

# ILLINOIS INTERNATIONAL BUSINESS CALENDAR

January 8, 2018

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

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

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

## FEATURED ITA/GC PROGRAM

Jan. 17 **GLOBAL TRADE OUTLOOK 2018.** Eighteenth Annual luncheon program sponsored by the International Trade Association of Greater Chicago with the Illinois District Export Council and the Illinois Manufacturers' Association. Presentation by **Derek Gianino**, Director of International Policy, U.S. Chamber of Commerce. Nearly one year into the Trump Administration, there remains tremendous uncertainty about the future of U.S. trade policy around the world. From NAFTA to the U.S.'s many other multi-lateral and bi-lateral trade relationships, the future of U.S. trade policy and leadership is in doubt. Now, on the eve of the Sixth Round of NAFTA Negotiations (January 23-28 in Montreal), seems to be an appropriate time to take a deep breath and look ahead at the future of global trade for 2018. 11:45 a.m. – 2:00 p.m., Carlucci Rosemont, 6111 North River Road, Rosemont, IL. Members of sponsoring organizations - \$50; Non-members - \$75. For information & registration, please see: [http://calendar.itagc.org/docs/ITAGC\\_Calendar\\_9813.pdf](http://calendar.itagc.org/docs/ITAGC_Calendar_9813.pdf).

### Of Note:

**November 2017 Trade Statistics Now Available:** USA Trade Online (<https://usatrade.census.gov>), is the official source of U.S. merchandise trade data from the U.S. Census Bureau. The next update will be February 6, 2018.

**Goldman Sachs Thinks U.S. Will Ditch NAFTA, Sinking the Peso and Loonie:** Writing in *MarketWatch*, Anneken Tappe reports Goldman Sachs analysts expect the U.S. to announce its intention to pull out of the North American Free Trade Agreement with Canada and Mexico, a move with the potential to throw the Mexican peso and Canadian dollar for a loop. An announcement is likely in the next few months, wrote Goldman economists Michael Cahill, Karen Reichgott and Mark Ozerov in a note on December 6. They expect the move because some U.S. demands are still no-gos for its trade partners, and common ground appears scarce. For currencies, this would spell volatility and likely make U.S. exports more expensive.

**U.S.-Korea Trade Talks to Begin January 5:** The U.S. and South Korea will hold their first talks on updating their bilateral free trade agreement January 5 in Washington, D.C., and could hold subsequent rounds every three to four weeks, reports *Sandler, Travis & Rosenberg Trade Report*. Korea's trade ministry said earlier this month that the domestic procedures necessary to consider amending the KORUS agreement, including consultations with lawmakers and stakeholders, have been completed. Trump administration officials have said they want to resolve outstanding issues with respect to KORUS implementation and secure revisions that will lead to fair, reciprocal trade. Korean officials have said that while the agreement could be strengthened they see no need for substantial revisions because it has generated mutually beneficial outcomes in terms of trade, investment, and employment.

## **United States Becomes First Economy to Offer Asia-Pacific Economic Cooperation Privacy Trustmark to**

**Data Processors:** The United States is the first Asia-Pacific Economic Cooperation (APEC) economy to join the APEC Privacy Recognition for Processors (PRP) System, which offers a trustmark certification to personal information processors in the region. By improving transparency and trust in contracting relationships, PRP certification allows your business to showcase its commitment to consumer privacy protections, and facilitate partnerships with multinational companies in the digital economy. For additional information, including how to qualify, please go [here](#).

