

ILLINOIS INTERNATIONAL BUSINESS CALENDAR

August 7, 2017

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.

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) 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.

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

FEATURED ITA/GC PROGRAMS

- Aug. 10 **INDONESIA RISING: TRADE AND INVESTMENT OPPORTUNITIES.** Special luncheon program sponsored by the International Trade Association of Greater Chicago and the Consulate General of the Republic of Indonesia Chicago. Indonesia is one of the most promising business destinations. Foreign businesses have great opportunities to do business with Indonesia, ranging from retailers to infrastructure projects. There will be a presentation showcasing Indonesia's trade and investment opportunities, as well as case studies of U.S. companies doing business successfully with Indonesia. Following the presentations, an authentic Indonesian luncheon will be served. 10:00 a.m. – 1:00 p.m., Indonesian Cultural Center, 711 West Grand Avenue, Chicago. ITA/GC Members - \$25; Non-members - \$50. For information & registration, please see: http://calendar.itagc.org/docs/ITAGC_Calendar_9410.pdf; e-mail: rsvp@itagc.org, or call 773-725-1106.
- Aug. 24 **NAFTA & U.S. TRADE POLICY ISSUES.** Breakfast roundtable (third 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. Topics include: *Cross-Border Perspective* (Consuls General of Canada & Mexico); *NAFTA Timeline Updates and Negotiations Team List*; *What to Expect from Negotiating Team*; *Perspective of a U.S. Manufacturer in Mexico*. 8:00 – 11:00 a.m., Baker McKenzie, 300 East Randolph Street, Chicago. Members of sponsoring & supporting organizations – No charge; Non-members - \$25. For information & registration, please see: https://www.eventbrite.com/e/monthly-breakfast-series-nafta-us-trade-policy-update-august-24-2017-tickets-36378926348?mc_cid=31ac9955cf&mc_eid=151a8a4c61.

Of Note:

Brexit/Eurozone Update: UK observers are [concerned about their national strategy](#) for **Brexit**, as discussions have [shown little progress](#) and resulted in public confusion. Shortly after UK Brexit negotiator David Davis [promised Czech officials](#) that EU citizens in the UK would continue to enjoy the same rights that they have today, the **UK's** Minister of Immigration claimed the ['free movement' of labor will end in 2019](#) in the UK, contradicting previous government statements. The **EU** team continues to demand that the UK discuss their 'divorce bill', and is [privately threatening a 2 month moratorium on negotiations](#) if the UK continues to dodge the issue. Brexit negotiations are otherwise slated to restart in late August. Meanwhile, the potential **US-UK** trade agreement is already [foundering over poultry standards](#).

Despite [allegations of collusion](#) among major **German** automakers, the German economy continued to steam along, with [consumer confidence statistics the highest they have been in over a decade](#). In response to massive public protests, **Poland's** President vetoed 2 out of 3 proposed judicial reforms, but [signed the remaining proposal](#). EU officials had protested that the laws undermine the rule of law in Poland, and are separately threatening to take Poland, **Hungary** and the **Czech Republic** to the European Court of Justice for their [failures to participate in refugee resettlement efforts](#).

*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](#)).*

St. Louis Export Challenge: The annual St. Louis Export Challenge competition awards up to \$60,000 in cash and support to startups and small to mid-size companies with the best global market entry strategies. The competition is sponsored by the World Trade Center St. Louis, a division of the St. Louis Economic Development Partnership and powered by JPMorgan Chase and Arch Grants. For-profit businesses located in Greater St. Louis (including Illinois) and generating less than in \$10 million annual revenue are encouraged to apply. All eligible companies selling products or services to customers outside of the United States will be considered. The deadline for applications is **August 9**. For an application, please see: <http://archgrants.org/export-challenge/>.

New Track & Trace Portal: ITA/GC Member **BDG International** has announced a new universal shipment tracker on their website. The web application allows you to enter an AWB number (for 177 airlines), Ocean B/L (45 steamship lines) or Container number (119 steamship lines). The portal is here: <http://www.bdginternational.com/international-shipping-logistics-tracking/air-ocean-tracking/>.

Global Branding for the Small to Mid-Size U.S. Enterprise: ITA/GC Member **E.M. Wasylik Associates** has announced the publication of a new article: *Global Branding for the Small to Mid-Size US Enterprise: Making the Most of Marketing on a Budget* (by Brooke Fawcett, EMW Senior International Marketing Lead) and invites you to download it: http://www.emwasylik.com/sites/default/files/Branding%20for%20the%20Small%20to%20Mid-Size%20US%20Enterprise_EMW.pdf.

