

ILLINOIS INTERNATIONAL BUSINESS CALENDAR

October 9, 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

- Oct. 12 ***THE HEART OF EUROPE: COMMERCIAL OPPORTUNITIES IN CENTRAL AND EASTERN EUROPE.*** Special luncheon program sponsored by the International Trade Association of Greater Chicago. Presentations by **Aric Saulka**, Regional Director, Euromonitor; **Kirk Samson**, Owner, Samson Atlantic; **Anthony Patrick Hernandez**, Of Counsel, Barger Prekop, who will address current consumer trends, political risk concerns, and key market entry and legal issues to be aware of when considering expansion into this dynamic region. 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 see: http://calendar.itagc.org/docs/ITAGC_Calendar_9592.pdf.
- Oct. 18 ***CUSTOMS COMPLIANCE IN CHINA: UNDERSTANDING THE SYSTEM.*** Luncheon program sponsored by the International Trade Association of Greater Chicago with the Hong Kong Business Association of the Midwest. Presentation by **Harry Zhang**, Vice President & Greater China Practice Leader, Sandler, Travis & Rosenberg, P.A., Shanghai, and former section chief, Division of Administrative Legal Affairs, China Customs. This program will provide a better understanding of China Customs' rules, regulations and its common practices. 11:45 a.m. – 2:00 p.m., Carlucci Rosemont, 6111 North River Road, Rosemont, IL. ITA/GC & HKBAM Members - \$50; Non-members - \$75. For information & registration, please see: http://calendar.itagc.org/docs/ITAGC_Calendar_9606.pdf.
- Oct. 20 ***GLOBAL E-COMMERCE EXPLOSION!*** Third Annual Global Small Business Forum sponsored by: Global Trade Source Ltd.; MB Financial Bank; Center for International Business, Loyola University Chicago, Quinlan School of Business; and supported by the **International Trade Association of Greater Chicago** and others. Speakers include: **Jennifer Bayon**, Vice President of International Sales, Paris Presents; **Laurel Delaney**, President, GlobeTrade; **Logan Hanes**, International Account Executive, UPS; **James Kornacki**, Chief Wine Revolutionary, Ullo LLC; **Alexander Lans**, Founder and CEO, FOAL LLC; **Chantal Wittman Meier**, Vice President, International Trade Banking, MB Financial Bank; **Richard Paullin**, Executive Director, International Trade Association of Greater Chicago and Chairman, Illinois District Export Council; **Marc S. Schulman**, President, Eli's Cheesecake Company; **Andrea Sreshta**, Co-founder, LuminAID; **Robert S. Steiner**, District Director, U.S. Small Business Administration. 7:30 a.m. – 4:30 p.m., The John and Kathy Schreiber Center, Loyola University Chicago, 16 East Pearson Street, 9th floor, Chicago. Fee: \$125 (Students - \$75; Vendor Table - \$500). For information & registration, please see: <http://globalsmallbusinessforum.com/>.

Of Note:

Brexit/Eurozone Update: Germany's parliamentary elections resulted in Chancellor Merkel's CDU/CSU party maintaining a majority, but the relatively weak results will [force her into coalition negotiations](#) with the FDP (Liberals) and the Green Party into a so-called "Jamaica Coalition" (with the party colors being black, yellow and green respectively). From a business perspective, the forthcoming coalition will likely result in lower taxes to SMEs in Germany, but greater environmental requirements. The FDP is [likely to insist on the Finance Ministry position](#) and [may harden the government's position](#) on debt-relief discussions with **Greece**.

The UK PM May's attempt to break the logjam in **Brexit** negotiations with what must be called a [concessionary speech in Florence fell short](#), as EU lawmakers continued to insist that [the UK do more to assure them on issues such as EU citizens' rights before market access is ripe](#) for discussion. In **Spain**, the Spanish national government and Catalan regional government continue to harden their positions on the referendum regarding Catalanian independence, scheduled for 1 October. Spain is [deploying police from other regions](#) to stop the vote and arrest those who attempt to use polling stations.

*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](#)).*

Join Samson Atlantic on October 12th for a program sponsored by the ITA/GC (details [here](#)) and learn about political risk and market entry issues for Germany, the Czech Republic, Slovakia, Poland and the Baltic States.

Landmark EU-Canada Trade Deal Enters into Force: The Comprehensive Economic and Trade Agreement between the EU and Canada (CETA), which aims to boost goods and services trade and investment flows, entered into force provisionally on September 25. CETA removes tariffs on most traded goods and services. It also provides for the mutual recognition of certification for a wide range of products. Canada is to open up its federal and municipal public procurement markets, which are already open in Europe. EU suppliers of services ranging from sea shipping through telecoms and engineering to environmental services and accountancy will get access to the Canadian market. For more information, please see: <http://www.eubusiness.com/news-eu/canada-trade.22a>.

WTO Upgrades Forecast for 2017 as Trade Rebounds Strongly: WTO economists have issued a strong upward revision to their forecast for 2017 trade expansion following a sharp acceleration in global trade growth in the first half of the year. The estimate for growth in world merchandise trade volume in 2017 was raised to 3.6% from the previous estimate of 2.4%. Growth of 3.6% would represent a substantial improvement on the lackluster 1.3% increase in 2016. Reflecting the continued forecast risk arising from deep uncertainty about near-term economic and policy developments, the range of estimates for world trade growth has been adjusted to 3.2% - 3.9%. Stronger growth in 2017 was attributed to a resurgence of Asian trade flows as intra-regional shipments picked up and as import demand in North America recovered after stalling in 2016. For the complete press release, please see: https://www.wto.org/english/news_e/pres17_e/pr800_e.htm.

Eighth U.S.-EU Small and Medium Enterprise Workshop: The event is convened by the Office of the U.S. Trade Representative, the Department of Commerce, and the Small Business Administration with the European Commission's Directorate General for Trade and Directorate General for Internal Market, Industry, Entrepreneurship and SMEs (DG GROW). The U.S.-EU SME Workshop is an ongoing opportunity for small businesses to engage directly and discuss trade topics of interest with U.S. and EU officials as well as EU Member States and small and medium businesses and associations from both sides of the Atlantic. Topics for discussion include: *Manufacturing SMEs in transatlantic trade; SMEs startups, innovation and competitiveness; Transatlantic skills development for SMEs and best practices in apprenticeships and vocational training; Transatlantic FDI in manufacturing; U.S. Export Promotion Resources for SMEs and EU support for SME Internationalization*. Thursday, **October 19**, 8:30 a.m. – 6:00 p.m., Wichita State University Innovation Campus, Wichita, Kansas. For information & registration, please see: https://www.kansasglobal.org/education_training-conferences-registration.php?action=view_class&id=154.

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Oct. 10 **CROSS-CULTURAL COMMUNICATION IN GLOBAL BUSINESS.** Webinar sponsored by Global Chamber. Presentations by: **Cyle Adair**, Director of Business Development, inWhatLanguage; **Micah Bellieu**, CEO and Founder, Fluency Corp.; **Gloria Petersen**, CPP, Founder, Global Protocol; **Tatiana Shcherbinina**, Founder, Ruspan Communications; **Pilar Camargo**, President/CEO, Mile High Multilingual Services. 10:00 – 11:30 a.m. CDT. CG Members – No charge; Non-members - \$30. For information & registration, please see: <http://members.globalchamber.org/events/multi-metro-cross-cultural-communication-in-global-business>.

