export-administration-regulations-ear).
- June 1 ***THE SMART CITIES ECOSYSTEM IN POLAND & THE CZECH REPUBLIC.*** Webinar, sponsored by the U.S. Commercial Service, will provide an overview of the Smart Cities scene in both countries and the trade mission going to both September 10-15, 2017. 9:00 a.m. CDT. No charge; advance registration required. For information & registration, please see: [http://2016.export.gov/eac/show\\_detail\\_trade\\_events.asp?EventID=37666&InputType=EVENT](http://2016.export.gov/eac/show_detail_trade_events.asp?EventID=37666&InputType=EVENT).
- June 1 ***RECIPROCAL TRADE.*** Webinar, sponsored by The World Academy in conjunction with Tempus Trade Partners, will share innovative reciprocal trade strategies for increasing profitability and mitigating risks in a bi-lateral world. 12:00 – 1:00 p.m. CDT. Fee: \$95. For information & registration, please see: <https://www.theworldacademy.com/copy-of-webinar-duty-drawback>.
- June 1 ***IDENTIFYING AGENTS FOR CUSTOMS PURPOSES – TRAPS FOR THE UNWARY IMPORTER.*** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will help importers understand the issues that can arise when utilizing an agent. 1:00 – 2:00 p.m. CDT. Fee: \$250. For information & registration, please see: <http://www.strtrade.com/events-Identifying-Agents-For-Customs-Purposes-Webinar-021517.html>.
- June 1 ***IMPORT AND EXPORT WITH LATIN AMERICA: ARGENTINA, BRAZIL AND VENEZUELA.*** Webinar, sponsored by ComplianceOnline, will: detail the U.S. requirements to export and import procedures to Latin America; discuss commercial and customs document requirements, tariffs and applicable duties, countervailing and antidumping duties; and highlight the difference between automatic and non-automatic import licenses. 1:00 – 4:00 P.M. CDT. Fee: \$149. For information & registration, please see: [http://www.complianceonline.com/import-and-export-with-latin-america-argentina-brazil-and-venezuela-nafta-tpp-webinar-training-704646-prdw?channel=JN01\\_Linda\\_AP27\\_BR](http://www.complianceonline.com/import-and-export-with-latin-america-argentina-brazil-and-venezuela-nafta-tpp-webinar-training-704646-prdw?channel=JN01_Linda_AP27_BR).

- June 1 ***U.S. EXPORT OPPORTUNITIES IN MEXICO'S SUSTAINABLE BUILDING & CONSTRUCTION SECTOR.*** Webinar, sponsored by the U.S. Commercial Service, will provide the latest insights and strategies on international sales opportunities for U.S. companies in Mexico – especially those companies interested in exporting a wide range of products or services to supply Mexico's construction industry and upcoming infrastructure projects. 3:00 p.m. CDT. No charge; advance registration required. For information & registration, please see: [http://2016.export.gov/eac/show\\_detail\\_trade\\_events.asp?EventID=37663&InputType=EVENT](http://2016.export.gov/eac/show_detail_trade_events.asp?EventID=37663&InputType=EVENT).
- June 1 ***KOREA'S AEROSPACE & DEFENSE MARKET.*** Webinar, sponsored by the U.S. Commercial Service, will provide: General overview of South Korea; Updates on Aerospace & Defense market in Korea; Opportunities and barriers; Major procurement programs; Opportunities and barriers; ADEX-Seoul Airshow and US Pavilion. 5:00 p.m. CDT. No charge; advance registration required. For information & registration, please see: <http://2016.export.gov/california/losangelesdowntown/events/sawebinar/index.asp>.
- June 1 ***THE GEOPOLITICS OF ENERGY.*** Program sponsored by The Chicago Council on Global Affairs. Presentation by **Adam Sieminski**, James R. Schlesinger Chair for Energy and Geopolitics, Center for Strategic and International Studies, in conversation with **Ed Crooks**, Editor, US Industry and Energy, *Financial Times*. 5:30 – 7:15 p.m., CCGA Conference Center, 130 North Randolph Street, Chicago. CCGA Members - \$10; Non-members - \$20. For information & registration, please see: <https://www.thechicagocouncil.org/event/geopolitics-energy>.
- June 6 ***2017 NEW REGULATIONS AND TRENDS: CHINA OUTBOUND INVESTMENT.*** Seminar sponsored by Artisan Business Group. Topics include: Xi-Trump meeting and its impact on Sino-US relationship; “The Belt and Road” initiatives & USA; Must-know trends for 2017 and beyond; New regulations and restrictions (to be effective on July 1); New trends in emerging industry sectors; New trends of EB-5 alternative financing under new legislation; Challenges and solutions for outbound investments from China. 9:00 a.m. – 2:30 p.m., Hilton Garden Inn Chicago O'Hare Airport, 2930 South River Road, Des Plaines, IL. Fee: \$650. For information & registration, please see: <https://www.eventbrite.com/e/2017-new-regulations-and-trends-china-outbound-investments-seminar-tickets-33509727497>.
- June 6 ***THE GLOBAL ECONOMIC OUTLOOK: BREXIT, TRUMPONOMICS, OPPORTUNITIES AND RISKS.*** Luncheon program sponsored by Advantage Austria – Austrian Trade Commission Chicago and the Vienna Business Agency. Presentations by Prof. **Jeffrey Rosensweig**, Director, John Robson Program for Business, Public Policy and Government, Goizueta Business School, Emory University, and **Renate Brauner**, Executive City Councillor for Finance, Economic and International Affairs, Vienna. 11:00 a.m. – 2:00 p.m., The Arts Club of Chicago, 201 East Ontario Street, Chicago. No charge; advance registration required. For information & registration, please see: [http://www.advantageaustria.org/us/events/Don\\_t\\_underestimate\\_BREXIT\\_.en.html](http://www.advantageaustria.org/us/events/Don_t_underestimate_BREXIT_.en.html).
- June 6 ***IMPORT FDA IN THE AUTOMATED COMMERCIAL ENVIRONMENT (ACE) AUTHORIZED ELECTRONIC DATA INTERCHANGE (EDI) SYSTEM.*** Webinar, sponsored by ComplianceOnline, will address the Automated Commercial Environment (ACE) as the Sole CBP-Authorized Electronic Data Interchange (EDI) System for processing certain Electronic Entry and Entry Summary Filings accompanied by Food and Drug Administration (FDA) Data by using reporting procedures and cases. 12:00 – 1:00 p.m. CDT. Fee: \$199. For information & registration, please see: [http://www.complianceonline.com/import-fda-in-the-automated-commercial-environment-ace-authorized-electronic-data-interchange-edi-system-webinar-training-705212-prdw?channel=JN06\\_Rossano\\_MY02\\_DM](http://www.complianceonline.com/import-fda-in-the-automated-commercial-environment-ace-authorized-electronic-data-interchange-edi-system-webinar-training-705212-prdw?channel=JN06_Rossano_MY02_DM).
- June 6 ***DUTY SAVINGS FOR TEXTILES AND APPAREL UNDER HTSUS CHAPTER 98.*** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will examine which production scenarios qualify for free or reduced duty rates as well as the information and documentation needed to file and support these claims. 1:00 – 2:00 p.m. CDT. Fee: \$250. For information & registration, please see: <http://www.strtrade.com/events-Chapter-98-Webinar-060617.html>.