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- Aug. 8 **EXPORT COMPLIANCE 201**. Seminar sponsored and presented by Allocca Enterprises Inc. Topics include: *Understanding six ways to Export/Import Duty Free; Determining the Country of Origin vs. Marking the Origin; Exporting Samples, Warranties, Repairs & Replacements; Proper Customs Valuation as well as Transfer Pricing with Related Parties; Three Drop Shipment Scenarios with Proper Customs Values & Documents; Learning more about the Foreign Corrupt Practices Act (FCPA); Successor Liability; Best Practices of Successful Companies*. 8:30 a.m. – 4:30 p.m., Iowa Farm Bureau Auditorium, 5400 University Avenue, West Des Moines, Iowa. Fee: \$100. For information & registration, please see: <https://www.regonline.com/registration/Checkin.aspx?EventID=2010568&>.
- 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. 8 ***TAAAS, MLAS, AND DISTRIBUTION AGREEMENTS (201 SERIES)***. Fourteenth in a 17-part Export Compliance webinar series, sponsored by the U.S. Commercial Service, for new (101 Series) and seasoned (201 Series) export compliance professionals. 12:00 – 1:30 p.m. CDT. All 17 - \$350; Series 101 - \$250; Series 201 - \$150; Individual webinar - \$35. For information & registration, please see: <http://legalaspectsoftrade.com/webinar-registration/>.
- Aug. 8 ***FDA'S EXPEDITED IMPORT PROGRAM: HOW TO JOIN AND WHY YOU SHOULD***. Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will examine how to take advantage of the Voluntary Qualified Importer Program to remain competitive in the marketplace. 1:00 – 2:00 p.m. CDT. Fee: \$200. For information & registration, please see: <http://www.strtrade.com/events-FDA-Expedited-Import-Program-080817.html>.
- Aug. 9 ***INTERNATIONAL BANKING AND INCOTERMS®***. Seminar sponsored and presented by Allocca Enterprises Inc. Topics include: *What is a Letter of Credit (L/C)?; L/C Presentation: What are my options? Time, sight, drafts; L/C Negotiation – Understanding role of issuing, advising, confirming and negotiating banks; L/C Documentation – Who is responsible for creation and accuracy of proforma invoices, insurance or inspection certificates, choosing terms of sale; Common L/C discrepancies; Definitions of all terms and parties; Specific strategies and templates to use when negotiating a L/C; Differences between international incoterms and the domestic FOB terms; A listing of common incoterms errors and how to avoid them; Understanding the difference between term of sale and term of payment; Sales strategies, quoting with incoterms, how to build profit into your exports; Limiting liability/exposure and costs.* 8:30 a.m. – 4:30 p.m., Iowa Farm Bureau Auditorium, 5400 University Avenue, West Des Moines, Iowa. Fee: \$100. For information & registration, please see: <https://www.regonline.com/registration/Checkin.aspx?EventID=2010568&>.
- 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. 10 ***INDONESIA RISING: TRADE AND INVESTMENT OPPORTUNITIES***. Special luncheon program sponsored by the International Trade Association of Greater Chicago and the Consulate General of the Republic of Indonesia Chicago. Indonesia is one of the most promising business destinations. Foreign businesses have great opportunities to do business with Indonesia, ranging from retailers to infrastructure projects. There will be a presentation showcasing Indonesia's trade and investment opportunities, as well as case studies of U.S. companies doing business successfully with Indonesia. Following the presentations, an authentic Indonesian luncheon will be served. 10:00 a.m. – 1:00 p.m., Indonesian Cultural Center, 711 West Grand Avenue, Chicago. ITA/GC Members - \$25; Non-members - \$50. For information & registration, please see: http://calendar.itagc.org/docs/ITAGC_Calendar_9410.pdf; e-mail: rsvp@itagc.org, or call 773-725-1106.
- Aug. 10 ***DEEMED EXPORTS & UTILIZING RESEARCH UNIVERSITIES (101 AND 201 SERIES)***. Fifteenth in a 17-part Export Compliance webinar series, sponsored by the U.S. Commercial Service, for new (101 Series) and seasoned (201 Series) export compliance professionals. 12:00 – 1:30 p.m. CDT. All 17 - \$350; Series 101 - \$250; Series 201 - \$150; Individual webinar - \$35. For information & registration, please see: <http://legalaspectsoftrade.com/webinar-registration/>.

- 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 **EXPORT CONTROLS AT TRADE SHOWS (101 SERIES).** Sixteenth in a 17-part Export Compliance webinar series, sponsored by the U.S. Commercial Service, for new (101 Series) and seasoned (201 Series) export compliance professionals. 12:00 – 1:30 p.m. CDT. All 17 - \$350; Series 101 - \$250; Series 201 - \$150; Individual webinar - \$35. For information & registration, please see: <http://legalaspectsoftrade.com/webinar-registration/>.
- 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.
- Aug. 16 **THE AUTOMOTIVE REVOLUTION IS NOW: EXPORTS TO EUROPE.** Webinar sponsored by the U.S. Commercial Service. Hear from automotive experts regarding opportunities in becoming a successful supplier to the German and European Union Original Equipment Manufacturers and leading system suppliers. 9:00 – 10:00 a.m. CDT. No charge; advance registration required. For information & registration, please see: http://2016.export.gov/eac/show_detail_trade_events.asp?EventID=37892&InputType=EVENT.
- Aug. 16 **FREE TRADE AGREEMENTS – FOCUS ON EU.** Webinar, sponsored by Livingston International, will provide an overview of key trade agreement terms, and a synopsis of EU FTAs, including the ones currently under negotiation. 10:00 – 11:30 a.m. CDT. No charge; advance registration required. For information & registration, please see: <http://www.livingstonintl.com/webinar/free-trade-agreements-focus-eu/>.
- Aug. 16 **VIRTUALLY RECRUITING STUDENTS IN TURKEY.** Webinar, sponsored by the U.S. Commercial Service, will cover two topics: a basic overview of the sector and its potential impact on U.S. colleges and universities; introduce you to a program designed to reach dozens of Turkish students without leaving home by participating in Turkey's second annual virtual education fair. 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=37866&InputType=EVENT.
- Aug. 16 **GETTING TO GLOBAL ECOMMERCE: PAYMENTS 101.** First in a series of webinars, sponsored by the U.S. Dept. of Commerce, eCommerce Innovation Lab, and the strategic partners of the Getting to Global initiative. Presentations by **Matthew Cannon**, VP of Business Development, GoInterpay and **Carl Miller**, Founder, Global Retail Insights Network (GRIN), who will address: *Getting Paid; How to Use Global Credit Cards; When to Use Alternative Payment Options; VAT and FX.* 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=37870&InputType=EVENT.
- Aug. 16 **OPPORTUNITIES FOR DIASPORA INVESTMENT IN HAITI.** Direct Line webinar sponsored by the Bureau of Economic & Business Affairs, U.S. Department of State. **Brian W. Shukan**, Chargé d'Affaires, U.S. Embassy Port-au-Prince and **Tessa Jacques**, Director General of the Haitian Center for Facilitation of Investments (CFI), will discuss opportunities for investment in Haiti as well as ways to navigate the investment climate. 1:00 p.m. CDT. No charge; advance registration required. For information & registration, please see: <https://www.state.gov/e/eb/directline/events/272889.htm>.