- Oct. 10 ***GETTING A GRIP ON INTERNATIONAL CONTRACTS – NAVIGATING THE LEGAL PITFALLS.*** Webinar sponsored by Bierens Group. Presentation by **Zijad Jusic**, Attorney, Bierens Group, who will share his insights into the difficulties and opportunities related to the use and contents of general conditions for international commercial transactions so as to minimize the risk of non-payment and strengthen one’s legal status in the event of a dispute. 11:00 a.m. – 12:00 p.m. CDT. No charge; advance registration required. For information & registration, please see: <https://register.gotowebinar.com/register/840448380637136130>.
- Oct. 10 ***5 STEPS TO INTERNATIONAL SALES SUCCESS.*** Luncheon program and workshop sponsored by the Madison International Trade Association. Presentation by **Doug Lawrence**, previously accredited to deliver the former UKTI Export Communications Review (ECR) as an Export Communications Consultant. 11:30 a.m. – 4:45 p.m. (Reception follows), Fluno Center, 601 University Avenue, Madison, WI. MITA Members - \$35 lunch only; \$99 lunch & workshop; Non-members - \$50 lunch only; \$119 lunch & workshop. For information & registration, please see: <http://mitatrade.org/events/details/5-steps-to-international-sales-success>.
- Oct. 10 ***HARMONIZED SYSTEM CLASSIFICATIONS: LEARNING BY DOING.*** First of a two-part webinar series (October 24), sponsored by the Export Compliance Training Institute, that combines hands-on exercises, discussions, and instruction. Attendees will receive situational and transactional exercises to work on prior to both webinars. A combination of instruction and discussion of the exercises during the webinars will be used for a “practice makes perfect” approach to learning how to apply the rules of classification to a variety of products in different factual scenarios. 12:00 – 1:30 p.m. CDT. Fee: \$295. For information & registration, please see: <http://www.learnexportcompliance.com/Webinars/Harmonized-System-Classifications-Learning-By-Doin.aspx>.
- Oct. 10 ***IERG NETWORKING MIXER.*** Event, sponsored by the International Executive Resources Group – executives who have held significant leadership roles outside of their home countries – provides an opportunity to network with others from a wide variety of professional backgrounds who share an interest in global business opportunities. Presentation by **Christine Barragan**, Business Development Manager, Hong Kong Trade Development Council. 5:30 – 8:00 p.m., Porter Kitchen & Deck, 150 North Riverside, Chicago. No charge; cash bar. For information & registration, see: https://www.evite.com/event/0126Z6EDO4JGN4BBQEPHTZAU2AFEIA/rsvp?utm_campaign=sen_d_sharable_link&utm_medium=sharable_invite&utm_source=NA.
- Oct. 11 ***HOW TO SELL ONLINE IN CANADA: WEBSITE LOCALIZATION AND ONLINE MARKETING FOR CANADA.*** Webinar sponsored by IBT Online. Presentations by **Nancy Ward**, Director, Grow Trade Consulting, and **Susanna Hardy**, Director Client Services, IBT Online. 10:00 a.m. CDT. No charge; advance registration required. For information & registration, please see: <http://info.ibt.onl/how-to-sell-online-in-canada>.
- Oct. 11 ***NAVIGATING GLOBAL BUSINESS TRAVEL IN 2017.*** Webinar sponsored by Women Entrepreneurs GROW Global. Presentation by **Stephanie Lewin**, Global Immigration Attorney, Berry Appleman & Leiden LLP, who will cover: whether you need a visa for travel; how to determine if you need a work permit; can your cell phone be searched; and, other tips for traveling seamlessly internationally with electronics. 11:00 – 12:00 p.m. CDT. No charge; advance registration required. For information & registration, please see: <https://register.gotowebinar.com/register/6874264726093775875>.
- 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. 11 ***ENCRYPTION EXPORT CONTROLS 2017 UPDATE.*** Webinar, sponsored by the Export Compliance Training Institute, will provide a: General discussion of the present controls on commercial encryption technology including an overview of the 2017 regulatory changes; Review of technical basics and the new terminology used in the Cat. 5 Part II Technical Note regarding ‘cryptography for data confidentiality’; Review of the implications of the removal of “Note 4” decontrol of items where information security is not the primary purpose; and more. 12:00 – 1:30 p.m. CDT. Fee: \$195. For information & registration, please see: <http://www.learnexportcompliance.com/Webinars/Encryption-Export-Controls-2017-Update.aspx>.
- Oct. 11 ***INCOTERMS 2010: IS YOUR COMPANY AT RISK?*** Webinar, sponsored by Livingston International, will help you understand terms, define their relationships, recognize risks and identify your obligations to ensure a smooth import and export process. 12:00 p.m. CDT. No charge; advance registration required. For information & registration, please see: <http://www.livingstonintl.com/webinar/incoterms-2010-company-risk-2/>.
- Oct. 11 ***CBP ORGANIZATION AND OPERATIONS.*** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., reviews CBP’s basic operations as well as its organizational structure and various components. 1:00 – 2:00 p.m. CDT. Fee: \$200. For information & registration, please see: <http://www.strtrade.com/events-CBP-Organization-Operations-101117.html>.
- Oct. 11 ***TRANSPORTATION NIGHT.*** Industry networking opportunity sponsored by the Traffic Club of Chicago and others. Network with colleagues from the transportation and associated industries. Cash bar; complimentary hors d’oeuvres; coffee bar and desserts. 5:00 – 8:00 p.m., “The Estate” by Gene & Georgetti, 9421 West Higgins Road, Rosemont, IL. No charge; no registration required. For information, please contact: staff@traffic-club.org.
- Oct. 11 ***JAPANESE MEDICAL DEVICE REGULATORY AND PRICING SYSTEM.*** Webinar, sponsored by the U.S. Commercial Service, will present information about clinical and regulatory affairs & reimbursement in Japan in advance of the Medical Japan trade show – Japan’s first trade show which covers all the products/services/technologies for healthcare. 7:00 p.m. CDT. Fee: \$25. For information & registration, please see: http://2016.export.gov/eac/show_detail_trade_events.asp?EventID=37995&InputType=EVENT.
- Oct. 12 ***IMA TRADE SYMPOSIUM.*** Event sponsored by the Illinois Manufacturers’ Association and BKD LLP. Topics include: *Latest News on the NAFTA Renegotiations; Brexit & the Impact on U.S. Manufacturers; The Continued Attractiveness of Doing Business in the EU; Successfully Exporting to Asia; Tax Planning Using Interest Charge-Domestic International Sales Corps (IC-DISC).* 8:00 – 10:30 a.m., Naperville Marriott, 1801 North Naper Boulevard, Naperville, IL. IMA Members - \$65; Non-members - \$85. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07eelnuplm90caf6ee&oseq=&c=&ch=>.
- Oct. 12 ***EXPORT COMPLIANCE: VIOLATIONS AND READINESS.*** Program sponsored by the Northeast Wisconsin International Business Network. Presentations by: **Dan Clutch**: Special Agent-in-Charge, Bureau of Industry and Security, Office of Export Enforcement, Chicago Field Office; **Eric Wilson**, Attorney, Godfrey & Kahn; **Chris Barnett**, Trade Compliance Administrator, Bemis Company, Inc. 8:30 a.m. – 12:30 p.m., Fox Valley Technical College, D. J. Bordini Center, 1825 North Bluemound Road, Appleton, WI. Fee: \$49. For information & registration, please see: <https://www.fvtc.edu/training-services/business-industry-services/seminars/service/global-education-services/northeast-wisconsin-international-business-network>.
- Oct. 12 ***A NEW WORLD: GEOPOLITICS AND GLOBAL BUSINESS.*** Global Leaders luncheon program sponsored by The Executives’ Club of Chicago. Keynote: **Carlos Gutierrez**, Chair, Albright Stonebridge Group; Moderator: **Christopher Begy**, U.S. Country Head and CEO, BMO Financial Corp. 11:15 a.m. – 1:15 p.m., Hyatt Regency Chicago, 151 East Wacker Drive, Chicago. ECC Members - \$79; Non-members - \$149. For information & registration, please see: <https://indd.adobe.com/view/be907494-ec38-4fd4-ba7d-eeb6a3262005>.