- June 6 ***ISRAELI SOCIAL INNOVATION CHICAGO 2017***. Reception & program sponsored by: American Jewish Committee; Consulate General of Israel to the Midwest; Israel Ministry of Tourism; Jewish National Fund. Program will offer diverse perspectives on the Israeli 'Social innovation' ecosystem from an expert on Israeli Innovation and 4 leading non-profits that make a difference in the lives of people all over the world and in Chicago. 4:30 – 7:30 p.m., 1871, Merchandise Mart Plaza, Chicago. No charge; advance registration required. For information & registration, please see: <https://israeliconsulate.wixsite.com/israelisocialinno>.
- June 7 ***U.S. TRADE & WORKING CAPITAL CONFERENCE***. Event sponsored by Global Trade Review (GTR) with: BNY Mellon; Bank ABC; Standard Chartered; Mizuho; Wells Fargo; Bank of America; Lloyds Bank; and others. Institutional partners include the **International Trade Association of Greater Chicago**. The event will cover a broad range of issues surrounding the US trade and working capital space and provide an ideal environment for corporate treasurers, trade financiers and business heads to meet and assess the latest financing techniques, innovations and disruptors, as well as best practices for optimizing physical and financial supply chains. Speakers include: **David Gustin**, Founder, Trade Financing Matters, Founder & President, Global Business Intelligence; **Douglas Schoch**, Vice-President, Captive Business, Supply Chain Finance, Siemens Capital Company; **Sunil George**, Head of Structured Trade Finance, North America, Louis Dreyfus Company; **Luke Flintoff**, Accounting Manager, Inno-Pak; Adrian Katz, Chief Executive Officer, Finacity. 9:00 a.m. – 5:30 p.m. (Reception follows), Swissôtel Chicago, 323 East Upper Wacker Drive, Chicago. Fee: \$1,299 (ITA/GC members receive 15% discount). For information & registration, please see: <http://www.gtreview.com/events/americas/us-trade-working-capital-conference-2017/>.
- June 7 ***THE E-COMMERCE EXPLOSION – COMPLIANCE CHALLENGES AND ECONOMIC OPPORTUNITIES***. Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will examine both the opportunities e-commerce offers and the concerns it may raise regarding security risks, consumer protection, duty or tax circumvention, and intellectual property evasion. 1:00 – 2:00 p.m. CDT. Fee: \$120. For information & registration, please see: <http://www.strtrade.com/events-E-Commerce-Explosion-060717-Webinar.html>.
- June 8 ***MEXICO'S HIDDEN TAX CHALLENGES***. Webinar, sponsored by Plante Moran, will provide an overview of Mexico's commonly overlooked, yet potentially costly, tax rules. 1:00 – 2:00 p.m. CDT. No charge; advance registration required. For information & registration, please see: <http://www.plantemoran.com/perspectives/webinars/2017/pages/mexico%E2%80%99s-hidden-tax-challenges.aspx>.
- June 9 ***GO BEHIND THE SCENE AT ARCELORMITTAL***. FACCTory & Industry Series, sponsored by the French-American Chamber of Commerce Chicago, features a site visit and tour of the world's leading steel and mining company's facility at Burns Harbor, IN. 8:00 a.m. – 3:00 p.m. FACC Members - \$60; Non-members - \$75. Fee includes bus fare, site visit and lunch. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07edtutb2uc6fd5a1e&oseq=&c=&ch=>.
- June 9 ***MASTERING U.S. EXPORT ADMINISTRATION REGULATIONS***. Webinar, sponsored by ComplianceOnline, will give you the tools to assess potential gaps in your company's export controls/compliance program. 12:00 – 1:00 p.m. CDT. Fee: \$129. For information & registration, please see: [http://www.complianceonline.com/mastering-us-export-administration-regulations-webinar-training-700398-prdw?channel=JN09\\_Jo-Anne\\_MY04\\_DM](http://www.complianceonline.com/mastering-us-export-administration-regulations-webinar-training-700398-prdw?channel=JN09_Jo-Anne_MY04_DM).