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- Jan. 8 ***BASIC EXPORT DOCUMENTATION***. Webinar, sponsored by the World Trade Research Institute, will give you a good overview of the most commonly used documents in international trade. 10:00 – 11:00 a.m. CST. Fee: \$55. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07eezd1f8x7eee8112&oseq=&c=&ch=>.
- Jan. 9 ***2018 ECONOMIC FORECAST: A GLOBAL PERSPECTIVE***. Luncheon program sponsored by the Madison International Trade Association. Presentations by **Michael Gregory**, Deputy Chief Economist & Head of U.S. Economics, BMO Capital Markets, who will give his perspective of the US economy and growth opportunities, and **Antonio Mello**, Academic Director, Nicholas Center for Corporate Finance and Investment Banking, who will share his perspective on corporate finance and international trade trends in 2018. 10:30 a.m. – 2:00 p.m., Fluno Center, 601 University Avenue, Madison, WI. MITA Members - \$45 (by December 30; \$55 thereafter); Non-members (\$60 (by December 30; \$70 thereafter). For information & registration, please see: <http://mitatrade.org/events/>.
- 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. 9 ***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 **Brad Burgess** who will address “The Science of Achievement: Simple Strategies You Can Start Today.” 5:30 – 8:00 p.m., Porter Kitchen & Deck, 150 North Riverside Plaza, Chicago. No charge; cash bar. For information & registration, please see: [https://www.evite.com/event/01262M6QIMTYVQU6CEPH4NVK7U4C3Y/rsvp?utm\\_campaign=send\\_sharable\\_link&utm\\_medium=sharable\\_invite&utm\\_source=NA](https://www.evite.com/event/01262M6QIMTYVQU6CEPH4NVK7U4C3Y/rsvp?utm_campaign=send_sharable_link&utm_medium=sharable_invite&utm_source=NA).
- Jan. 10 ***LAUREL DELANEY’S GLOBAL TRADE TRENDS REPORT 2018***. Webinar sponsored by Women Entrepreneurs GROW Global (WEGG). Presentation by **Laurel Delaney**, President, WEGG, and President, GlobeTrade.com, who will provide attendees with an in-depth look at: artificial intelligence; quantum computing; AR and VR; new e-commerce email methods; wearables and micro learning. 11:00 a.m. – 12:00 p.m. CST. No charge; advance registration required. For information & registration, please see: <https://register.gotowebinar.com/register/1940601026277957634>.
- Jan. 10 ***VULNERABILITIES AND INEFFICIENCIES IN THE GLOBAL SUPPLY CHAIN AND ITS SECURITY PRACTICES***. Webinar, sponsored by The World Academy and Sealock Security Systems, features **Ray Fernandez**, Vice President, Sealock Security Systems, Inc. 12:00 – 1:00 p.m. CST. Fee: \$95. For information & registration, please see: <https://www.theworldacademy.com/webinar-security-practices>.

- Jan. 10 ***REVIVING YOUR COMPLIANCE CHECKLIST TO MEET CBP'S 2018 PRIORITIES.*** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will examine CBP's transformative actions and provide a checklist to guide your company in 2018. 1:00 – 2:00 p.m. CST. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/events-Reviving-Compliance-Checklist-CBP-011018.html>.
- Jan. 11 ***OPERATING IN U.S. FOREIGN TRADE ZONES.*** Webinar, sponsored by the World Trade Research Institute, will cover the basics including how FTZs work, and the benefits and rules for operating in an FTZ, helping your company evaluate the opportunity. 10:00 – 11:00 a.m. CST. Fee: \$55. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07eezd9y2k7d253488&oseq=&c=&ch=>.
- Jan. 11 ***EXPORT COMPETITIVELY AND INCREASE YOUR SALES WITH GOVERNMENT SUPPORT.*** Webinar, sponsored by the U.S. Census Bureau and the Export-Import Bank of the U.S., will discuss how to take the worry out of exporting and grow the international sales of U.S. based businesses with a special focus on the three benefits of EXIM's export credit insurance. 1:00 – 2:00 p.m. CST. No charge; advance registration required. For information & registration, please click [here](#).
- Jan. 16 ***CROSS-CULTURAL COMMUNICATION IN GLOBAL BUSINESS 2.0.*** Program/webinar sponsored by Global Chamber. Presentations by: **Valérie Berset-Price**, President and Founder, Professional Passport; **Jill Kushner Bishop**, CEO, Multilingual Connections; **Miguel A. Trejo**, Co-Founder, Total Talent, Inc. 8:30 – 10:30 a.m., 847 Chicago Avenue, Suite 250, Evanston, IL. GC Members – No charge; Non-members - \$30. For information & registration, please see: <https://members.globalchamber.org/events/cross-cultural-communication-in-global-business-20>.
- Jan. 16 ***NAVIGATING CANADA'S OFFSETS IN THE DEFENSE SECTOR.*** Webinar, sponsored by the U.S. Commercial Service, will cover: Canada's offset policies applicable to defense and security procurements; Industry tips to help you ensure access to the defense supply chain through direct and indirect transactions; Transactional target areas that can enhance your offer with Canadian prime contractor and Tier suppliers. 1:00 p.m. CST. Fee: \$25. For information & registration, please see: [https://2016.export.gov/eac/show\\_detail\\_trade\\_events.asp?EventID=38046&InputType=EVENT](https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=38046&InputType=EVENT).
- Jan. 16 ***CUSTOMS ENFORCEMENT UNDER TRUMP, YEAR TWO: EXERCISING REASONABLE CARE, PERFORMING POST-ENTRY REVIEWS, AND FILING PRIOR DISCLOSURES.*** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will present: status of enforcement efforts; what to do when you discover a potential error; what to do when you receive a CF 28 or CF 29; issues regarding prior disclosures. 1:00 – 2:00 p.m. CST. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/events-Customs-Enforcement-Under-Trump-011618.html>.
- Jan. 16 ***ANTIDUMPING 101.*** Webinar, sponsored by the World Trade Research Institute, will describe the basic concepts and procedures of antidumping cases to help you know what to expect in antidumping investigations. 2:00 – 3:00 p.m. CST. Fee: \$55. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07eezd9y3b4f535ee6&oseq=&c=&ch=>.
- Jan. 17 ***EXPORT CONTROLS & COMPLIANCE.*** Webinar, sponsored by the World Trade Research Institute, will cover U.S. export controls including Export Administration Regulations, ITAR, and Trade Sanctions. 10:00 – 11:00 a.m. CST. Fee: \$55. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07eezd9y4raa3c9f89&oseq=&c=&ch=>.
- 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. CST. WTA Members – No charge; Non-members - \$25. For information & registration, please see: <https://mmacwiassoc.wliinc28.com/events/Webinar-Import-Clearance-Process-1603/details>.