- Oct. 12 ***CYBER SECURITY: ARE YOU READY?*** Luncheon program sponsored by the Midwest Global Trade Association. Presentation by Bill **Hagestad**, Senior Principal Cyber Security Engineer, R&D, Smiths Medical. 11:30 a.m. – 1:00 p.m., Cooper Pub, 1607 Park Place Boulevard, St Louis Park, MN. No charge (purchase your own meal); advance registration required. For information & registration, please see: <http://www.mgta.org/events/EventDetails.aspx?id=952998>.
- Oct. 12 ***THE HEART OF EUROPE: COMMERCIAL OPPORTUNITIES IN CENTRAL AND EASTERN EUROPE.*** Special luncheon program sponsored by the International Trade Association of Greater Chicago. Presentations by **Aric Saulka**, Regional Director, Euromonitor; **Kirk Samson**, Owner, Samson Atlantic; **Anthony Patrick Hernandez**, Of Counsel, Barger Prekop, who will address current consumer trends, political risk concerns, and key market entry and legal issues to be aware of when considering expansion into this dynamic region. 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 see: http://calendar.itagc.org/docs/ITAGC_Calendar_9592.pdf.
- Oct. 12 ***OFAC ENFORCEMENT TRENDS: EXPORTERS IN THE CROSSHAIRS.*** Webinar, sponsored by the Export Compliance Training Institute, will cover OFAC enforcement trends from the perspective of both U.S. exporters and third-country exporters dealing in U.S. origin goods or dealing with the U.S. financial system. 12:00 – 1:30 p.m. CDT. Fee: \$195. For information & registration, please see: <http://www.learnexportcompliance.com/Webinars/OFAC-Enforcement-Trends-Exporters-in-the-Crosshair.aspx>.
- Oct. 13 ***NAVIGATING TRADITIONAL BUSINESSES IN THE DIGITAL WORLD.*** Forum sponsored by the German American Chamber of Commerce of the Midwest. Keynote speaker **Howard Tullman**, Serial Entrepreneur and CEO of 1871, will explore trends and developments in digital technologies alongside panelists such as Siemens and Cebit. Other panel topics include *Disrupt Traditional – Optimization through Digitalization* and *Leveraging Insights – Putting Big Data to Good Use*. 11:30 a.m. – 3:30 p.m., 1871 Auditorium, 12th floor, 222 West Merchandise Mart Plaza, Suite 1212, Chicago. Fee: \$60. For information & registration, please see: <http://www.gaccmidwest.org/en/events/digitalization-forum/>.
- Oct. 13 ***INCOTERMS - INTERNATIONAL COMMERCIAL TERMS.*** Webinar, sponsored by ComplianceOnline, will help exporters understand how to use International Commercial Terms, or INCOTERMS, to define who pays for freight, insurance and customs duties for the export sale and the import purchase of goods. 12:00 – 1:00 p.m. CDT. Fee: \$149. For information & registration, please see: http://www.complianceonline.com/incoterms-international-commercial-terms-webinar-training-702213-prdw?channel=OC13_John_SP19_TXT_BR.
- Oct. 13 ***EXPORTING TO MEXICO SERIES 2: HOW TO SETTLE DISPUTES WITH MEXICAN CUSTOMS.*** Webinar, sponsored by ComplianceOnline, will discuss Mexico import/export HTS codes, non-tariff barriers compliance, documentation compliance, customs administrative processes and more. 1:00 – 2:00 p.m. CDT. Fee: \$179. For information & registration, please see: http://www.complianceonline.com/exporting-to-mexico-settling-disputes-with-mexican-customs-webinar-training-704218-prdw?channel=OC13_Linda_SP13_DM.
- Oct. 13 ***THE TRAP: CHINA AND THE U.S. MAP THEIR FUTURE.*** Program sponsored by The Chicago Council on Global Affairs. Presentations by: **Graham Allison**, Douglas Dillon Professor of Government, John F. Kennedy School of Government, Harvard University. In conversation with **Amy Celico**, Principal, Albright Stonebridge Group; former Senior Director for China Affairs, Office of the US Trade Representative. 3:45 – 5:00 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/trap-china-and-us-map-their-future?utm_source=wu&utm_campaign=events18&utm_medium=email&utm_term=trap-china-us&utm_content=event&org=1364&lvl=100&ite=145&lea=42784&ctr=0&par=1&trk=.

- Oct. 13 ***GACC AWARDS GALA***. Event, sponsored by the German American Chambers of Commerce, features the German American Business Awards, one of the highest accolades in transatlantic business, recognizing companies for their exceptional achievements in digitalization, innovation, and service. Five GACC Awards in three categories will be presented: Excellence in Services; Excellence in Innovation; Excellence in Digitalization. 6:00 p.m., InterContinental Chicago Magnificent Mile, 505 North Michigan Avenue, Chicago. GACC Members - \$395; Non-members - \$495. For information & registration, please see: <http://www.gaccmidwest.org/en/events/gacc-awards-gala-2017/>.
- Oct. 16 - ***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. It offers U.S. companies an opportunity to: Explore the Azerbaijani market; Learn how to increase profits and overcome international barriers; Network with leading regional industry experts, government officials and seasoned U.S. and global companies; Identify and meet prospective partners, customers, government buyers, agents and distributors; Meet one-on-one with key regional experts to discuss new market-entry strategies and insight. Participants will receive: Appointment setting services; Breakfast briefing by U.S. Embassy officials and consultancy firms; Networking luncheons; Official reception with U.S. Ambassador; Pre-arranged logistics, including ground transportation and daily itinerary; Field visits. 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 ***MOVING FORWARD IN AFRICA'S AGRIBUSINESS SECTOR: A 21ST CENTURY BUSINESS PARTNERSHIP IN AFRICA***. Forum, sponsored by the Corporate Council on Africa and PYXERA Global, aims to create a common understanding of the major constraints, implications, and possible ways forward to connect value chains – Production, Processing and Marketing/Distribution – in order to produce an effective agribusiness sector. Keynote: Dr. **Akinwumi Adesina**, 2017 World Food Prize Laureate and President, African Development Bank. 8:30 a.m. – 4:15 p.m., Iowa Events Center, 730 3rd Street, Des Moines, IA. CCA Members - \$150; Non-members - \$300; Government - \$50. For information & registration, please see: <http://agribusiness.corporatecouncilonafrika.com/>.