- Aug. 16 ***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., Ivy Boutique Hotel - 16th floor, Sky Terrace, 233 East Ontario Street, Chicago. Members of sponsoring organizations - \$10; Non-members - \$20. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07edkwu4m475a7d07f&oseq=&c=&ch=>.
- Aug. 17 ***EXPORT CONTROLS IN THE CLOUD (201 SERIES)***. Last in a 17-part Export Compliance webinar series, sponsored by the U.S. Commercial Service, for new (101 Series) and seasoned (201 Series) export compliance professionals. 12:00 – 1:30 p.m. CDT. All 17 - \$350; Series 101 - \$250; Series 201 - \$150; Individual webinar - \$35. For information & registration, please see: <http://legalspectsoftrade.com/webinar-registration/>.
- Aug. 17 ***AES/EEI REGULATIONS***. Second in a 12-part webinar series on exporting mechanics, sponsored by the U.S. Commercial Service in collaboration with the National Customs Brokers & Forwarders Association of America (NCBFAA) Educational Institute. In this webinar, exporters will learn about the Automated Export System (AES), the legal requirements for filing in AES, the process on how to submit your Electronic Export Information (EEI) to AES, and the use of authorized agents as an option to filing the EEI. 12:00 – 1:00 p.m. CDT. Fee: \$25. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=7QCQ>.
- Aug. 17 ***BUSINESS OPPORTUNITIES IN THE DOMINICAN REPUBLIC FOR U.S. COMPANIES***. First in a six-part series of webinars on the Caribbean region sponsored by the U.S. Commercial Service. Participants will learn about business opportunities and best prospect sectors in the Dominican Republic, as well as successfully utilizing the Inter-American Development Bank for Financing. 12:00 – 1:15 p.m. CDT. Fee: \$35. For information & registration, please see: http://2016.export.gov/eac/show_detail_trade_events.asp?EventID=37829&InputType=EVENT.
- Aug. 17 ***ITCC AUGUST SOCIAL NETWORKING EVENT IN THE SUBURBS***. Informal meet-and-greet sponsored by the International Trade Club of Chicago. 5:30 p.m., Chicago Prime Steakhouse, 1444 East Algonquin Road, Schaumburg, IL. No charge (cash bar). For information & registration, please see: <http://www.itcc.org/event-2610607>.
- 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. 18 ***EXPLORING COMMERCIAL OPPORTUNITIES IN SOUTHEAST EUROPE***. Direct Line webinar sponsored by the Bureau of Economic & Business Affairs, U.S. Department of State. **Hans Klemm**, U.S. Ambassador, Embassy of the United States, Bucharest, Romania and his Economic Team will discuss opportunities for U.S. businesses in Romania and provide information on Trade Winds 2017, the largest annual U.S. government-led trade mission, and the Southeast Europe Business Forum, scheduled for October 18-20 in Bucharest. 11:00 a.m. CDT. No charge; advance registration required. For information & registration, please see: <https://www.state.gov/e/eb/directline/events/272995.htm>.
- Aug. 21 ***OPPORTUNITIES IN SAUDI ARABIA'S RENEWABLE ENERGY SECTOR***. Direct Line webinar sponsored by the Bureau of Economic & Business Affairs, U.S. Department of State. **Christopher Henzel**, Chargé d'Affaires, U.S. Embassy Riyadh, Saudi Arabia and representatives from the Saudi Ministry of Energy will provide an overview of the National Renewable Energy Program, answer questions, and highlight business and investment opportunities for U.S. firms. 11:00 a.m. CDT. No charge; advance registration required. For information & registration, please see: <https://www.state.gov/e/eb/directline/events/272856.htm>.

- Aug. 21 ***CONSTRUCTION OPPORTUNITIES IN INDONESIA***. Webinar, sponsored by the U.S. Commercial Service, will feature speakers from the U.S. Embassy Jakarta, Price Waterhouse Cooper, Turner Construction, and the organizer of the Big 5 Construction trade show taking place in Jakarta November 8-10, 2017. 8:00 p.m., CDT. No charge; advance registration required. For information & registration, please see: http://2016.export.gov/eac/show_detail_trade_events.asp?EventID=37876&InputType=EVENT.
- Aug. 22 ***INDONESIA'S COMMODITY EXPORTS: COFFEE, PALM OIL & MORE***. Seminar sponsored by the Indonesian Trade Promotion Center-Chicago. Presentations by **Wijayanto**, Director, Indonesian Trade Promotion Center, Chicago, and specialists in palm oil. 9:30 a.m., The Whitehall Hotel, 105 East Delaware Place, Chicago. No charge; advance registration required. For information & registration, please e-mail: itpc.chicago@itpcchicago.com.
- 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. 23 ***AN OVERVIEW OF EXPORTING AND THE RESOURCES OF THE INTERNATIONAL TRADE CENTER***. Program sponsored by the International Trade Center at the Illinois SBDC at Champaign County EDC. Presentation by **Kathie Cravens**, International Trade Specialist of the Illinois SBDC at Champaign County EDC, who will describe the services and resources of the SBDC International Trade Center. 7:30 – 9:30 a.m., 101 South Main Street, Suite 600, Decatur, IL. No charge; advance registration required. For information & registration, please see: <http://www.cusbdc.org/event/sbdc-seminar-overview-exporting-resources-international-trade-center/>.
- Aug. 23 ***PETROCHEMICAL OPPORTUNITIES IN TAIWAN***. Webinar, sponsored by the U.S. Commercial Service, will describe Taiwan's market for green manufacturing, its evolving policies, regulatory landscape as well as upcoming projects, opportunities and "next steps" your company should take to successfully enter the market. 8:00 – 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=37889&InputType=EVENT.
- Aug. 23 ***COMMERCIAL OPPORTUNITIES FOR U.S. BUSINESSES IN CÔTE D'IVOIRE***. Direct Line webinar sponsored by the Bureau of Economic & Business Affairs, U.S. Department of State. **Andrew Haviland**, Chargé d'Affaires, Embassy of the United States Abidjan, Côte d'Ivoire leads a discussion for U.S. companies about commercial opportunities, how to approach the market, find a partner, and make contacts. 10:30 a.m. CDT. No charge; advance registration required. For information & registration, please see: <https://www.state.gov/e/eb/directline/events/272781.htm>.
- Aug. 23 ***THE LATEST IN ADMINISTRATION AND CONGRESSIONAL TRADE ACTIONS (MONTHLY UPDATE)***. Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will update how the latest administration and congressional trade actions could affect your business. 1:00 – 1:30 p.m. CDT. Fee: \$50. For information & registration, please see: <http://www.strtrade.com/events-Update-Webinar-082317.html>.
- Aug. 23 ***INTERNATIONAL BUSINESS AFTER BUSINESS***. Business networking event sponsored by the Chicagoland Chamber of Commerce in partnership with the Chicago International Trade Commissioners' Association. 5:30 – 7:30 p.m., Union League Club of Chicago, 65 West Jackson Boulevard, Chicago. CCC Members - \$35; Non-members - \$70. For information & registration, please see: <https://www.chicagolandchamber.org/Events/EventDetails.aspx?MeetingId={FAB7B90F-EE6B-E711-97B9-0050569142AF}>.