- June 11 - **WASTEWATER BUSINESS DEVELOPMENT MISSION TO CHINA**. Mission, led by the U.S. Department of Commerce, is a follow-up to an April 2015 Smart Cities – Smart Growth Business Development Mission to China led by Secretary Pritzker. This mission will promote U.S. exports to China by supporting U.S. companies in launching or increasing their business in the marketplace products and services relating to wastewater treatment, including industrial wastewater treatment. Key elements will include business-to-government and business-to-business meetings, market briefings, and networking events. The trade mission will stop in Beijing, Nanjing, and Guangzhou. In each city, participants will meet with pre-screened potential partners, end users and government officials. They will also attend market briefings by U.S. Embassy officials and other industry experts, as well as networking events offering further opportunities to speak with local business and industry decision-makers. For information & an application, please see: [http://2016.export.gov/eac/show\\_detail\\_trade\\_events.asp?EventID=37425&InputType=EVENT](http://2016.export.gov/eac/show_detail_trade_events.asp?EventID=37425&InputType=EVENT).
- June 13 **UNDERSTANDING THE LOGISTICS GAME**. Webinar, sponsored by the U.S. Commercial Service, will discuss the critical role of logistics in using letters of credit. 1:00 – 2:00 p.m. CDT. Fee: \$25. For information & registration, please see: [http://2016.export.gov/eac/show\\_detail\\_trade\\_events.asp?EventID=37577&InputType=EVENT](http://2016.export.gov/eac/show_detail_trade_events.asp?EventID=37577&InputType=EVENT).
- June 13 **USING INCOTERMS® PROPERLY TO AVOID DISPUTES**. Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will help purchasing, selling, logistics, customs, and other personnel involved in global commerce understand the current terminology. 1:00 – 2:00 p.m. CDT. Fee: \$250. For information & registration, please see: <http://www.strtrade.com/events-Using-Incoterms-Webinar-061317.html>.
- June 14 **EXPORTS – NEW INCENTIVES, OLD RULES**. Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will address: the Republican “Better Way” plan’s tax provisions; proposed tax incentives for exports; basic export rules; special rules for screening foreign customers. 1:00 – 2:30 p.m. CDT. Fee: \$250. For information & registration, please see: <http://www.strtrade.com/events-Exports-New-Incentives-Old-Rules-050917.html>.
- June 14 **HOT SUMMER NIGHT: INTERNATIONAL SUMMER SOCIAL CRUISE & FIREWORKS DISPLAY**. Eleventh Annual international business & social networking event sponsored by the International Trade Association of Greater Chicago with: **Michael Silver & Company; China Eastern Airlines; Automated Industrial Machinery (AIM); MB Financial Bank; Barnes, Richardson & Colburn; Chicago International Trade Commissioners’ Association; Daubert Cromwell; O’Meara & Associates**. Co-sponsors include: Arab-American Business & Professional Association; British-American Business Council Chicago; Canada-U.S. Business Council Chicago; EuroChicago; German American Chamber of Commerce of the Midwest; Hong Kong Business Association of the Midwest; Swiss-American Business Council; U.S.-Mexico Chamber of Commerce Mid-America Chapter. Join us aboard the *Spirit of Chicago* for a buffet dinner, dancing, incomparable Chicago skyline views and the Navy Pier fireworks display from Lake Michigan. 6:30 – 10:00 p.m.; board at Navy Pier, Chicago. Members of sponsoring organizations & their guests - \$95 (by May 26; \$110 thereafter); Non-members – \$120 (by May 26; \$135 thereafter). Advance registration required by June 5. **Corporate sponsorships available**: please e-mail [rpaulin@itagc.org](mailto:rpaulin@itagc.org). For information & registration, please see: [http://calendar.itagc.org/docs/ITAGC\\_Calendar\\_9188.pdf](http://calendar.itagc.org/docs/ITAGC_Calendar_9188.pdf); e-mail: [rsvp@itagc.org](mailto:rsvp@itagc.org), or call 773/725-1106.
- June 15 **WINNING STRATEGIES FOR ECOMMERCE SALES TO CHINA AND INDIA & THE UPCOMING ECOMMERCE TRADE MISSION**. Webinar, sponsored by the U.S. Commercial Service, is in preparation for an upcoming ecommerce trade mission to China & India (September 16-29). Presentations by: **Carl Miller**, global retail innovator and Managing Director, Global Retail Insight Network; **Jigna Mehta**, Mumbai based U.S. Commercial Service eCommerce Specialist; **Josh Halpern**, Director, eCommerce Innovation Lab. 11:00 a.m. CDT. No charge; advance registration required. For information & registration, please see: [http://2016.export.gov/eac/show\\_detail\\_trade\\_events.asp?EventID=37658&InputType=EVENT](http://2016.export.gov/eac/show_detail_trade_events.asp?EventID=37658&InputType=EVENT).

- June 18 - ***PAINT & COATINGS MATERIALS SUPPLIERS TRADE MISSION TO MEXICO CITY.*** The U.S. Department of Commerce, International Trade Administration, is organizing the first trade mission for U.S. Paint and Coatings Materials Suppliers in conjunction with the Mexican National Association of Manufacturers of Paints and Inks trade show, “Latin Americas Coatings Show 2017,” June 20-22. This show is the largest event in Latin America for raw materials suppliers and equipment manufacturers in the paint and coatings industry. The purpose of the mission is to help participating firms gain market insight, make industry contacts, solidify business strategies, and advance specific projects with the goal of increasing their exports to and business in Mexico. U.S. firms will participate in: (1) customized Business-to-Business matchmaking appointments with pre-screened potential distributors and buyers; (2) networking events; (3) commercial briefings about doing business in Mexico; (4) a presentation about the industrial chemical and the automotive sectors in Mexico; (5) a mini trade fair; (6) the opportunity to visit the Latin Americas Coating Show 2017 and; (7) have limited marketing materials displayed in the U.S. Commercial Service booth at Latin American Coatings Show 2017. For information and an application, please see: [http://2016.export.gov/eac/show\\_detail\\_trade\\_events.asp?EventID=37373&InputType=EVENT](http://2016.export.gov/eac/show_detail_trade_events.asp?EventID=37373&InputType=EVENT).
- June 19 ***TARIFF CLASSIFICATION.*** Webinar sponsored by the Global Training Center. Topics include: *Harmonized System Convention; Overview of Harmonized Tariff Schedule of U.S.; The Export Schedule B; Classification Process; Extrinsic Interpretive Aids; Duty Determination; General Notes; Mechanics of Classification.* 8:30 a.m. – 4:00 p.m. CDT. Fee: \$545 (by May 19; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/tariff-classification>.
- June 20 - ***CERTIFIED TRADE MISSION TO THE UNITED KINGDOM FOR U.S. ALTERNATIVE ASSET FUND MANAGERS.*** Mission will introduce a select group of U.S. private equity, venture capital, real estate, alternative asset and infrastructure fund managers to Institutional investors from the UK's largest Insurance companies, Pension Funds, Institutional investors and Family Offices. A maximum of fifteen U.S. Fund managers would attend from the leading funds in Private Equity, Venture Capital, Alternative Asset, Real Estate and Infrastructure. For information & an application, please see: [http://2016.export.gov/eac/show\\_detail\\_trade\\_events.asp?EventID=37278&InputType=EVENT](http://2016.export.gov/eac/show_detail_trade_events.asp?EventID=37278&InputType=EVENT).
- June 20 ***NAFTA RULES OF ORIGIN.*** Webinar sponsored by the Global Training Center. Topics include: *NAFTA—Overview; Definitions; A Closer Look at Origination; Finer Points of Origination; NAFTA and Special Sectors; The NAFTA Certificate of Origin Form; Country of Origin for Marking Purposes; NAFTA Strategies for Businesses; Appeal Procedures; Country of Origin Marking Rules; Record Keeping, Penalties, Denial of Benefits; Maquiladora Industry; Annex 401 Specific Rules of Origin; Regulatory Compliance and Enforcement; Other Free Trade Agreements.* 8:30 a.m. – 4:00 p.m. CDT. Fee: \$545 (by May 20; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/nafta>.
- June 20 ***BIS LICENSE APPLICATION 748P: HOW TO PREPARE IT AND HOW TO ENSURE BEST POSSIBLE APPROVAL TIME.*** Webinar, sponsored by the Export Compliance Training Institute, will provide ITAR experts who are new to BIS licenses, as well as anyone else new to BIS licenses, the ins and outs of form 748P. 12:00 – 1:30 p.m. CDT. Fee: \$195. For information & registration, please see: <http://www.learnexportcompliance.com/Webinars/BIS-License-Application-748P-How-to-Prepare-It-a.aspx>.
- June 20 ***INTERNATIONAL PAYMENT OPTIONS 101.*** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will provide an introduction to letters of credit and how they work to ensure payment. 1:00 – 2:00 p.m. CDT. Fee: \$250. For information & registration, please see: <http://www.strtrade.com/events-International-Payment-Options-Webinar-062017.html>.