- Oct. 17 ***INTERNATIONAL ADDITIVE MANUFACTURING STANDARDIZATION***. Webinar, sponsored by the U.S. Commercial Service, will address Standards and Regulations affecting Additive Manufacturers in the United States and Europe. 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=37937&InputType=EVENT.
- Oct. 17 ***MADE IN AMERICA: PROTECTING OUR BUSINESS, DEFENDING OUR TECHNOLOGY: EXPORT COMPLIANCE, TRAVEL SAFETY AND CYBERSECURITY***. Program sponsored by the Illinois SBDC International Trade Center at Southern Illinois University Edwardsville. Presentations by: **Christian Anglin** and **Ryan Beck**, Federal Bureau of Investigation; **Ryan Morris**, U.S. Department of Commerce; **John Taylor**, U.S. Department of Homeland Security. 11:30 a.m. – 4:00 p.m., SIUE, Birger Hall, 30 North Circle Drive, Edwardsville, IL. Fee: \$30. For information & registration, please e-mail: international-trade-center@siue.edu.
- Oct. 17 ***EAR LICENSE EXCEPTIONS: LEARNING BY DOING***. First of a two-part webinar series (October 26), sponsored by the Export Compliance Training Institute, that combines hands-on exercises, discussions, and instruction. Attendees will receive situational and transactional exercises to work on prior to both webinars. The webinars will use a combination of instruction and discussion of the exercises for a “practice makes perfect” approach to learning how to correctly utilize available EAR license exceptions. 12:00 – 1:30 p.m. CDT. Fee: \$295. For information & registration, please see: <http://www.learnexportcompliance.com/Webinars/EAR-License-Exceptions-Learning-By-Doing.aspx>.
- 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. 17 ***TRANSFER PRICING & CUSTOMS VALUATION***. Webinar, sponsored by Braumiller Law Group, will discuss: transfer pricing and valuation under U.S. customs law; the elements importers need to be aware of to meet requirements and declare the proper price and value; transfer pricing from maquiladoras and the specific methodology to apply in those situations. 1:00 – 2:00 p.m. CDT. No charge; advance registration required. For information & registration, please see: <https://register.gotowebinar.com/register/848976192903606274>.
- Oct. 17 ***THE GERMAN MODEL: APPRENTICESHIP PROGRAMS TO TRAIN SKILLED WORKERS***. Forum, sponsored by the Union League Club of Chicago in partnership with the German American Chamber of Commerce of the Midwest, includes networking opportunities and a panel discussion with representatives of several apprenticeship partners, including manufacturing companies, apprentices, college and high school representatives. 5:00 – 7:00 p.m., Union League Club of Chicago, 65 West Jackson Boulevard, Chicago. No charge; advance registration required. For information & registration, please see: <https://www.eventbrite.com/e/the-german-model-apprenticeship-programs-to-train-skilled-workers-tickets-37767565806>.
- Oct. 18 ***U.S. CERTIFIED TRADE MISSION TO GEORGIA***. The Washington-based America Georgia Business Council, in coordination with the U.S. Commercial Service, is organizing a Certified Trade Mission to Georgia for U.S. firms. Georgia offers U.S. companies the best regulatory and tax environment in Eurasia, as well as free trade access to EU, Turkey, CIS and China. The Trade Mission participants will have opportunities to: Explore private business opportunities in Georgia; Learn about upcoming government tenders in infrastructure development in Georgia; Network with government officials, business executives, representatives of Georgian, U.S. and global companies; Identify and meet prospective partners, customers, government buyers, agents and distributors. For information & an application, please see: http://2016.export.gov/eac/show_detail_trade_events.asp?EventID=37764&InputType=EVENT.

- Oct. 18 ***U.S.-CUBA AGRICULTURE FORUM.*** Conference sponsored by the United States Agricultural Coalition for Cuba and *Cuba Trade Magazine*. The purpose of the forum is to educate U.S. agriculture corporations and food producers on how to access the \$2 billion annual Cuban market for food and agriculture products, and how they can import Cuban agriculture produce by bringing together a comprehensive array of U.S. and Cuban agriculture professionals and experts, from both the public and private sectors. Invited are the agriculture commissioners and farm bureau directors from the 16 states most likely to benefit from open markets between the U.S. and Cuba: Alabama, Arkansas, Georgia, Illinois, Indiana, Iowa, Kansas, Louisiana, Michigan, Minnesota, Mississippi, Nebraska, North Carolina, North Dakota, Texas, and Virginia. Also invited are representatives from the national organizations that represent rice, soy, corn, wheat, and poultry farmers, as well as Cuban officials from the Ministry of Foreign Affairs, Ministry of Agriculture, Alimport, and Gecomex. 7:30 a.m. – 4:00 p.m., The Library & Conference Suites, 190 South LaSalle Street, 40th Floor, Chicago. Fee: \$595 by Sept. 30; \$695 by Oct. 15; \$795 at the door. For information & registration, please see: <https://www.uscubaagforum.com/>.
- Oct. 18 ***INTERNATIONAL DOCUMENTATION TRAINING.*** Workshop sponsored by the South Dakota International Trade Center. Presentation by **Mike Allocca**, Allocca Enterprises, who will help you understand when and how you should be filling out certain international documents; he will go through each document, step by step, and you will know where to go and what to look for in your own documents to be able to fill them out accurately and know when they are required. 8:30 a.m. – 4:30 p.m., University Center, Avera Hall, 4801 North Career Avenue, Sioux Falls, SD. Fee: \$250 (by October 6; \$295 thereafter). For information & registration, please see: <http://www.alloccaenterprises.com/registration.php?id=33766>.
- Oct. 18 ***INTERNATIONAL DOCUMENTATION TRAINING.*** Webinar sponsored by the South Dakota International Trade Center. Presentation by **Mike Allocca**, Allocca Enterprises, who will help you understand when and how you should be filling out certain international documents; he will go through each document, step by step, and you will know where to go and what to look for in your own documents to be able to fill them out accurately and know when they are required. 8:30 a.m. – 4:30 p.m. CDT. Fee: \$195 (by October 6; \$250 thereafter). For information & registration, please see: <http://www.alloccaenterprises.com/registration.php?id=33767>.
- Oct. 18 ***AERO & DEFENSE SUPPLIER SUMMIT (PREVIEW).*** Webinar sponsored by the U.S. Commercial Service with support from Boeing, the State of Washington, and BCI Aerospace. A&DSS is a matchmaking program strictly reserved for professionals from the global civil and defense aviation industry. This is an opportunity for Boeing, U.S. and international OEMs to connect with sub-suppliers showing capabilities and services that cover the entire spectrum of the aerospace and defense supply chain. 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=37907&InputType=EVENT.
- Oct. 18 ***INTERNATIONAL PAYMENT TERMS.*** Webinar, sponsored by the Metropolitan Milwaukee Association of Commerce's World Trade Association., will discuss such common payment methods as payment in advance, Letters of Credit, documentary collections, and open account, as well as export credit insurance. 11:30 a.m. – 1:00 p.m. CDT. WTA Members – No charge; Non-members - \$25. For information & registration, please see: http://web.mmac.org/events/World-Trade-Association-Webinar-International-Payment-Terms-1600/details?utm_source=WTA+Global+Pulse+8.31.2017&utm_campaign=WTA+Newsletter&utm_medium=email.