- Aug. 24 **NAFTA & U.S. TRADE POLICY ISSUES.** Breakfast roundtable (third 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. Topics include: *Cross-Border Perspective* (Consuls General of Canada & Mexico); *NAFTA Timeline Updates and Negotiations Team List*; *What to Expect from Negotiating Team*; *Perspective of a U.S. Manufacturer in Mexico*. 8:00 – 11:00 a.m., Baker McKenzie, 300 East Randolph Street, Chicago. Members of sponsoring & supporting organizations – No charge; Non-members - \$25. For information & registration, please see: https://www.eventbrite.com/e/monthly-breakfast-series-nafta-us-trade-policy-update-august-24-2017-tickets-36378926348?mc_cid=31ac9955cf&mc_eid=151a8a4c61.
- Aug. 24 **FOREIGN PRODUCT CERTIFICATION.** Lunch & Learn program, sponsored by the International Trade Center at the Illinois SBDC at Champaign County EDC. Presentation by **John Allen**, President, Product Safety Consulting, Inc. who will focus on procedures and requirements to obtain foreign product certification, mainly with regard to the CE mark for Europe and the CB scheme. 11:00 a.m. – 1:00 p.m., 1817 South Neil Street, Suite 100, Champaign, IL. No charge; advance registration required. For information & registration, please see: <http://www.cusbdc.org/event/sbdc-lunch-learn-foreign-product-certification/>.
- Aug. 24 **PREPARING FOR CBP AUDITS.** Webinar, sponsored by ComplianceOnline, will help attendees move toward a systematic approach for both general compliance and when notified about a CBP audit. It will help identify the likelihood of being subject to CBP audits, and help spot potential vulnerabilities and test your compliance. 1:00 – 2:00 p.m. CDT. Fee: \$149. For information & registration, please see: http://www.complianceonline.com/preparing-for-cbp-audits-quick-response-audits-pre-assessment-surveys-webinar-training-705352-prdw?channel=AU24_Raymond_JL21_DM.
- Aug. 24 **UNDERSTANDING BRAZIL'S AEO PROGRAM.** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will explain the benefits and requirements of Brazil's Authorized Economic Operator program and how your company can participate. 1:00 – 2:00 p.m. CDT. Fee: \$200. For information & registration, please see: <http://www.strtrade.com/events-AEO-Brazil-082417.html>.
- 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.
- Aug. 29 - 31 **FOCUSED TRADE MISSION TO BRAZIL FOR VALUE ADDED FEED INGREDIENTS.** Mission sponsored by Food Export Association of the Midwest USA. Though being the largest producer of animal feeding products in Latin America and the third largest in the world – behind China and the United States – Brazil still imports most of the additives used by the feed industry, such as vitamins, amino acids, enzymes and growth promoters. This mission will visit the “Salão Internacional de Avicultura e Suinocultura” (International Show of Poultry and Swine Farming) held in São Paulo. Fee: \$600 (Registration deadline: **June 12**). For information & registration, please see: <https://www.foodexport.org/programs-services/enter-new-markets/focused-trade-missions/G17BFE>.
- 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.

- Aug. 29 ***AES TO ACE: EXPORTING FROM THE U.S.A (ACE ACCOUNT, DOCUMENTATION, LICENSING, ETC.)***. Webinar, sponsored by ComplianceOnline, will discuss: export product specifications; the changes from AES to ACE; how to apply for and manage an ACE account; fix issues with your ACE access; set-up your shipping documents in compliance with existing rules and regulations; and more. 1:00 – 2:30 p.m. CDT. Fee: \$149. For information & registration, please see: http://www.complianceonline.com/setting-up-an-ace-account-for-exporting-from-the-usa-webinar-training-705423-prdw?channel=AU29_Kimberly_AU01_TXT_BR.
- Aug. 29 ***PROMOTING U.S. HIGHER EDUCATION TO MONGOLIAN STUDENTS***. Direct Line webinar sponsored by the Bureau of Economic & Business Affairs, U.S. Department of State. **Jennifer Zimdahl Galt**, U.S. Ambassador, Embassy of the United States, Ulaanbaatar, Mongolia will discuss opportunities for U.S. colleges and universities seeking to tap the Mongolian student market and understand the important factors that Mongolian students consider when deciding on their post-secondary school options. 6:00 p.m. CDT. No charge; advance registration required. For information & registration, please see: <https://www.state.gov/e/eb/directline/events/273015.htm>.
- 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>.
- Aug. 30 ***CUSTOMS ENFORCEMENT: DISPUTING DETENTIONS, SEIZURES, AND FORFEITURES FOR ALLEGEDLY INADMISSIBLE GOODS***. Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will provide both proactive and reactive strategies to minimize and potentially avoid supply chain disruption in light of the government’s heightened scrutiny and enforcement relating to cargo admissibility. 1:00 – 2:00 p.m. CDT. Fee: \$200. For information & registration, please see: <http://www.strtrade.com/events-Customs-Enforcement-Series-4.html>.
- Aug. 30 ***U.S. SANCTIONS ON RUSSIA AND THE CRIMEA REGION – AN OVERVIEW OF EVER-CHANGING REGULATIONS AND COMPLIANCE REQUIREMENTS***. Webinar, sponsored by ComplianceOnline, will provide an in-depth focus on the U.S. sanctions on Russia and the Crimea region and will outline suggestions to strengthen your compliance program to effectively manage and monitor the ever-changing regulations effecting the Crimea region of Ukraine. 1:00 – 2:00 p.m. CDT. Fee: \$149. For information & registration, please see: http://www.complianceonline.com/usa-sanctions-on-russia-and-the-crimea-region-trade-regulations-and-compliance-requirements-webinar-training-705405-prdw?channel=AU30_Suzanne_JL31_TXT_DM.
- Sept. 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=SP01_Linda_AU02_TXT_BR.
- Sept. 5 - ***MIDWEST MANUFACTURING TRADE MISSION TO U.S.*** Sponsored by the American-Turkish Council, the trade mission will include stops in St. Louis, Indianapolis, Detroit, and Chicago. Participants will benefit from networking opportunities, state level government engagements, featured site visits, and targeted meetings with government and project management officials. For further information, please see: <http://www.the-atc.org/trademission/index.html>,
8
- Sept. 6 ***BUSINESS OPPORTUNITIES IN THE BAHAMAS FOR U.S. COMPANIES***. Second in a six-part series of webinars on the Caribbean region sponsored by the U.S. Commercial Service. Participants will learn about business opportunities and best prospect sectors in the Bahamas, as well as how to finance U.S. exports in the Caribbean Region. 12:00 – 1:15 p.m. CDT. Fee: \$35. For information & registration, please see: http://2016.export.gov/eac/show_detail_trade_events.asp?EventID=37832&InputType=EVENT.