- June 21 ***SAFER ENTRY POINT: BOTSWANA.*** Webinar sponsored by Africa Business Portal. Presentation by Ambassador **John David Newman**, Ambassador Extraordinary & Plenipotentiary, Embassy of the Republic of Botswana in the United States. 11:00 a.m. – 12:00 p.m. CDT. ABP Members - No charge; Non-members - \$40. For information & registration, please see: <https://www.africabusinessportal.com/safer-entry-point-botswana>.
- June 21 ***UPDATES ON MEXICO'S CUSTOMS REGULATIONS FOR 2017: CHANGES IN SENDING SAMPLES TO MEXICO.*** Webinar, sponsored by the U.S. Commercial Service, will address how to send samples to Mexico. 1:00 – 2:00 p.m. CDT. Fee: \$25. For information & registration, please see: [http://2016.export.gov/eac/show\\_detail\\_trade\\_events.asp?EventID=37527&InputType=EVENT](http://2016.export.gov/eac/show_detail_trade_events.asp?EventID=37527&InputType=EVENT).
- June 21 ***TRADE PREFERENCES: ONE GOAL, DIFFERENT APPROACHES.*** Webinar, sponsored by Sandler, Travis & Rosenberg. P.A., will review the past, present, and future of various GSP programs and how companies can use them to their benefit. 1:00 – 2:00 p.m. CDT. Fee: \$250. For information & registration, please see: <http://www.strtrade.com/events-Trade-Preferences-Webinar-050217.html>.
- June 21 ***GROWTH MARKETS: THE NEXT CHAMPIONS OF THE GLOBAL ECONOMY.*** Program sponsored by The Chicago Council on Global Affairs. Presentation by **Ruchir Sharma**, Head of Emerging Markets and Chief Global Strategist, Morgan Stanley Investment Management. 5:30 – 7:15 p.m., CCGA Conference Center, 130 East Randolph Street, Chicago. CCGA Members - \$10; Non-members - \$20. For information & registration, please see: <https://www.thechicagocouncil.org/event/growth-markets-next-champions-global-economy>.
- June 23 ***ECONOMIC IMPACT ON THE REGION: VISIT TO INDIANA'S INTERNATIONAL PORT AT BURNS HARBOR.*** Site visit sponsored by the Central Asian Productivity Research Center and International Ports of Indiana with support from the Northwest Indiana Forum. Presentations by **Heather Ennis**, President and CEO, Northwest Indiana Forum, and **Ian Hirt**, Port Director. 10:00 a.m., Burns Harbor, Indiana. CAPRC Members - \$10; Non-members - \$15. For information & registration, please call: 708/246-5556.
- June 27 ***CUSTOMS BASIC: DETERMINING THE ORIGIN OF YOUR PRODUCTS.*** Webinar sponsored by Baker & McKenzie, LP. Presentations by **Terrie Gleason** (Washington, DC), **Daniel Lund** (London), and **Adriana Ibarra-Fernandez** (Mexico City), Baker & McKenzie. 10:00 – 11:30 a.m. CDT. No charge; advance registration required. For information & registration, please see: <http://bakerxchange.com/rv/ff002d18e4b8f0498acbf2466442beef5e7dced3>.
- July 11 ***WHY PRICE QUOTATIONS ARE CRITICAL.*** Webinar, sponsored by the U.S. Commercial Service, will explain how price quotations are critical in a trade transaction, including a discussion of Incoterms® 2010. 1:00 – 2:00 p.m. CDT. Fee: \$25. For information & registration, please see: [http://2016.export.gov/eac/show\\_detail\\_trade\\_events.asp?EventID=37578&InputType=EVENT](http://2016.export.gov/eac/show_detail_trade_events.asp?EventID=37578&InputType=EVENT).
- July 18 ***TARIFF CLASSIFICATION.*** Seminar sponsored by the Global Training Center. Topics include: *Harmonized System Convention; Overview of Harmonized Tariff Schedule of U.S.; The Export Schedule B; Classification Process; Extrinsic Interpretive Aids; Duty Determination; General Notes; Mechanics of Classification.* 8:30 a.m. – 4:00 p.m., Chicago. Fee: \$545 (by June 18; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/chicago-il-international-trade-seminars>.
- July 18 ***LETTERS OF CREDIT.*** Webinar sponsored by the Global Training Center. Topics include: *Methods of Payment; Letters of Credit; Import Letters of Credit; Export Letters of Credit; Special Types of Letters of Credit and Trade Finance; Uniform Customs and Practice for Documentary Credits, UCP 600.* 8:30 a.m. – 4:00 p.m. CDT. Fee: \$545 (by June 18; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/letters-of-credit>.

- July 19 **NAFTA RULES OF ORIGIN.** Seminar sponsored by the Global Training Center. Topics include: *NAFTA—Overview; Definitions; A Closer Look at Origination; Finer Points of Origination; NAFTA and Special Sectors; The NAFTA Certificate of Origin Form; Country of Origin for Marking Purposes; NAFTA Strategies for Businesses; Appeal Procedures; Country of Origin Marking Rules; Record Keeping, Penalties, Denial of Benefits; Maquiladora Industry; Annex 401 Specific Rules of Origin; Regulatory Compliance and Enforcement; Other Free Trade Agreements.* 8:30 a.m. – 4:00 p.m., Chicago. Fee: \$545 (by June 19; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/chicago-il-international-trade-seminars>.
- July 19 **INTERNATIONAL LOGISTICS.** Webinar sponsored by the Global Training Center. Topics include: *International Logistics Partners; Securing Your International Supply Chain; Ocean Bills of Lading and Common Carrier's Obligations Toward the Shipper; Ocean Transportation; Air Waybills of Lading; Air Freight Transportation; Insurance; Incoterms® 2010 Product Transportation & Risk of Loss.* 8:30 a.m. – 4:00 p.m. CDT. Fee: \$545 (by June 19; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/international-logistics>.
- July 20 **IMPORTING.** Seminar sponsored by the Global Training Center. Topics include: *The Import Regulatory Environment; Valuation; Country of Origin and Marking; Duty Determination; Entry; Record Keeping; Other Import Considerations; Customs Enforcement; Customs Security.* 8:30 a.m. – 4:00 p.m., Chicago. Fee: \$545 (by June 20; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/chicago-il-international-trade-seminars>.
- July 20 **EXPORT DOCUMENTATION.** Webinar sponsored by the Global Training Center. Topics include: *Structuring Export Sales to Foreign Markets; Negotiating Your Contract and Meeting Its Terms; Incoterms® 2010, Product Transportation & Risk of Loss; Forms of Payment; Customs & Tariff Planning Considerations; Export Controls; Freight Forwarders, Packing and Transportation; Reporting the Export; Export Documentation.* 8:30 a.m. – 4:00 p.m. CDT. Fee: \$545 (by June 20; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/export-documentation>.
- July 21 **IMPORT FOCUSED ASSESSMENT(AUDIT).** Seminar sponsored by the Global Training Center. Topics include: *U.S. Customs Compliance; Customs Enforcement; Introduction to Customs Audits; The Focused Assessment Process; Special Issues within an Audit; Record Retention Periods; Importer Self-Assessment Program; Standard Operating Procedures.* 8:30 a.m. – 4:00 p.m., Chicago. Fee: \$545 (by June 21; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/chicago-il-international-trade-seminars>.
- July 25 **LETTERS OF CREDIT.** Seminar sponsored by the Global Training Center. Topics include: *Introduction/The Payment Decision; Letters of Credit as Method of Payment; Letters of Credit Procedure; Types of Letters of Credit; Special Types of Letters of Credit; Uniform Customs and Practice 600 & Commentary and ISBP; Export Transaction Review; Import Letters of Credit; Case Study on an Export Letter of Credit; Non-Traditional Payment Methods; Resources.* 8:30 a.m. – 4:00 p.m., Chicago. Fee: \$545 (by June 25; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/chicago-il-international-trade-seminars>.
- July 25 **MAJOR DEVELOPMENTS IN DATA PRIVACY LAWS – US, CANADA AND EU.** Webinar sponsored by Baker & McKenzie, LLP. Presentations by **Brian Hengesbaugh** (Chicago), **Theo Ling** (Toronto), **Dean Dolan** (Toronto), **Dyann Heward-Mills** (London), **Michael Egan** (Washington, DC), Baker & McKenzie. 10:00 – 11:30 a.m. CDT. No charge; advance registration required. For information & registration, please see: <http://bakerxchange.com/rv/ff002d18e4b8f0498acbf2466442beef5e7dced3>.