- Oct. 18 ***CUSTOMS COMPLIANCE IN CHINA: UNDERSTANDING THE SYSTEM.*** Luncheon program sponsored by the International Trade Association of Greater Chicago with the Hong Kong Business Association of the Midwest. Presentation by **Harry Zhang**, Vice President & Greater China Practice Leader, Sandler, Travis & Rosenberg, P.A., Shanghai, and former section chief, Division of Administrative Legal Affairs, China Customs. This program will provide a better understanding of China Customs' rules, regulations and its common practices. 11:45 a.m. – 2:00 p.m., Carlucci Rosemont, 6111 North River Road, Rosemont, IL. ITA/GC & HKBAM Members - \$50; Non-members - \$75. For information & registration, please see: http://calendar.itagc.org/docs/ITAGC_Calendar_9606.pdf.
- 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. 18 ***CUSTOMS VALUATION 101.*** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will provide the basics concepts and terminology of customs valuation to aid importers and brokers in meeting their reasonable care obligations, and also provide information useful to buyers and finance staff in understanding how customs valuation can impact a company's bottom line. 1:00 – 2:00 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/events-Customs-Valuation-101-Webinar-101817.html>.
- Oct. 18 ***AUSTRALIA RENEWABLE ENERGY SECTOR.*** Webinar, sponsored by the U.S. Commercial Service, will focus on energy storage solutions. Speakers include: **Joshua Carmichael**, Director of Low Carbon Economy from the South Australian Government; **James Shea**, Energy Unit Chief, U.S. Embassy Canberra; **Luke Osborne**, Director and COO, Reposit Power; **Georgina Harrowell**, Commercial Specialist, U.S. Embassy Canberra. 5:00 p.m. CDT. Fee: \$25. For information & registration, please see: http://2016.export.gov/eac/show_detail_trade_events.asp?EventID=37895&InputType=EVENT.
- Oct. 18 ***OF GROWTH AND THE EURO: IS THE EUROBOOM FINALLY HERE?*** Program sponsored by The Chicago Council on Global Affairs. Presentation by **Jean-Claude Trichet**, Chairman, Bruegel and former President, European Central Bank. 5:30 – 7:00 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-and-euro-euroboom-finally-here?utm_source=wu&utm_campaign=events18&utm_medium=email&utm_term=euro-trichet&utm_content=event&org=1364&lv=100&ite=117&lea=42784&ctr=0&par=1&trk=.
- Oct. 18 ***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., Hall of Lions, Intercontinental Chicago Magnificent Mile, 505 North Michigan Avenue, Chicago. Members of sponsoring organizations - \$10; Non-members - \$20. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07edkwv2xk585c8404&oseq=&c=&ch=>.

- Oct. 19 ***SUPPLY CHAIN SECURITY-UNDERSTANDING NEW GLOBAL THREATS.*** Event sponsored by the Midwest Global Trade Association. Presentations by: **Michael Laden**, Principle, Trade Innovations; **Eran Kahana**, IP and Cybersecurity Attorney, Maslon LLP; **Josh Fu**, Technical Account Manager, Anomali. They will discuss what is new with physical security programs like Trusted Trader- C-TPAT, ISA as well as new threats like Importer Security Fraud, and also technology and the role Cybersecurity plays in your supply chain. 7:30 a.m. – 12:00 p.m., Ewald Event Center – UEL Building, 1000 Westgate Drive, St. Paul, MN. MGTA Members - \$50; Non-members - \$60. For information & registration, please see: <https://mgta.site-ym.com/events/EventDetails.aspx?id=1012224>.
- 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. 19 ***AN OVERVIEW OF FDA REGULATORY CHANGES: ARE YOU READY?*** Webinar, sponsored by Livingston International, will address FDA-related regulatory updates and help you discover your options and adopt best practices to avoid delays, inspections, sampling and detentions to ensure smoother results. 12:00 CDT. No charge; advance registration required. For information & registration, please see: <http://www.livingstonintl.com/webinar/overview-fda-regulatory-changes-ready/>.
- Oct. 19 ***THE CTPAT REVOLUTION – HOW CBP IS TRANSFORMING ITS PARTNERSHIP PROGRAMS.*** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will describe U.S. Customs and Border Protection’s plans to update the Customs Trade Partnership Against Terrorism program and integrate CTPAT into its vision for a complete trusted trader program. 1:00 – 2:00 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/events-The-CTPAT-Revolution.html>.
- Oct. 20 ***GLOBAL E-COMMERCE EXPLOSION!*** Third Annual Global Small Business Forum sponsored by: Global Trade Source Ltd.; MB Financial Bank; Center for International Business, Loyola University Chicago, Quinlan School of Business; and supported by the **International Trade Association of Greater Chicago** and others. Speakers include: **Jennifer Bayon**, Vice President of International Sales, Paris Presents; **Laurel Delaney**, President, GlobeTrade; **Logan Hanes**, International Account Executive, UPS; **James Kornacki**, Chief Wine Revolutionary, Ullo LLC; **Alexander Lans**, Founder and CEO, FOAL LLC; **Chantal Wittman Meier**, Vice President, International Trade Banking, MB Financial Bank; **Richard Paullin**, Executive Director, International Trade Association of Greater Chicago and Chairman, Illinois District Export Council; **Marc S. Schulman**, President, Eli’s Cheesecake Company; **Andrea Sreshta**, Co-founder, LuminAID; **Robert S. Steiner**, District Director, U.S. Small Business Administration. 7:30 a.m. – 4:30 p.m., The John and Kathy Schreiber Center, Loyola University Chicago, 16 East Pearson Street, 9th floor, Chicago. Fee: \$125 (Students - \$75; Vendor Table - \$500). For information & registration, please see: <http://globalsmallbusinessforum.com/>.
- Oct. 20 ***COMPLIANCE ROUNDTABLE.*** Quarterly meeting, sponsored by the Metropolitan Milwaukee Association of Commerce’s World Trade Association, provides a forum for international business professionals to share best practices on compliance topics ranging from logistics & shipping, legal & financial and ultimately, the consequences on being non-compliant. 7:30 – 9:30 a.m., Badger Meter Inc., 4545 West Brown Deer Road, Milwaukee, WI. WTA Members - \$20; Non-members - \$35. For information & registration, please see: http://web.mmac.org/events/World-Trade-Associations-Quarterly-Compliance-Roundtable-1613/details?utm_source=WTA+Global+Pulse+8.31.2017&utm_campaign=WTA+Newsletter&utm_medium=email.

- 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. 20 **UNDERSTANDING THE LEGAL ASPECTS OF DOING BUSINESS IN TURKEY.** Program sponsored by the Central Asian Productivity Research Center with the Consulate General of Turkey in Chicago. Presentation by **Zafer Karaca**, Attorney, Karaca and Associates, Istanbul and London. 10:00 a.m., Consulate General of Turkey, 455 North Cityfront Plaza Drive, Suite 2900, Chicago. No charge; advance registration required. For information & registration, please e-mail: lepinske@sbcglobal.net.
- Oct. 22 - **U.S. HEALTHCARE TRADE MISSION TO AFRICA [S. AFRICA & KENYA].** Organized by the U.S. 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. 24 **HARMONIZED SYSTEM CLASSIFICATIONS: LEARNING BY DOING.** Second of a two-part webinar series (October 10), sponsored by the Export Compliance Training Institute, that combines hands-on exercises, discussions, and instruction. Attendees will receive situational and transactional exercises to work on prior to both webinars. A combination of instruction and discussion of the exercises during the webinars will be used for a “practice makes perfect” approach to learning how to apply the rules of classification to a variety of products in different factual scenarios. 12:00 – 1:30 p.m. CDT. Fee: \$295. For information & registration, please see: <http://www.learnexportcompliance.com/Webinars/Harmonized-System-Classifications-Learning-By-Doin.aspx>.
- Oct. 24 **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-102417.html>.
- Oct. 25 **EAR HARDWARE AND MATERIALS CLASSIFICATIONS: LEARNING BY DOING.** First of a two-part webinar series (November 8), sponsored by the Export Compliance Training Institute, that combines hands-on exercises, discussions, and instruction. Attendees will receive classification exercises to complete prior to both webinars. During the webinars, we will use a combination of instruction and discussion of the exercises for a “practice makes perfect” approach to learning how to classify hardware (i.e. "commodities") under the EAR. 12:00 – 1:30 p.m. CDT. Fee: \$295. For information & registration, please see: <http://www.learnexportcompliance.com/Webinars/EAR-Hardware-and-Materials-Classifications-Learnin.aspx>.