- Sept. 7 ***UNDERSTANDING MEXICO'S AEO PROGRAM.*** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will explain the benefits and requirements of Mexico's Authorized Economic Operator program and how your company can participate. 1:00 – 2:00 p.m. CDT. Fee: \$200. For information & registration, please see: <http://www.strtrade.com/events-AEO-Mexico-090717.html>.
- 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.
- Sept. 11 - 14 ***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.
- Sept. 12 ***INDONESIA RISING.*** Breakfast roundtable sponsored by the Chicagoland Chamber of Commerce. Presentation by **Rosmalawati Chalid**, Consul General of the Republic of Indonesia in Chicago. 8:30 – 10:30 a.m., Chicagoland Chamber of Commerce, 410 North Michigan Avenue, Chicago. CCC Members – No charge; Non-members - \$50. For information & registration, please see: <https://www.chicagolandchamber.org/Events/EventDetails.aspx?MeetingId=1a58fc1a-ae68-e711-8269-0050569142af>.
- Sept. 12 ***TAX, TRADE & TRANSCENDENT CAPITAL.*** Luncheon program, sponsored by the Madison International Trade Association, will focus on possible policy changes being considered with the EU and Mexico in each area and include suggestions on how manufacturers and supporting government agencies can anticipate, plan for, manage and leverage those changes in a new political, regulatory and economic environment. 11:30 a.m. – 2:00 p.m., Fluno Center, 601 University Avenue, Madison, WI. MITA Members - \$35 (by September 5; \$45 thereafter); Non-members - \$50 (by September 5; \$60 thereafter). For information & registration, please see: <http://mitatrade.org/events/details/tax-trade-transcendent-capital>.
- 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.
- Sept. 12 ***MEETING CBP'S INFORMED COMPLIANCE AND REASONABLE CARE STANDARDS.*** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will explain the burdens and requirements of informed compliance and reasonable care and how importers can best meet their obligations. 1:00 – 2:00 p.m. CDT. Fee: \$250. For information & registration, please see: <http://www.strtrade.com/events-Meeting-CBPs-Informed-Compliance-and-Reasonable-Care-Standards-091217.html>.

- Sept. 13 ***INTERNATIONAL PAYMENT METHODS AND FOREIGN EXCHANGE TRANSACTIONS.*** Workshop sponsored by the Illinois SBDC International Trade Center at the Industrial Council of Nearwest Chicago. Presentations by: **Nick Savramis**, Senior Vice President, Head of International Services, First Midwest Bank; **Dennis Foldenauer**, International Trade Finance Specialist, Small Business Administration; **Michael Howard**, Managing Director, Central Region, Export-Import Bank of the U.S. 8:00 – 10:00 a.m., ICNC, 320 North Damen Avenue, Chicago. No charge; advance registration required. For information & registration, please see: <http://events.r20.constantcontact.com/register/event?oeidk=a07eeeqq4wf2e8ceb6c&llr=ei5vsbcab>.
- Sept. 13 ***HTS & COMMODITY CLASSIFICATION BASICS + ACE.*** Seminar, sponsored by BDG International, will help you understand the Harmonized Tariff System for imports and the Schedule B listing for exports, including a review of the 6 General Rules of Interpretation (GRI) used to classify every product. 8:00 a.m. – 12:00 p.m., Holiday Inn Indianapolis Carmel, 251 Pennsylvania Parkway, Indianapolis, IN. Fee: \$150. For information & registration, please see: <https://www.regonline.com/registration/Checkin.aspx?EventId=2023246>.
- Sept. 13 ***BEYOND THE LORD OF WAR: ARMS BROKERING UNDER ITAR PART 129.*** Webinar, sponsored by the Export Compliance Training Institute, will cover the fundamentals of Part 129 compliance for manufacturers, suppliers, sales agents, consultants, attorneys and others involved in defense trade. It is intended to help understand Part 129 requirements, with a focus on companies that use sales representatives and other agents, and companies involved in transactions where they are not the manufacturer or end user of defense articles and defense services. 12:00 – 1:30 p.m. CDT. Fee: \$195. For information & registration, please see: <http://www.learnexportcompliance.com/Webinars/Beyond-the-Lord-of-War-Arms-Brokering-under-ITAR-P.aspx>.
- Sept. 13 ***GETTING TO GLOBAL ECOMMERCE: LOGISTICS 101.*** Second in a series of webinars, sponsored by the U.S. Dept. of Commerce, eCommerce Innovation Lab, and the strategic partners of the Getting to Global initiative, will examine *Shipping Your Product*. 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=37872&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.

- Sept. 18 - ***U.S. INDUSTRY PROGRAM AT THE INTERNATIONAL ATOMIC ENERGY AGENCY GENERAL CONFERENCE.*** The U.S. Department of Commerce's International Trade Administration, with participation from the U.S. Departments of Energy and State, is organizing the 10th Annual U.S. Industry Program at the International Atomic Energy Agency (IAEA) General Conference in Vienna, Austria. The purpose of the program is to help the U.S. nuclear industry promote its services and technologies to an international audience, including senior energy policymakers from current and emerging markets as well as IAEA staff. Representatives of U.S. companies from across the U.S. civil nuclear supply chain are eligible to participate, as are organizations providing related services to the industry, such as universities, research institutions, and U.S. civil nuclear trade associations. The mission will help U.S. participants gain market insights, make industry contacts, solidify business strategies, and identify or advance specific projects with the goal of increasing U.S. civil nuclear exports to a wide variety of countries interested in nuclear energy. For information and an application, please see: http://2016.export.gov/eac/show_detail_trade_events.asp?EventID=37735&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. 19 ***THE TOP 3 EXPORT LESSONS LEARNED FROM A CHICAGO DISTILLERY.*** Export workshop sponsored by Women Entrepreneurs GROW Global and the Illinois SBDC International Trade Center at the Industrial Council of Nearwest Chicago. Presentation by **Sonat Birnecker Hart**, co-founder, KOVAL Distillery. 9:30 – 11:00 a.m., KOVAL Distillery, 4241 North Ravenswood Avenue, Chicago. Fee: \$20; Students - \$10. For information & registration, please see: <https://www.eventbrite.com/e/wegg-icnc-export-workshop-tickets-36226102247#tickets>.
- 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. 20 ***CUSTOMS ENFORCEMENT: BOND BREACHES – RESOLVING THE MOST CHALLENGING LIQUIDATED DAMAGES CLAIMS.*** Webinar, sponsored by Sandler, Travis & Rosenberg, will identify best practices to potentially avoid or at least effectively mitigate the most challenging claims. 1:00 – 2:00 p.m. CDT. Fee: \$200. For information & registration, please see: <http://www.strtrade.com/events-Customs-Enforcement-Series-5.html>.
- Sept. 21 ***“TRUSTED TRADER” WITH AN ADMINISTRATION THAT DISTRUSTS TRADE.*** Program sponsored by the Midwest Global Trade Association. Presentations by **John Peterson** and **Maria Celis**, Partners, Neville Peterson LLP who will provide a broad overview of the Trusted Trader Program and what it may mean with an Administration that seeks out and condemns violators of Customs rules and regulations. 8:00 a.m. – 12:00 p.m., Quality Bicycle Products (QBP), 6400 West 105th Street, Bloomington, MN. MGTA Members - \$50; Non-members - \$60. For information & registration, please see: <http://www.mgta.org/events/EventDetails.aspx?id=964547>.