- July 26 **INTERNATIONAL LOGISTICS**. Seminar sponsored by the Global Training Center. Topics include: *International Logistics Partners; Securing Your International Supply Chain; Ocean Bills of Lading and Common Carrier's Obligations toward the Shipper; Ocean Transportation; Air Waybills of Lading; Air Freight Transportation; Insurance; Incoterms® 2010 Product Transportation & Risk of Loss*. 8:30 a.m. – 4:00 p.m., Chicago. Fee: \$545 (by June 26; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/chicago-il-international-trade-seminars>.
- July 27 **EXPORTING**. Seminar sponsored by the Global Training Center. Topics include: *Structuring Export Sales to Foreign Markets; Negotiating Your Contract and Meeting Its Terms; Incoterms® 2010 Product Transportation & Risk of Loss; Customs & Tariff Planning Considerations; Export Controls; Freight Forwarders, Packing and Transportation; Export Documentation*. 8:30 a.m. – 4:00 p.m., Chicago. Fee: \$545 (by June 27; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/chicago-il-international-trade-seminars>.
- July 28 **INCOTERMS® 2010 RULES**. Webinar sponsored by the Global Training Center. Topics include: *Introduction; Domestic Terms of Sale for Domestic Transactions in the United States; Incoterms® 2000 Product Transportation and Risk of Loss*. 8:30 a.m. – 12:00 p.m. CDT. Fee: \$345 (by July 9; \$395 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/incoterms-rules>.
- July 28 **INCOTERMS STRATEGIES**. Seminar sponsored by the Global Training Center. Topics include: *Purpose and Scope of Incoterms® (INTERNATIONAL COMMERCIAL TERMS); Structure of Incoterms®; Obligations and Proof of Completion; Case Studies; Information Resources*. 1:00 – 4:30 p.m., Chicago. Fee: \$345 (by June 28; \$395 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/chicago-il-international-trade-seminars>.
- Aug. 8 **INTERNATIONAL TRAFFIC IN ARMS REGULATIONS (ITAR)**. Webinar, sponsored by the Global Training Center, provides a fundamental overview of the U.S. International Traffic In Arms (ITAR), the U.S. regulatory and statutory framework and provides an insight and understanding of the key principals and essentials of ITAR compliance. 9:00 a.m. – 12:30 p.m. CDT. Fee: \$345. For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/specialty/itar>.
- Aug. 9 **INCOTERMS® 2010 RULES**. Webinar sponsored by the Global Training Center. Topics include: *Introduction; Domestic Terms of Sale for Domestic Transactions in the United States; Incoterms® 2000 Product Transportation and Risk of Loss*. 9:00 a.m. – 12:30 p.m. CDT. Fee: \$345 (by July 9; \$395 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/incoterms-rules#agenda>.
- Aug. 10 **EXPORT TO MEXICO**. Webinar sponsored by the Global Training Center. Topics include: *Overview of Mexico; Leaving the United States; Entering Mexico; Mexico Tariff Schedule; Non-Tariff Regulations & Restrictions; Trade Promotions & Initiatives; Information Resources*. 9:00 a.m. – 12:30 p.m. CDT. Fee: \$345 (by July 10; \$395 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/export-to-mexico-documentation-procedures>.
- Aug. 11 **EXPORT TO CANADA**. Webinar sponsored by the Global Training Center. Topics include: *An Overview of Canada; Exporting from the U.S.; Importing into Canada; Special Import & Duty Reduction Programs; Enforcement – Administrative Monetary Penalties; Other Programs*. 9:00 a.m. – 12:30 p.m. CDT. Fee: \$345 (by July 11; \$395 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/export-to-canada>.