- Oct. 25 ***PREPARING FOR CANADA CUSTOMS AUDITS.*** Webinar, sponsored by Livingston International, will: explore steps you can take to help your company prepare for a Customs audit; detail the documentation auditors look for; and understand the penalties and consequences of not staying compliant. 12:00 p.m. CDT. No charge; advance registration required. For information & registration, please see: <http://www.livingstonintl.com/webinar/preparing-customs-audits-canada/>.
- Oct. 25 ***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>.
- Oct. 25 ***WESTERN AUSTRALIAN GOVERNMENT'S ICT ENVIRONMENT.*** Webinar sponsored by the U.S. Commercial Service. The Western Australian government's Chief Information Officer, **Giles Nunis**, will provide a briefing on his state's IT infrastructure and what direction it will take in the near future. 7:00 – 8:00 p.m. CDT. Fee: \$25. For information & registration, please see: http://2016.export.gov/eac/show_detail_trade_events.asp?EventID=37900&InputType=EVENT.
- 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. 26 ***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., Springhill Suites, 4305 Weaver Parkway, Warrenville, IL. Fee: \$150. For information & registration, please see: <https://www.regonline.com/registration/Checkin.aspx?EventID=2034595>.
- Oct. 26 ***PROTECTING YOUR TECHNOLOGY FROM OVERSEAS THEFT AND AVOIDING EXPORT CONTROLS VIOLATIONS.*** Breakfast program sponsored by the Midwest International Trade Association. Presentations by: **Robert Georgi**, FBI Special Agent, Omaha; **Grant Leach**, Attorney, Husch Blackwell LLP; **Mindi Giftos**, Partner, Husch Blackwell LLP. 8:00 – 11:30 a.m., Tiburon Clubhouse, 10302 South 168th Street, Omaha, NE. No charge; advance registration required. For information & registration, please see: <http://mitaonline.org/events/breakfast-fbi-protecting-technology-overseas-theft-avoiding-export-controls-violations/>.
- Oct. 26 ***INVESTING OPPORTUNITIES IN THE DEMOCRATIC REPUBLIC OF CONGO.*** Africa Speakers Series sponsored by the Africa Global Chamber of Commerce. Presentation by H.E. **Francois Nkuna Balumuene**, Ambassador of the Democratic of Republic of Congo to the United States. 10:00 a.m. – 12:00 p.m., DePaul University, Lewis Center, Room 1009, 25 East Jackson Boulevard, Chicago. AGCC Members – No charge; Non-members - \$20. For information & registration, please e-mail: info@africangcc.org.
- Oct. 26 ***EAR LICENSE EXCEPTIONS: LEARNING BY DOING.*** Second of a two-part webinar series (October 17), sponsored by the Export Compliance Training Institute, that combines hands-on exercises, discussions, and instruction. Attendees will receive situational and transactional exercises to work on prior to both webinars. The webinars will use a combination of instruction and discussion of the exercises for a “practice makes perfect” approach to learning how to correctly utilize available EAR license exceptions. 12:00 – 1:30 p.m. CDT. Fee: \$295. For information & registration, please see: <http://www.learnexportcompliance.com/Webinars/EAR-License-Exceptions-Learning-By-Doing.aspx>.

- Oct. 26 ***THE BASICS: IMPORTING TO MEXICO.*** Webinar, sponsored by Livingston International, will help you gain knowledge and insight into the complexities of importing to Mexico, and describe the key considerations when shipping, storing, and clearing goods into Mexico. 12:00 p.m. CDT. No charge; advance registration required. For information & registration, please see: <http://www.livingstonintl.com/webinar/basics-importing-mexico/>.
- 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. 27 ***AD/CVD SCOPE DETERMINATIONS: WHERE ANTIDUMPING AND COUNTERVAILING DUTIES COLLIDE WITH TARIFF CLASSIFICATION.*** Program sponsored by the International Trade Club of Chicago. Presentation by **Larry Pilon**, Hodes Keating & Pilon. 9:00 a.m. – 12:00 p.m., DePaul University, O'Hare Campus, 8770 West Bryn Mawr Avenue, Chicago. ITCC & CCBFA Members: - \$60; Non-members - \$95. For information & registration, please see: <http://www.itcc.org/event-2683903>.
- 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
- Oct. 30 ***USING NEW ACE REPORTS TO BOOST YOUR BUSINESS.*** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will explain the implications of CBP's transition plan, including which of the new reports you will want to run and which you will need to modify so they include the data you need. 1:00 – 2:30 p.m. CDT. Fee: \$200. For information & registration, please see: <http://www.strtrade.com/events-New-Ace-Webinar-101017.html>.
- Oct. 31 ***ON-FARM ENERGY PRODUCTION AND RURAL ECONOMIC DEVELOPMENT.*** Roundtable discussion sponsored by the German American Chamber of Commerce of the Midwest. German and U.S. speakers will exchange ideas on how farmers win in the new energy economy. 11:30 a.m. – 4:00 p.m., Illinois Farm Bureau, IAA Boardroom, 1701 Towanda Avenue, Bloomington, IL. No charge; advance registration required. For information & registration, please see: <http://www.gaccmidwest.org/en/initiatives/rural-energy-roundtable-il/>.
- 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. 1 **ASIA PACIFIC EXPORT CONTROLS 2017: THE YEAR IN REVIEW AND A LOOK AHEAD.** Webinar, sponsored by the Export Compliance Training Institute, is intended to help companies in the electronics, industrial manufacturing, logistics, IT, aerospace, chemical, energy, and bio-tech sectors wrap their minds (and compliance programs!) around the changes that are taking place in APAC export controls, and provide valuable insight on what the future of Asia Pacific export controls holds. 12:00 – 1:30 p.m. CDT. Fee: \$195. For information & registration, please see: <http://www.learnexportcompliance.com/Webinars/Asia-Pacific-Export-Controls-2017-The-Year-in-Revi.aspx>.
- Nov. 1 **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>.
- 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. 2 **DIY ENCRYPTION CLASSIFICATION 2017 EDITION.** Webinar, sponsored by the Export Compliance Training Institute, is designed for people who have a good working knowledge of the encryption regulations. Participants will receive an encryption classification questionnaire reflecting all 2017 changes and will be guided through the template and coached on how to customize it for companies in different industries. 12:00 – 1:30 p.m. CDT. Fee: \$195. For information & registration, please see: <http://www.learnexportcompliance.com/Webinars/DIY-Encryption-Classification-2017-Edition.aspx>.
- 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. 3 **EXPORTING TO MEXICO: HARMONIZED SYSTEM CODE BASICS AND SPECIAL CERTIFICATES.** Webinar, sponsored by ComplianceOnline, will examine the origin of the Harmonized System code, the general rules applicable and the Harmonized System coding at an international level and at a national level. 1:00 – 2:30 p.m. CDT. Fee: \$179. For information & registration, please see: http://www.complianceonline.com/exporting-to-mexico-harmonized-system-code-basics-and-special-certificates-webinar-training-704223-prdw?channel=Nv03_Linda_OC05_BR.
- Nov. 5 - 11 **TRADE MISSION TO BRAZIL AND ARGENTINA.** Led by the Conference of Great Lakes & St. Lawrence Governors and Premiers, this multi-sector trade mission will include stops in São Paulo and Buenos Aires. Each participant will receive a customized appointment schedule to meet with potential agents/distributors, partners and end users. Opportunities are available in many industry sectors. The mission registration deadline is September 11, 2017. For more information, please see: <http://www.cgslslgp.org/projects/international-trade/trade-missions/brazil-and-argentina-trade-mission-2017/>.