- 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.
- 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>.
- Sept. 27 **EXPORT COMPLIANCE.** Third in a 12-part webinar series on exporting mechanics, sponsored by the U.S. Commercial Service in collaboration with the National Customs Brokers & Forwarders Association of America (NCBFAA) Educational Institute. In this webinar, exporters will understand U.S. export controls, sanctions regulations, the export license process, and tips for developing and implementing a compliance program. 11:00 a.m. – 12:00 p.m. CDT. Fee: \$25. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=7QCS>.
- Sept. 27 **BUSINESS OPPORTUNITIES IN JAMAICA FOR U.S. COMPANIES.** Third in a six-part series of webinars on the Caribbean region sponsored by the U.S. Commercial Service. Participants will learn about business opportunities and best prospect sectors in Jamaica as well as a focus on logistics and distribution creating a regional distribution center. 12:00 – 1:15 p.m. CDT. Fee: \$35. For information & registration, please see: http://2016.export.gov/eac/show_detail_trade_events.asp?EventID=37834&InputType=EVENT.

- Sept. 29 **CHINA HAS MORE DEVELOPMENT INITIATIVES THAN JUST ONE BELT ONE ROAD.** Luncheon program sponsored by the Central Asian Productivity Research Center. Presentation by **Anita Tang**, Managing Director, Royal Roots Global, Inc. 11:45 a.m., House of Fortune Restaurant, 2407 South Wentworth Avenue, Chicago. CAPRC Members - \$20; Non-members - \$25. For information & registration, please e-mail: lepinske@sbcglobal.net.
- Oct. 4 **EXPORTS – NEW INCENTIVES, OLD RULES.** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will review: the Republican “Better Way” plan’s tax provisions; proposed tax incentives for exports; basic export rules; special rules for screening foreign customers. 1:00 – 2:00 p.m. CDT. Fee: \$250. For information & registration, please see: <http://www.strtrade.com/events-Exports-New-Incentives-Old-Rules-050917.html>.
- Oct. 11 **EXPORT CONTROL BASICS.** Fourth in a 12-part webinar series on exporting mechanics, sponsored by the U.S. Commercial Service in collaboration with the National Customs Brokers & Forwarders Association of America (NCBFAA) Educational Institute. In this webinar, exporters will learn about the export control regulatory requirements and best practices for complying with them; they will also learn about product and technology classification, customer due diligence, screening, as well as handling controlled technology deemed exports. 12:00 – 1:00 p.m. CDT. Fee: \$25. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=8Q8V>.
- Oct. 15 - **U.S. CERTIFIED TRADE MISSION TO AZERBAIJAN.** The Washington-based U.S. Azerbaijan Chamber of Commerce, in coordination with the U.S. Embassies in Azerbaijan and Turkey, is organizing a Certified Trade Mission to Azerbaijan for U.S. firms that would like to explore the oil-rich, fast-growing market of Azerbaijan for developing their markets. For information & an application, please see: http://2016.export.gov/eac/show_detail_trade_events.asp?EventID=37673&InputType=EVENT.
- 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/>.
- Oct. 16 - **MEXICO BUILD 2017.** Mission, organized by the U.S. Department of Commerce, will introduce 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.
- 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.

- Oct. 18 ***BUSINESS OPPORTUNITIES IN HAITI FOR U.S. COMPANIES.*** Fourth in a six-part series of webinars on the Caribbean region sponsored by the U.S. Commercial Service. Participants will learn about business opportunities and best prospect sectors in Haiti, as well as the Foreign Corrupt Practices Act and building a compliance program. 12:00 – 1:15 p.m. CDT. Fee: \$35. For information & registration, please see: http://2016.export.gov/eac/show_detail_trade_events.asp?EventID=37833&InputType=EVENT.
- Oct. 18 ***GETTING TO GLOBAL ECOMMERCE: LEGAL & REGULATORY 101.*** Third in a series of webinars, sponsored by the U.S. Dept. of Commerce, eCommerce Innovation Lab, and the strategic partners of the Getting to Global initiative, will focus on *Export Compliance Online & IPR: Protecting Your Brand*. 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=37873&InputType=EVENT.
- Oct. 19 ***CLASSIFICATION FOR THE AUTOMOTIVE INDUSTRY.*** Webinar, sponsored by the Global Training Center, will address: *Harmonized Tariff Schedule of the U.S.; General & Additional U.S. Rules of Interpretation; Special Considerations for Classifying Automotive Goods; Utilizing the GRIs to Identify the Most Appropriate Automotive Parts Heading; Steps for Effective Classification; Most Common Automotive Classification Errors; Classification Resources; Classification Exercises*. 9:00 a.m. – 12:30 p.m. CDT. Fee: \$345. For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/specialty/classification-for-the-automotive-industry>.
- Oct. 20 ***NAFTA FOR THE AUTOMOTIVE INDUSTRY.*** Webinar, sponsored by the Global Training Center, will address: *Summary Review; Qualifying Resources/Party Lines; Determining Origin; Audit Triggers; Rules of Origin (General Note 12, HTSUS); Documentation; Marking and Labeling for Automotive; Verification and Record-Keeping; Penalties*. 9:00 a.m. – 12:30 p.m. CDT. Fee: \$345. For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/specialty/automotive-nafta>.
- Oct. 22 - 30 ***U.S. HEALTHCARE TRADE MISSION TO AFRICA [S. AFRICA & KENYA].*** Organized by the U.S. 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.
- 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. 26 ***SPOTLIGHT LATVIA: GATEWAY TO BUSINESS IN EUROPE AND BEYOND.*** Conference sponsored by Driehaus Capital Management. Latvia's Economic Minister and a Latvian business delegation of 30+ company executives will introduce their products and services while highlighting Latvia's advantages as a business destination. Organizers seek U.S. attendees from the IT, Food & Dairy, Transportation & Logistics, Manufacturing, Banking, Forestry and Pharmaceutical industries. 8:00 a.m. – 7:00 p.m., Waldorf Astoria Chicago Hotel, 11 East Walton Street, Chicago. No charge; advance application & registration required. For information & to apply, please see: <http://spotlightlatvia.com>.