- Aug. 15 **WHY BANKING RELATIONSHIPS ARE IMPORTANT.** Webinar, sponsored by the U.S. Commercial Service, will explain the critical role of banks in letter of credit transactions. 1:00 – 2:00 p.m. CDT. Fee: \$25. For information & registration, please see: [http://2016.export.gov/eac/show\\_detail\\_trade\\_events.asp?EventID=37593&InputType=EVENT](http://2016.export.gov/eac/show_detail_trade_events.asp?EventID=37593&InputType=EVENT).
- Aug. 18 **INCOTERMS STRATEGIES.** Webinar sponsored by the Global Training Center. Topics include: *Purpose and Scope of Incoterms® (INTERNATIONAL COMMERCIAL TERMS); Structure of Incoterms®; Obligations and Proof of Completion; Case Studies; Information Resources.* 9:00 a.m. – 12:30 p.m., Chicago. Fee: \$345 (by July 18; \$395 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/incoterms-strategies>.
- Aug. 22 **CUSTOMS BASIC: REDUCING YOUR DUTY LIABILITY THROUGH THE USE OF CUSTOMS PROCEDURES.** Webinar sponsored by Baker & McKenzie, LLP. Presentations by **Gooike van Slooten** (Amsterdam), **Paul Amberg** (Chicago), **Manuel Padron** (Juarez), and **Panya Sittisakosin** (Bangkok). 10:00 – 11:30 a.m. CDT. No charge; advance registration required. For information & registration, please see: <http://bakerxchange.com/rv/ff002d18e4b8f0498acbf2466442beef5e7dced3>.
- Aug. 28 **IMPORT DOCUMENTATION.** Webinar sponsored by the Global Training Center. Topics include: *The Import Regulatory Environment; Valuation; Country of Origin and Marking; Classification; Duty Determination; Entry; Record Keeping; Other Import Considerations; Customs Enforcement; Customs Security.* 8:30 a.m. – 4:00 p.m. CDT. Fee: \$545 (by July 28; \$595 thereafter). For information & registration, please see: [www.globaltrainingcenter.com/webinars/import-documentation](http://www.globaltrainingcenter.com/webinars/import-documentation).
- Aug. 29 **IMPORT AUDIT COMPLIANCE.** Webinar sponsored by the Global Training Center. Topics include: *U.S. Customs Compliance; Customs Enforcement; Introduction to Customs Audits; The Focused Assessment Process; Special Issues within an Audit; Record Retention Periods; Importer Self-assessment Program (ISA); Standard Operating Procedures (SOPS).* 8:30 a.m. – 4:00 p.m. CDT. Fee: \$545 (by July 29; \$595 thereafter). For information & registration, please see: [www.globaltrainingcenter.com/webinars/import-audit](http://www.globaltrainingcenter.com/webinars/import-audit).
- Aug. 30 **ROAD TO C-TPAT CERTIFICATION.** Webinar sponsored by the Global Training Center. Topics include: C-TPAT Basics; Why C-TPAT?; C-TPAT Mechanics; Validations And Revalidations; C-TPAT Maintenance. 9:00 a.m. – 12:30 p.m. CDT. Fee: \$345 (by July 30; \$395 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/preparing-for-c-tpat#agenda>.
- Sept. 10 - 15 **SMART CITIES TRADE MISSION TO POLAND AND THE CZECH REPUBLIC.** Led by the U.S. Department of Commerce, International Trade Administration, U.S. and Foreign Commercial Service, this mission is focused on business and designed to help export-ready U.S. companies launch or increase their export business in promising sectors in Poland and the Czech Republic that contribute to the development of smart cities, including e-mobility, energy efficiency and management, e-governance, and environmental management and quality, including air and water quality. Mission participants will benefit from expert briefings on the policy frameworks in Europe supporting smart cities and the details of smart cities developments in Poland and the Czech Republic. The mission will include opportunities to meet key Government officials and decision-makers, one-on-one meetings with potential business partners and networking events. For information & an application, please see: [http://2016.export.gov/eac/show\\_detail\\_trade\\_events.asp?EventID=37505&InputType=EVENT](http://2016.export.gov/eac/show_detail_trade_events.asp?EventID=37505&InputType=EVENT).

- Sept. 11 - ***CYBER SECURITY BUSINESS DEVELOPMENT MISSION TO CANADA***. Organized by the U.S. Department of Commerce, the purpose of the mission is to introduce U.S. firms to Canada's expanding opportunities within the Cyber Security industry, and to assist U.S. companies in pursuing export opportunities in this sector. The mission is designed for all U.S. firms and organizations who play a part in the industry, regardless of specific niche. This mission will also help U.S. companies already doing business within the Canadian market to increase their footprint and deepen their business interests. Participating firms will gain market insights, make industry contacts, solidify business strategies, and advance specific projects, with the goal of creating and increasing U.S. product and services exports. The mission will include market briefings, one-on-one business appointments with pre-screened potential buyers, agents, distributors, industry leaders, and joint venture partners; meetings with national, provincial, regional and municipal governments; and networking events. For information & an application, please see: [http://2016.export.gov/eac/show\\_detail\\_trade\\_events.asp?EventID=37360&InputType=EVENT](http://2016.export.gov/eac/show_detail_trade_events.asp?EventID=37360&InputType=EVENT).
- Sept. 12 ***HOW TO HANDLE LETTER OF CREDIT DISCREPANCIES***. Webinar, sponsored by the U.S. Commercial Service, will explain how to handle letter of credit discrepancies. 1:00 – 2:00 p.m. CDT. Fee: \$25. For information & registration, please see: [http://2016.export.gov/eac/show\\_detail\\_trade\\_events.asp?EventID=37581&InputType=EVENT](http://2016.export.gov/eac/show_detail_trade_events.asp?EventID=37581&InputType=EVENT).
- Sept. 14 ***EXPORT ADMINISTRATION REGULATIONS***. Webinar, sponsored by the Global Training Center, covers basic export control concepts one needs to understand in order to execute essential global business operations in a compliant manner. Subjects include who needs to comply, general prohibitions, record keeping, navigating the Commerce Control List (CCL), how to classify items on the CCL, how to determine license requirements, applying license exceptions, and more. 9:00 a.m. – 12:30 p.m. CDT. Fee: \$345. For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/specialty/export-administration-regulations-ear>.
- Sept. 16 - ***CHINA & INDIA RETAIL ECOMMERCE EXECUTIVE DISCOVERY TOUR***. Organized by the U.S. Commercial Service, the first goal is to introduce a group of approximately 10-15 U.S.-based ecommerce exporters to information around and contacts in China, providing enough information for them to be successful in their efforts to sell into China. The second goal of this mission is to introduce a similarly positioned group (approximately 10 California-based ecommerce exporters) to information around and contacts in India, providing enough information for them to be successful in their efforts to sell into India. For information & an application, please see: [http://2016.export.gov/eac/show\\_detail\\_trade\\_events.asp?EventID=37584&InputType=EVENT](http://2016.export.gov/eac/show_detail_trade_events.asp?EventID=37584&InputType=EVENT).
- Sept. 19 ***INTERNATIONAL LOGISTICS***. Webinar sponsored by the Global Training Center. Topics include: *International Logistics Partners; Securing Your International Supply Chain; Ocean Bills of Lading and Common Carrier's Obligations Toward the Shipper; Ocean Transportation; Air Waybills of Lading; Air Freight Transportation; Insurance; Incoterms® 2010 Product Transportation & Risk of Loss*. 8:30 a.m. – 4:00 p.m. CDT. Fee: \$545 (by August 19; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/international-logistics>.
- Sept. 20 ***LETTERS OF CREDIT***. Webinar sponsored by the Global Training Center. Topics include: *Methods of Payment; Letters of Credit; Import Letters of Credit; Export Letters of Credit; Special Types of Letters of Credit and Trade Finance; Uniform Customs and Practice for Documentary Credits, UCP 600*. 8:30 a.m. – 4:00 p.m. CDT. Fee: \$545 (by August 20; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/letters-of-credit>.