- Jan. 17 ***GLOBAL TRADE OUTLOOK 2018.*** Eighteenth Annual luncheon program sponsored by the International Trade Association of Greater Chicago with the Illinois District Export Council and the Illinois Manufacturers' Association. Presentation by **Derek Gianino**, Director of International Policy, U.S. Chamber of Commerce. Nearly one year into the Trump Administration, there remains tremendous uncertainty about the future of U.S. trade policy around the world. From NAFTA to the U.S.'s many other multi-lateral and bi-lateral trade relationships, the future of U.S. trade policy and leadership is in doubt. Now, on the eve of the Sixth Round of NAFTA Negotiations (January 23-28 in Montreal), seems to be an appropriate time to take a deep breath and look ahead at the future of global trade for 2018. 11:45 a.m. – 2:00 p.m., Carlucci Rosemont, 6111 North River Road, Rosemont, IL. Members of sponsoring organizations - \$50; Non-members - \$75. For information & registration, please see: [http://calendar.itagc.org/docs/ITAGC\\_Calendar\\_9813.pdf](http://calendar.itagc.org/docs/ITAGC_Calendar_9813.pdf).
- 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>.
- Jan. 18 ***WORLD TRADE ORGANIZATION AGREEMENT ON TRADE IN CIVIL AIRCRAFT.*** Webinar, sponsored by the U.S. Commercial Service Aerospace Team, will feature two speakers explaining the WTO Agreement: **Fred Elliott**, International Trade Specialist, Aerospace Team, U.S. Department of Commerce, will focus on the market opening provisions of the agreement for U.S. exporters; **Christian Klein**, Executive Vice President, Aeronautical Repair Station Association, will focus on the mechanics of importing aircraft parts duty free into the United States, such as by MRO shops. 1:00 p.m. CST. Fee: \$25. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=8QB6>.
- Jan. 18 ***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. CST. Fee: \$50. For information & registration, please see: <https://www.strtrade.com/events-Update-Webinar-011817.html>.
- Jan. 19 ***BUSINESS ASPECTS RESULTING FROM THE CHINA-PAKISTAN ECONOMIC CORRIDOR.*** Program sponsored by the Central Asian Productivity Research Center and Trade Development and Marketing Office, Consulate General of Pakistan. Presentation by The Honorable **Faisal Tirmizi**, Consul General of Pakistan, who will focus on China's \$43 trillion "One Belt One Road" program targeted for port, railroad, highway, power stations., and other infrastructure projects in seven different regions. 10:30 a.m., Consulate General of Pakistan, 333 North Michigan Avenue, Suite 728, Chicago. No charge; advance registration required. For information & registration, please e-mail: [lepinske@sbcbglobal.net](mailto:lepinske@sbcbglobal.net).
- Jan. 21 ***WIN CONTRACTS AT THE WORLD BANK.*** Webinar, sponsored by the World Trade Research Institute, will show you how to find out about World Bank development projects and how your company can win contracts at the World Bank with the help of the U.S. Department of Commerce. 10:00 – 11:00 a.m. CST. Fee: \$55. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07eezd9y736b8adbb1&oseq=&c=&ch=>.
- Jan. 22 ***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. CST. Fee: \$545 (by December 22; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/tariff-classification>.