- Oct. 27 **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 September 27; \$395 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/preparing-for-c-tpat#agenda>.
- Oct. 30 - **RENEWABLE ENERGY INTEGRATION TRADE MISSION TO CANADA.** Organized by the U.S. 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.
- Nov. 2
- Nov. 1 **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 October 1; \$395 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/incoterms-rules#agenda>.
- Nov. 2 **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 October 2; \$395 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/export-to-mexico-documentation-procedures>.
- Nov. 3 **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 October 3; \$395 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/export-to-canada>.
- Nov. 3 **CHANGING WORLD OF FINANCE.** Seminar sponsored by the Central Asian Productivity Research Center. Topics include: *The Changing World of Finance; Challenges of Teaching Finance in Vietnam; Istanbul: The Next Global Financial Center; Hong Kong: A Growing Financial Center and China Belt & Road Initiative; Understanding Islamic Banking.* 10:30 a.m., Northern Illinois University Loop Center, 105 West Madison Street, Chicago. No charge; advance registration required. For information & registration, please e-mail: lepinske@sbcglobal.net.
- Nov. 8 **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., DoubleTree by Hilton Chicago - Arlington Heights, 75 West Algonquin Road, Arlington Heights, IL. Fee: \$545 (by October 8; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/chicago-il-international-trade-seminars>.

- Nov. 8 **ATA CARNET 101**. Fifth in a 12-part webinar series on exporting mechanics, sponsored by the U.S. Commercial Service in collaboration with the National Customs Brokers & Forwarders Association of America (NCBFAA) Educational Institute. In this webinar, exporters will learn: what an ATA Carnet is; why you should use one; what countries accept ATA Carnets; how to clear an ATA Carnet with Customs. 12:00 – 1:00 p.m. CST. Fee: \$25. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=8Q8X>.
- Nov. 8 **BUSINESS OPPORTUNITIES IN BARBADOS FOR U.S. COMPANIES**. Fifth in a six-part series of webinars on the Caribbean region sponsored by the U.S. Commercial Service. Participants will learn about business opportunities and best prospect sectors in Barbados, as well as the legal consideration when exporting to the Caribbean region. 12:00 – 1:15 p.m. CST. Fee: \$35. For information & registration, please see: http://2016.export.gov/eac/show_detail_trade_events.asp?EventID=37831&InputType=EVENT.
- Nov. 9 - 10 **GLOBAL SUPPLY CHAIN MANAGEMENT: BEST PRACTICES IN IMPORT AND EXPORT 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. 9 **HTS & COMMODITY CLASSIFICATION BASICS + ACE**. Seminar, sponsored by BDG International, will help you understand the Harmonized Tariff System for imports and the Schedule B listing for exports, including a review of the 6 General Rules of Interpretation (GRI) used to classify every product. 8:00 a.m. – 12:00 p.m., Holiday Inn Madison at The American Center, 5109 West Terrace Drive, Madison, WI. Fee: \$150. For information & registration, please see: <https://www.regonline.com/registration/Checkin.aspx?EventId=2023439>.
- Nov. 9 **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., DoubleTree by Hilton Chicago - Arlington Heights, 75 West Algonquin Road, Arlington Heights, IL. Fee: \$545 (by October 9; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/chicago-il-international-trade-seminars>.
- Nov. 10 **EXPORT DOCUMENTATION & PROCEDURES**. 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; Reporting the Export; Export Documentation*. 8:30 a.m. – 4:00 p.m., DoubleTree by Hilton Chicago - Arlington Heights, 75 West Algonquin Road, Arlington Heights, IL. Fee: \$545 (by October 10; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/chicago-il-international-trade-seminars>.
- Nov. 14 **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., DoubleTree by Hilton Chicago - Arlington Heights, 75 West Algonquin Road, Arlington Heights, IL. Fee: \$545 (by October 14; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/chicago-il-international-trade-seminars>.

- Nov. 15 **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., DoubleTree by Hilton Chicago - Arlington Heights, 75 West Algonquin Road, Arlington Heights, IL. Fee: \$545 (by October 15; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/chicago-il-international-trade-seminars>.
- Nov. 15 **INTRODUCTION TO NAFTA & 3 FREE TRADE AGREEMENTS (PANAMA, KOREA & COLOMBIA).** Workshop sponsored by the International Trade Center at the Illinois SBDC at Champaign County EDC. Presentation by **Mike Allocca**, Allocca Enterprises, Inc. who will help you be in full compliance with all NAFTA regulations and provide an overview of the Free Trade Agreements with Panama, South Korea and Columbia. 8:30 a.m. – 4:30 p.m., IHotel & Conference Center, 1900 South First Street, Champaign, IL. Fee: \$225 by October 27; \$275 thereafter. For information & registration, please see: <http://www.cusbd.org/event/sbdc-workshop-introduction-nafta-3-free-trade-agreements-panama-korea-colombia/>.
- Nov. 15 **GETTING TO GLOBAL ECOMMERCE: TECHNOLOGY 101.** Fourth in a series of webinars, sponsored by the U.S. Dept. of Commerce, eCommerce Innovation Lab, and the strategic partners of the Getting to Global initiative, will focus on: *Website Localization; Customer Management Tools; Setting Up Your Local Website; and Registration.* 12:00 p.m. CST. No charge; advance registration required. For information & registration, please see: http://2016.export.gov/eac/show_detail_trade_events.asp?EventID=37874&InputType=EVENT.
- Nov. 16 **IMPORT DOCUMENTATION.** 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., DoubleTree by Hilton Chicago - Arlington Heights, 75 West Algonquin Road, Arlington Heights, IL. Fee: \$545 (by October 16; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/chicago-il-international-trade-seminars>.
- Nov. 17 **IMPORT AUDIT COMPLIANCE.** 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., DoubleTree by Hilton Chicago - Arlington Heights, 75 West Algonquin Road, Arlington Heights, IL. Fee: \$545 (by October 17; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/chicago-il-international-trade-seminars>.
- Nov. 21 **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., CST. Chicago. Fee: \$345 (by October 21; \$395 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/incoterms-strategies>.
- 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. CST. No charge; advance registration required. For information & registration, please see: <http://bakerxchange.com/rv/ff002d18e4b8f0498acbf2466442beef5e7dced3>.