- Sept. 21 **EXPORT DOCUMENTATION.** Webinar sponsored by the Global Training Center. Topics include: *Structuring Export Sales to Foreign Markets; Negotiating Your Contract and Meeting Its Terms; Incoterms® 2010, Product Transportation & Risk of Loss; Forms of Payment; Customs & Tariff Planning Considerations; Export Controls; Freight Forwarders, Packing and Transportation; Reporting the Export; Export Documentation.* 8:30 a.m. – 4:00 p.m. CDT. Fee: \$545 (by August 21; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/export-documentation>.
- Sept. 25 - **AASA TRADE MISSION TO SOUTH AFRICA.** This trade mission, sponsored by the Automotive Aftermarket Suppliers Association (AASA) in collaboration with the U.S. Commercial Service, seeks to enhance the understanding of the South African automotive aftermarket by: visiting distributor facilities and holding market briefings by the U.S. Commercial Service; conducting one-on-one matchmaking meetings between U.S. companies and South African buyers/distributors of automotive aftermarket parts; and exhibiting at or visiting the Automechanika Johannesburg Show to meet additional buyers and contacts from throughout South Africa and the region. For information & an application, please see: [http://2016.export.gov/eac/show\\_detail\\_trade\\_events.asp?EventID=37440&InputType=EVENT](http://2016.export.gov/eac/show_detail_trade_events.asp?EventID=37440&InputType=EVENT).
- Sept. 25 **TARIFF CLASSIFICATION.** Webinar sponsored by the Global Training Center. Topics include: *Harmonized System Convention; Overview of Harmonized Tariff Schedule of U.S.; The Export Schedule B; Classification Process; Extrinsic Interpretive Aids; Duty Determination; General Notes; Mechanics of Classification.* 8:30 a.m. – 4:00 p.m. CDT. Fee: \$545 (by August 25; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/tariff-classification>.
- Sept. 26 **NAFTA RULES OF ORIGIN.** Webinar sponsored by the Global Training Center. Topics include: *NAFTA—Overview; Definitions; A Closer Look at Origination; Finer Points of Origination; NAFTA and Special Sectors; The NAFTA Certificate of Origin Form; Country of Origin for Marking Purposes; NAFTA Strategies for Businesses; Appeal Procedures; Country of Origin Marking Rules; Record Keeping, Penalties, Denial of Benefits; Maquiladora Industry; Annex 401 Specific Rules of Origin; Regulatory Compliance and Enforcement; Other Free Trade Agreements.* 8:30 a.m. – 4:00 p.m. CDT. Fee: \$545 (by August 26; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/nafta>.
- Sept. 26 **INTELLECTUAL PROPERTY CONSIDERATIONS AND ISSUES IN YOUR SUPPLY CHAIN.** Webinar sponsored by Baker & McKenzie, LLP. Presentations by **Joyce Smith** (San Francisco) and **Gary Shapiro** (San Francisco), Baker & McKenzie. 10:00 – 11:30 a.m. CDT. No charge; advance registration required. For information & registration, please see: <http://bakerxchange.com/rv/ff002d18e4b8f0498acbf2466442beef5e7dced3>.
- Oct. 16 - **2017 TRADE WINDS SOUTHEASTERN EUROPE FORUM & TRADE MISSION.** Business forum and mission organized by the U.S. Department of Commerce, International Trade Administration. U.S. trade mission members will participate in the Trade Winds – Southeastern Europe business forum in Bucharest, Romania (October 18-20), which is also open to U.S. companies not participating in the trade mission. Trade mission participants may choose to participate in their choice of trade mission stops based on recommendations from the USFCS, including in Romania, Bulgaria, Croatia, Serbia and Greece. Each trade mission stop will include one-on-one business appointments with pre-screened potential buyers, agents, distributors or joint-venture partners. Trade mission participants in the Trade Winds – Southeastern Europe business forum may attend regional and industry-specific sessions and consultations with U.S. Senior Commercial Officers and other government officials representing the Europe region during the business forum. For information & registration, please see: <http://2016.export.gov/tradewinds/>.
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- Oct. 16 - ***MEXICO BUILD 2017***. Mission, organized by the U.S. Department of Commerce, will introduce  
20 U.S. firms to Mexico's Sustainable Building & Construction sector, and assist U.S. companies in pursuing export opportunities in this sector. The mission also will help U.S. companies already doing business in Mexico to increase their footprint and deepen their business interests. For information & an application, please see:  
[http://2016.export.gov/eac/show\\_detail\\_trade\\_events.asp?EventID=37437&InputType=EVENT](http://2016.export.gov/eac/show_detail_trade_events.asp?EventID=37437&InputType=EVENT).
- Oct. 17 ***SETTING UP A SUCCESSFUL LETTER OF CREDIT***. Webinar, sponsored by the U.S. Commercial Service, will describe how to set up a successful letter of credit. 1:00 – 2:00 p.m. CDT. Fee: \$25. For information & registration, please see:  
[http://2016.export.gov/eac/show\\_detail\\_trade\\_events.asp?EventID=37592&InputType=EVENT](http://2016.export.gov/eac/show_detail_trade_events.asp?EventID=37592&InputType=EVENT).
- Oct. 22 - ***U.S. HEALTHCARE TRADE MISSION TO AFRICA [S. AFRICA & KENYA]***. Organized by the U.S.  
30 Department of Commerce, the mission will help participating U.S. firms and associations/ organizations gain market insights, make industry and government contacts, solidify business strategies and advance specific projects with the goal of increasing U.S. healthcare technology and service exports. The trade mission will commence in Johannesburg, South Africa with a second stop in Nairobi, Kenya. In both locations, participants will receive market briefings from U.S. Commercial Service and industry experts, hold one-on-one business meetings, meet with South African and Kenyan government officials and organizations, and participate in networking events and industry featured tours. For information & an application, please see:  
[http://2016.export.gov/eac/show\\_detail\\_trade\\_events.asp?EventID=37479&InputType=EVENT](http://2016.export.gov/eac/show_detail_trade_events.asp?EventID=37479&InputType=EVENT).
- Oct. 24 ***CUSTOMS BASIC: WHAT YOU NEED TO KNOW ABOUT CUSTOMS IN THE EU, RUSSIA AND CHINA***. Webinar sponsored by Baker & McKenzie, LLP. Presentations by **Mariacristina Scarpa** and **Giulia Bettarini** (Milan), **Alexander Bychkov** and **Vladimir Efremov** (Moscow), and **Frank Pan** (Shanghai), Baker & McKenzie. 10:00 – 11:30 a.m. CDT. No charge; advance registration required. For information & registration, please see:  
<http://bakerxchange.com/rv/ff002d18e4b8f0498acbf2466442beef5e7dced3>.
- Oct. 30 - ***RENEWABLE ENERGY INTEGRATION TRADE MISSION TO CANADA***. Organized by the U.S.  
Nov. 2 Department of Commerce, International Trade Administration, the purpose of the mission is to introduce U.S. firms to Canada's rapidly expanding interest and projects-base towards the effective application of renewable energy and smart grid solutions into the electrical grid, and to assist U.S. companies in pursuing export opportunities while making the most appropriate and impactful contacts within this sector. The mission is designed for U.S. industry with a focus on utility-scale and distributed energy resources (DER), renewable energy power generators and services providers. This mission will further support U.S. companies who are active in the Canadian market with a focus on increasing footprints and deepening business interests, especially for those companies of all sizes who are part of the industry's global supply chain. The mission is open to all U.S. firms and organizations in the renewable energy sector focused on solar, wind, and hydropower as well as the smart grid (transmission, distribution, and storage) technologies that will enable effective grid integration. For information & an application, please see: [http://2016.export.gov/eac/show\\_detail\\_trade\\_events.asp?EventID=37429&InputType=EVENT](http://2016.export.gov/eac/show_detail_trade_events.asp?EventID=37429&InputType=EVENT).
- Nov. 9 - ***GLOBAL SUPPLY CHAIN MANAGEMENT: BEST PRACTICES IN IMPORT AND EXPORT***  
10 ***OPERATIONS***. Seminar, sponsored by the American Management Association, offers a comprehensive and contemporary foundation in such issues as: regulations; procedures; global security; documentation; dealing with customs and other government agencies' trade compliance; HTS classifications; managing freight and much more. 9:00 a.m. – 5:00 p.m., Summit West, 500 West Madison Street, 6th Floor, Chicago. AMA Members - \$1,995; Non-members- \$2,195. For information & registration, please see: <http://www.amanet.org/training/seminars/global-supply-chain-management-best-practices-in-import-and-export-operations.aspx>.