- Nov. 7 - **PROSPERING IN THE ERA OF AUTOMATION AND ONE BELT ONE ROAD.** Eighteenth Annual
 8 U.S.-China Trade Conference sponsored by the U.S.-China Chamber of Commerce. Topics include: *How Can U.S. Companies Prosper from China's One Belt One Road Initiative?; Digitalization and Automation: How Have They Changed the World?; Is Manufacturing Moving back to the U.S.?; Securing and Managing Work Force across the Globe; Strategic and Cultural Implications of Chinese Companies Investing in the U.S.; Operating in China in the Years of "China Dreams" – Dos and Don'ts; Avoiding Trade Regulations Pitfalls under President Trump's Administration; Reinventing Chinese Manufactures – En Dian Leather Goods: A Case Study; Is China Still Competitive for Sourcing?; Intellectual Property Rights in the Technology Age; Accessing Chinese Consumer Market: Facts and Fictions in the Digital Era; Elements of Successful Trade Strategy in the New Age.* 8:00 a.m., Chicago Marriott Downtown Magnificent Mile, 540 North Michigan Avenue, Chicago. USCCC Members – \$445; Non-members - \$545; discounts and other fees vary. For information & registration, please see: www.usccc.org.
- Nov. 7 **2018 E-COMMERCE COMPLIANCE CONTROLS EMERGING RISKS MANAGEMENT STRATEGIES.** Class, sponsored by The World Academy, will review the challenges of E-commerce compliance and begin to structure internal controls around building a defensible E-commerce compliance program. 9:00 a.m. – 3:00 p.m., Chicago. Fee: \$300 (by October 17; \$350 thereafter). For information & registration, please see: <https://www.theworldacademy.com/product-page/2017-e-commerce-compliance-controls-emerging-risks-mgmt-chicago-il>.
- Nov. 7 **A PRODUCT OF WHERE? COUNTRY OF ORIGIN MARKING 101.** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will provide a basic overview of the country of origin marking regulations and tips on ensuring compliance. 1:00 – 2:00 p.m. CST. Fee: \$200. For information & registration, please see: <http://www.strtrade.com/events-Country-of-Origin-Marking-101-091417.html>.
- Nov. 8 - **DOING BUSINESS IN NORTH AMERICA.** Conference sponsored by the American Institute of
 10 Certified Public Accountants. Topics include: *Economic Update for North America; NAFTA Renegotiations – Setting the Rules for Global Economic Engagement; NAFTA Renegotiation: Latest Developments in NAFTA Rules of Origin; The Impact of Canada and Mexico's Tax Changes in the US; Transfer Pricing: Current Developments; Navigating IFRS, FRS, and GAAP; Revenue Recognition; Global Mindset for New Global Realities; ESG Issues in Institutional Investor Decision-Making; Cyber Security Risk Management.* InterContinental Chicago Magnificent Mile, 505 North Michigan Avenue, Chicago. Fees: vary. For information & registration, please see: http://www.aicpastore.com/ManagementAccounting/StrategyandInnovation/aicpa-doing-business-in-north-america-conference/PRDOVR-PC-DBNA/PC-DBNA.jsp?cm_mmc=EventCalendar-_-Conference-_-InternationalTradeAssocChicago-_-DBNA17.
- 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 **2018 NEW IMPORT LAW, RULES AND REGULATIONS INFORMED COMPLIANCE UPDATE.** Class, sponsored by The World Academy, will provide all attendees with a current 2017 regulations update highlighting recent challenges to importer profiles inclusive of new administration directions, actions and program challenges. 9:00 a.m. – 4:00 p.m., Chicago, IL. Fee: \$345 (by October 18; \$395 thereafter). For information & registration, please see: <https://www.theworldacademy.com/copy-of-annual-security-6>.

- 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. 8 ***EAR HARDWARE AND MATERIALS CLASSIFICATIONS: LEARNING BY DOING***. Second of a two-part webinar series (October 25), sponsored by the Export Compliance Training Institute, that combines hands-on exercises, discussions, and instruction. Attendees will receive classification exercises to complete prior to both webinars. During the webinars, we will use a combination of instruction and discussion of the exercises for a “practice makes perfect” approach to learning how to classify hardware (i.e. "commodities") under the EAR. 12:00 – 1:30 p.m. CST. Fee: \$295. For information & registration, please see: <http://www.learnexportcompliance.com/Webinars/EAR-Hardware-and-Materials-Classifications-Learnin.aspx>.
- 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 ***NAFTA’S ENVIRONMENTAL SIDE AGREEMENT: ASSESSING THE PAST, LOOKING TOWARDS THE FUTURE***. Conference sponsored by the Commission for Environmental Cooperation. Keynote: **Edith Brown Weiss**, Francis Cabell Brown Professor of International Law, Georgetown University Law Center. Other speakers include: **Víctor Lichtinger**, Coordinador General de Gabinete y Planeación, Gobierno de Michoacán; **Daniel Magraw**, Professorial Lecturer, Johns Hopkins School of Advanced International Studies; **Armand de Mestral**, Professor Emeritus, Jean Monnet Chair in the Law of International Economic Integration, McGill University; **Raquel Gutiérrez Nájera**, Director, Instituto de Derecho Ambiental; **Konstantia Koutouki**, Associate Professor, Université de Montréal Faculty of Law; **Luz María de la Mora**, Managing Director and Founder, LMM Consulting. 8:00 a.m. – 5:30 p.m., Courtyard Chicago Downtown/River North, 30 East Hubbard Street, Chicago. No charge; advance registration required. For information & registration, please see: www.cec.org/JPACChicago.

- 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. 9 **DOING BUSINESS WITH NAFTA PARTNERS**. Program sponsored by Iowa Economic Development Authority – International Trade Office with Scarbrough International, Ltd. Presentations by: **Adam Hill**, Vice President of Operations, **Kevin Ekstrand**, Vice President of Sales & Marketing, and **Rita Gonzalez**, Border Crossing Operations Manager, Scarbrough International, Ltd and Scarbrough de Mexico S. de R.L. de C.V.; and **Sandra Faraj**, Vice President and **Andre Goguen**, Founder, President, A.G.O. Transportation and Action Customs Service. 8:30 a.m. – 4:30 p.m., Iowa State University Extension and Outreach, Polk County, 1625 Adventureland Drive, Suite A, Altoona, IA. Fee: \$50 (pre-registration required by October 31). For information & registration, please see: <https://www.regonline.com/registration/Checkin.aspx?EventID=2010605&>.
- Nov. 9 **FINANCIAL ASSISTANCE FOR GLOBAL MARKET EXPANSION**. Program sponsored by the Northeast Wisconsin International Business Network. Presentations by **Michael Howard**, EXIM Bank, and others. 8:30 a.m. – 3:30 p.m., Fox Valley Technical College, D. J. Bordini Center, 1825 North Bluemound Road, Appleton, WI. Fee: \$79. For information & registration, please see: <https://www.fvtc.edu/training-services/business-industry-services/seminars/service/AllCategories/northeast-wisconsin-international-business-network-2>.
- Nov. 9 **2018 EXPORT LAW AND REGULATIONS INFORMED COMPLIANCE UPDATE**. Class, sponsored by The World Academy, will provide an understanding of the 2017 elevated export trade terms best utilized Incoterms to control customs formalities exposure, export documentation requirements, rules and regulations enhancements that compliment and sometimes complicates the export logistics process. 9:00 a.m. – 4:00 p.m., Chicago, IL. Fee: \$345 (by October 19; \$395 thereafter). For information & registration, please see: <https://www.theworldacademy.com/copy-of-2017-new-import-law>.
- Nov. 9 **2018 C-TPAT RESPONSIBILITIES AND SECURITY SCOPE REDEFINED**. Class, sponsored by The World Academy, will provide each participant with a 2018 scope of increased global supply chain awareness points for awareness, considerations and implementation strategies to elevate their global security management profiles. 9:00 a.m. – 3:00 p.m., Chicago. Fee: \$300 (by October 19; \$350 thereafter). For information & registration, please see: <https://www.theworldacademy.com/copy-of-2017-new-export-law>.
- Nov. 9 **FUNDAMENTAL RESEARCH EXCLUSION: YOUR GUIDE TO PROPERLY APPLYING IT**. Webinar, sponsored by the Export Compliance Training Institute, will address: *Basics Behind the EAR and ITAR; Exclusions vs. Exceptions vs. Exemptions; EAR and ITAR Regulatory Sections that Matter; Related Government Rulings; How to Educate Faculty on the FRE; Impact on Contracts; Impact on Stakeholders; Hypothetical Case Studies*. 12:00 – 1:30 p.m. CDT. Fee: \$195. For information & registration, please see: <http://www.learnexportcompliance.com/Webinars/Fundamental-Research-Exclusion-Your-Guide-to-Prope.aspx>.