- Nov. 29 **BUSINESS OPPORTUNITIES IN TRINIDAD AND TOBAGO FOR U.S. COMPANIES.** Last in a six-part series of webinars on the Caribbean region sponsored by the U.S. Commercial Service. Participants will learn about business opportunities and best prospect sectors in Trinidad and Tobago, as well as market research: how to evaluate opportunities in the Caribbean region. 12:00 – 1:15 p.m. CST. Fee: \$35. For information & registration, please see: http://2016.export.gov/eac/show_detail_trade_events.asp?EventID=37835&InputType=EVENT.
- 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. 4 **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 November 4; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/tariff-classification>.
- Dec. 5 **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 November 5; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/nafta>.
- Dec. 5 **SANCTIONS.** Sixth in a 12-part webinar series on exporting mechanics, sponsored by the U.S. Commercial Service in collaboration with the National Customs Brokers & Forwarders Association of America (NCBFAA) Educational Institute. In this webinar, exporters will learn about: sanction programs; how government agencies regulate and enforce the various sanctions programs; licensing procedures; recent enforcement cases; high risk areas; red flags; the Office of Foreign Assets Control licensing program. 12:00 – 1:00 p.m. CST. Fee: \$25. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=8Q8Y>.
- Dec. 6 **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 November 6; \$595 thereafter). For information & registration, please see: www.globaltrainingcenter.com/webinars/import-documentation.
- Dec. 7 **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 November 7; \$595 thereafter). For information & registration, please see: www.globaltrainingcenter.com/webinars/import-audit.

- Dec. 13 **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 November 13; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/letters-of-credit>.
- Dec. 13 **GETTING TO GLOBAL ECOMMERCE: TECHNOLOGY 102.** Fifth in a series of webinars, sponsored by the U.S. Dept. of Commerce, eCommerce Innovation Lab, and the strategic partners of the Getting to Global initiative, will focus on: Mobile Optimizing; Evaluation of Platforms; Optimizing Your User Experience. 12:00 p.m. CST. No charge; advance registration required. For information & registration, please see: http://2016.export.gov/eac/show_detail_trade_events.asp?EventID=37875&InputType=EVENT.
- Dec. 14 **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 November 14; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/international-logistics>.
- Dec. 15 **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 November 15; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/export-documentation>.
- 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>.
- Jan. 9 **EXPORT ADMINISTRATION REGULATIONS.** Seventh in a 12-part webinar series on exporting mechanics, sponsored by the U.S. Commercial Service in collaboration with the National Customs Brokers & Forwarders Association of America (NCBFAA) Educational Institute. In this webinar, exporters will learn about: Export Administration Regulations (EAR) and the General Prohibitions; country groups; license exceptions; country control lists; indexes; the Bureau of Industry (BIS) license requirement; the U.S. government tools that are available. 12:00 – 1:00 p.m. CST. Fee: \$25. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=8Q8Z>.
- Feb. 13 **EXPORT LICENSES.** Eighth in a 12-part webinar series on exporting mechanics, sponsored by the U.S. Commercial Service in collaboration with the National Customs Brokers & Forwarders Association of America (NCBFAA) Educational Institute. In this webinar, exporters will learn about export licenses, license exceptions, supporting documents needed for an export license, and SNAP-R. 1:00 – 2:00 p.m. CST. Fee: \$25. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=8Q90>.

- Mar. 5 - ***SMART GRID & ENERGY STORAGE TRADE MISSION [INDIA]***. Executive-led mission organized by
9 the United States Department of Commerce, International Trade Administration (ITA). Mission participants will have the opportunity to discuss with key Indian decision makers how to foster policies, regulations, and financial investment that support the development of a sustainable and profitable grid. Participants will network with Indian Government officials, be introduced to prospective business partners, and facilitate discussions on best practices in their areas of technical expertise. Participants will visit New Delhi, Hyderabad, and Mumbai to gain market insights, make industry contacts, solidify business strategies, and advance specific projects, with the goal of increasing U.S. exports of products and services to India. The mission will include customized one-on-one business appointments, meetings with state and local government officials, and networking events. For information and an application, please see:
http://2016.export.gov/eac/show_detail_trade_events.asp?EventID=37672&InputType=EVENT.
- Mar. 9 ***ECCN CLASSIFICATION NUMBERS***. Ninth in a 12-part webinar series on exporting mechanics, sponsored by the U.S. Commercial Service in collaboration with the National Customs Brokers & Forwarders Association of America (NCBFAA) Educational Institute. In this webinar, exporters will learn about ECCN Classification Numbers and where to find them, and how to use, classify and read a provision in the Commerce Control List (CCL). 12:00 – 1:00 p.m. CST. Fee: \$25. For information & registration, please see:
<https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=8Q91>.
- Apr. 10 ***LETTERS OF CREDIT***. Tenth in a 12-part webinar series on exporting mechanics, sponsored by the U.S. Commercial Service in collaboration with the National Customs Brokers & Forwarders Association of America (NCBFAA) Educational Institute. In this webinar, exporters will learn about letters of credit – why they exist and who benefits from them – and about the 2010 Incoterms and which Incoterms requires the letters of credit. 12:00 – 1:00 p.m. CDT. Fee: \$25. For information & registration, please see:
<https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=8Q92>.
- May 6 - ***TRADE MISSION TO THE CARIBBEAN REGION***. Organized by the United States Department of
11 Commerce, International Trade Administration, this trade mission is open to U.S. companies from a cross section of industries with growing potential in the Caribbean Region, but is focused on U.S. companies representing best prospects sectors such as: Automotive Parts and Services; Construction Equipment/Road Building Machinery/Building Products/Infrastructure projects; Medical Equipment and Devices/Pharmaceuticals; ICT; Energy Equipment and Services; Safety and Security Equipment; Hotel and Restaurant Equipment; Franchise; Manufacturing Equipment; Yachting industry/Maritime services/Sailing Equipment. For information & an application, please see:
http://2016.export.gov/eac/show_detail_trade_events.asp?EventID=37851&InputType=EVENT.
- May 8 ***U.S. HARMONIZED TARIFF CLASSIFICATION NUMBERS***. Eleventh in a 12-part webinar series on exporting mechanics, sponsored by the U.S. Commercial Service in collaboration with the National Customs Brokers & Forwarders Association of America (NCBFAA) Educational Institute. In this webinar, exporters will learn about the relationship between the Schedule B, Harmonized Tariff Schedule (HTS), and the International Harmonized System; they will also learn how to search the U.S. Customs “CROSS” database for rulings on HTS classification. 12:00 – 1:00 p.m. CDT. Fee: \$25. For information & registration, please see:
<https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=8Q93>.
- June 12 ***DUTY DRAWBACK AND REFUNDS***. Last in a 12-part webinar series on exporting mechanics, sponsored by the U.S. Commercial Service in collaboration with the National Customs Brokers & Forwarders Association of America (NCBFAA) Educational Institute. In this webinar, exporters will understand the background and history of duty drawbacks, the types of duty drawbacks that can be claimed and the upcoming changes to the duty drawback program. 12:00 – 1:00 p.m. CDT. Fee: \$25. For information & registration, please see:
<https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=8Q94>.

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; or visit: 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.

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.

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.