- Nov. 28 **MAJOR DEVELOPMENTS IN FCPA/ANTI-BRIBERY REGULATION.** Webinar sponsored by Baker & McKenzie, LLP. Presentations by **John McKenzie** (San Francisco), **Mini vandePol** (Hong Kong), and **Peter Tomczak** (Chicago), Baker & McKenzie. 10:00 – 11:30 a.m. CDT. No charge; advance registration required. For information & registration, please see: <http://bakerxchange.com/rv/ff002d18e4b8f0498acbf2466442beef5e7dced3>.
- Nov. 30 - **PURCHASING MANAGEMENT.** Seminar, sponsored by the American Management Association,  
Dec. 1 focuses on skills for the experienced purchasing professional, addressing more mid-level to advanced contemporary, state-of-the-art topics in purchasing management. As more companies reach overseas for foreign purchasing, such present day issues as dealing with U.S. Customs (CBP), near sourcing options in Mexico, contract management, and better defining landed costs, among others, will be addressed. 9:00 a.m. – 5:00 p.m., Summit West, 500 West Madison Street, 6th Floor, Chicago. AMA Members - \$1,995; Non-members- \$2,195. For information & registration, please see: <http://www.amanet.org/training/seminars/Purchasing-Management.aspx>.
- Dec. 19 **CUSTOMS BASIC: WHAT YOU NEED TO KNOW ABOUT CUSTOMS IN THE US, MEXICO AND BRAZIL.** Webinar sponsored by Baker & McKenzie, LLP. Presentations by **Alejandro Martinez-Galindo** (Guadalajara), **Alessandra S. Machado** (Sao Paulo), **Meredith DeMent** (Washington, DC), and **Meghan Hamilton** (Chicago), Baker & McKenzie. 10:00 – 11:30 a.m. CDT. No charge; advance registration required. For information & registration, please see: <http://bakerxchange.com/rv/ff002d18e4b8f0498acbf2466442beef5e7dced3>.

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## About the Sponsoring Organizations...

Founded in December 1977, **The International Trade Association of Greater Chicago (ITA/GC)** was incorporated in January 1979 as an Illinois not-for-profit, voluntary business association dedicated to promoting international commerce in all its forms by providing a forum for the exchange of practical information and insight within the international business community. Annual membership dues are: Individual - \$150; Consular/Diplomatic - \$75 (up to 3 members); Academic/Faculty - \$200 (up to 8 designated faculty members); Student from a participating academic institution - \$25; Regular student - \$50; Associate/Non-resident (more than 150 miles from O'Hare International Airport) - \$50; Retired/Job Transition - \$50; Corporate (up to 8 designated members) - \$300. For a Membership Application, please call 773/725-1106; e-mail: [info@itagc.org](mailto:info@itagc.org); or visit: [www.itagc.org](http://www.itagc.org).

**The Office of Trade and Investment (OTI) of the Illinois Department of Commerce and Economic Opportunity (DCEO)** is the State of Illinois' lead international advocate in promoting job retention and creation in Illinois through International Trade and Investment. The OTI motto of offering assistance to the business community by being "State Focused – Globally Connected" is accomplished through a three-tier international network consisting of: International Trade/NAFTA Opportunity Centers regionally located throughout Illinois to provide local export training; Statewide counseling and assistance provided through the OTI Chicago headquarters' staff; and foreign State of Illinois Regional Trade Offices providing in-country assistance for Illinois businesses. To contact the OTI of DCEO, please call 312/814-2828 or visit: [www.illinoisbiz.biz/bus/ito/index.html](http://www.illinoisbiz.biz/bus/ito/index.html).

**The U.S. Export Assistance Center Chicago** is part of the Commercial Service of the U.S. Department of Commerce and is committed to assisting U.S. firms in realizing their export potential. We do this by providing expert counseling and advice, information on markets abroad, international contacts and advocacy services. The U.S. Export Assistance Centers in Chicago, Peoria and Rockford are part of the Commercial Service of the U.S. Department of Commerce. Around the world, the 1,400 men and women of the Commercial Service promote and protect U.S. business interests abroad. The Export Assistance Centers throughout the United States offer a full range of export programs and services under one roof. Here in Chicago, we are co-located with the Small Business Administration and the U.S. Export-Import Bank to provide export financing assistance to companies in Illinois and throughout the Midwest. To contact the U.S. Export Assistance Center, please call 312/353-8040 or visit: [www.buyusa.gov/uppermidwest](http://www.buyusa.gov/uppermidwest).

Comprised of 30 volunteers appointed by the U.S. Secretary of Commerce, the **Illinois District Export Council** supports, assists and advises the U.S. Commercial Service Chicago in its mission to increase the exports of the United States. For further information, please see: [http://export.gov/illinois/ildistrictexportcouncil/eg\\_us\\_il\\_022908.asp](http://export.gov/illinois/ildistrictexportcouncil/eg_us_il_022908.asp).