- 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. 14 **ACCESS FORUM 2017.** Deal making, networking and educational conference sponsored by: Emmersion; Association for Corporate Growth; Avianca; Peru. Event focuses on investment and business development between the U.S., Latin America and other emerging markets. 10:00 a.m. – 7:00 p.m., Aloft Chicago City Center, 515 North Clark Street, Chicago. Fee: varies. For information & registration, please see: <https://www.accessforum.org/>.
- Nov. 14 **WOMEN IN INTERNATIONAL LEADERSHIP.** 7th International Forum, sponsored by the International Executive Resources Group (IERG) Chicago Chapter, seeks to inform, encourage and inspire both current and future business leaders concerning the challenges and opportunities women face on the global stage, as well as to provide an accurate platform for on-going discussion between peers, mentors and students. 5:30 – 9:00 p.m., Loyola University, Beane Hall (in Lewis Towers). 111 East Pearson Street, Chicago. IERG Members - \$40; Non-members - \$65. For information & registration, please see: https://ierg.memberclicks.net/index.php?option=com_mc&view=mc&mcid=form_243332.
- 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.cusbdc.org/event/sbdc-workshop-introduction-nafta-3-free-trade-agreements-panama-korea-colombia/>.

- Nov. 15 **FREE TRADE AGREEMENTS.** Webinar, sponsored by the Metropolitan Milwaukee Association of Commerce's World Trade Association, will share the experiences of a local company actively participating in FTAs and some of their best practices for managing the requirements. 11:30 a.m. – 1:00 p.m. CDT. WTA Members – No charge; Non-members - \$25. For information & registration, please see: http://web.mmac.org/events/World-Trade-Association-Webinar-Free-Trade-Agreements-1601/details?utm_source=WTA+Global+Pulse+8.31.2017&utm_campaign=WTA+Newsletter&utm_medium=email.
- 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 **US-EU TRADE RELATIONS IN THE FACE OF CURRENT CHALLENGES: BREXIT, CHINA, AND PROTECTIONISM.** Breakfast program sponsored by the Madison International Trade Association with UW Center for European Studies, ME Dey & Co. and ABS Genus. Presentation by Dr. **Eckart von Unger**, Senior Manager, Federation of German Industries (Bundesverband der Deutschen Industrie), Brussels, who will address: the role of Germany and the EU in international trade; the consequences of the Brexit for EU-US relations; challenges to US-EU trade relations; possible approaches to dealing with China; and the German view of protectionism. 7:30 – 9:00 a.m., M3 Insurance Building, 828 John Nolen Drive, Madison, WI. MITA Members – No charge; Non-members - \$15. For information & registration, please see: <http://mitatrade.org/events/details/us-eu-trade-relations-in-the-face-of-current-challenges-brexit-china-and-pr>.

- 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 **EXPORT DOCUMENTATION.** Webinar, sponsored by the Metropolitan Milwaukee Association of Commerce's World Trade Association, will examine such key documents as the commercial invoice, packing list, certificate of origin, and SLI. 11:30 a.m. – 1:00 p.m. CDT. WTA Members – No charge; Non-members - \$25. For information & registration, please see: http://web.mmac.org/events/World-Trade-Association-Webinar-Export-Documentation-1602/details?utm_source=WTA+Global+Pulse+8.31.2017&utm_campaign=WTA+Newsletter&utm_medium=email.
- 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>.

- Jan. 17 **IMPORT CLEARANCE PROCESS.** Webinar, sponsored by the Metropolitan Milwaukee Association of Commerce's World Trade Association, will present the experience of a local customs broker who assists many Wisconsin companies with the complex import process. 11:30 a.m. – 1:00 p.m. CDT. WTA Members – No charge; Non-members - \$25. For information & registration, please see: http://web.mmac.org/events/World-Trade-Association-Webinar-Import-Clearance-Process-1603/details?utm_source=WTA+Global+Pulse+9.25.2017&utm_campaign=WTA+Newsletter&utm_medium=email.
- Jan. 18 **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., Hampton Inn & Suites Cedar Rapids, 1130 Park Place NE, Cedar Rapids, IA. Fee: \$150. For information & registration, please see: <https://www.regonline.com/registration/Checkin.aspx?EventId=2032777>.
- Feb. 2 **COMPLIANCE ROUNDTABLE.** Quarterly meeting, sponsored by the Metropolitan Milwaukee Association of Commerce's World Trade Association, provides a forum for international business professionals to share best practices on compliance topics ranging from logistics & shipping, legal & financial and ultimately, the consequences on being non-compliant. 7:30 – 9:30 a.m., Rockwell Automation Inc., 1201 South 2nd Street, Milwaukee, WI. WTA Members - \$20-; Non-members - \$35. For information & registration, please see: http://web.mmac.org/events/World-Trade-Associations-Quarterly-Compliance-Roundtable-1614/details?utm_source=WTA+Global+Pulse+8.31.2017&utm_campaign=WTA+Newsletter&utm_medium=email.
- Feb. 5 - 9 **AEROSPACE EXECUTIVE SERVICE, SINGAPORE AIRSHOW 2018.** The U.S. Department of Commerce, International Trade Administration is organizing a non-Executive led Aerospace Executive Service Trade Mission (AESTM) to Singapore in conjunction with the Singapore Airshow 2018 (<http://www.singaporeairshow.com>). The AESTM will include representatives from a variety of U.S. aerospace-industry manufacturers and service providers. The mission participants will be introduced to international agents, distributors and end-users whose capabilities are targeted to each participant's needs. Mission participants will also be briefed by key local industry leaders who can advise on local market conditions and opportunities. For information & an application, please see: http://2016.export.gov/eac/show_detail_trade_events.asp?EventID=37939&InputType=EVENT.
- 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 - 9 **SMART GRID & ENERGY STORAGE TRADE MISSION [INDIA].** Executive-led mission organized by 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>.
- Sept. 19 - ***OIL AND GAS TRADE MISSION TO BRAZIL***. Organized by the U.S. Department of Commerce,
21 International Trade Administration, this mission offers a timely and cost-effective means for U.S. firms to engage with key stakeholders and to enter the promising Brazilian oil and gas market for oil and gas equipment, technology, and services. The delegation will be comprised of 10 – 15 U.S. firms representing a cross-section of U.S. oil and gas segments that have developed products and services for subsea (deep water) and onshore, oil and gas exploration and production. U.S. oil and gas operators and representatives of U.S. oil and gas trade associations may also apply to be part of the mission. For information & an application, please see:
http://2016.export.gov/eac/show_detail_trade_events.asp?EventID=37815&InputType=EVENT.

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.