- Jan. 22 **AUSTRALIA AND NEW ZEALAND'S MEDICAL DEVICE MARKET.** Webinar, sponsored by the U.S. Commercial Service, will describe market opportunities for both Australia and New Zealand; participants will also learn about the Healthcare Executive Service group travel opportunity, April 30 – May 3. For information & registration, please see: [https://2016.export.gov/eac/show\\_detail\\_trade\\_events.asp?EventID=38266&InputType=EVENT](https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=38266&InputType=EVENT).
- Jan. 23 **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. CST. Fee: \$545 (by December 23; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/nafta>.
- Jan. 23 **IMMIGRATION ISSUES AFFECTING MULTINATIONAL EMPLOYERS.** Program, sponsored by the Chicagoland Chamber of Commerce, will address: Impact on your business caused by the shifts in global sentiment; Movement of talent globally - How to efficiently transfer talent in the context of the disruption; Mobility systems and programs to manage risk, tools to use to optimize decision making; Inbound and outbound immigration policy. 8:30 – 11:30 a.m., Barnes & Thornburg, LLP, One North Wacker Drive, Suite 4400, Chicago. CCC Members - \$35; Non-members - \$70. For information & registration, please see: <https://www.chicagolandchamber.org/Events/EventDetails.aspx?MeetingId={EDC9F85D-34CE-E711-B10A-0050569142AF}>.
- Jan. 24 **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. CST. Fee: \$545 (by December 24; \$595 thereafter). For information & registration, please see: [www.globaltrainingcenter.com/webinars/import-documentation](http://www.globaltrainingcenter.com/webinars/import-documentation).
- Jan. 24 **EXPORT CONTROL RECORDKEEPING AND COMPLIANCE AUTOMATION.** Webinar, sponsored by the Export Compliance Training Institute, will address the new BIS guidelines as well as other critically important topics relating to Export Compliance Officers and their legal resources. 12:00 – 1:30 p.m. CST. Fee: \$195. For information & registration, please see: <http://www.learnexportcompliance.com/Webinars/Export-Control-Recordkeeping-and-Compliance-Automa.aspx>.
- Jan. 24 **CBP ENFORCEMENT OF IMPORT BAN ON FORCED LABOR GOODS.** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will discuss forced labor and related issues as they pertain to U.S. importers and exporters. 1:00 – 2:00 p.m. CST. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/events-CBP-Enforcement-Import-Ban-Forced-Labor-Goods-012418.html>.
- Jan. 25 **ANTI-DUMPING & COUNTERVAILING DUTIES – ACE REPORTING.** Program sponsored by the Midwest Global Trade Association. Presentations by **George W. Thompson**, International Trade Attorney, Thompson & Associates, PLLC, and **Deb Boie**, Customs Compliance Manager, LCHB, CCS, CH Robinson Company. 7:30 a.m. – 4:00 p.m., Smiths Medical, 6000 Nathan Lane North, Plymouth, MN. MGTA Members - \$120; Non-members - \$150. For information & registration, please see: [http://www.mgta.org/event/antidumping\\_2018seminar](http://www.mgta.org/event/antidumping_2018seminar).

- Jan. 25 **2018 IMA TRADE SYMPOSIUM.** Event sponsored by the Illinois Manufacturers' Association and BKD, LLP. Speakers will address the following topics: *Latest News on NAFTA Renegotiations; Brexit & the Impact on U.S. Manufacturers; Successfully Exporting to Asia; The Status and Use of the Interest Charged-Domestic International Sales Corp (IC-DISC)*. 8:00 – 10:30 a.m., Naperville Marriott Hotel, 1801 North Naper Boulevard, Naperville, IL. IMA Members - \$65; Non-members - \$85. For information & registration, please see: <http://events.r20.constantcontact.com/register/event?llr=6g467ccab&oeidk=a07eelnuplm90caf6ee>.
- Jan. 25 **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. CST. Fee: \$545 (by December 25; \$595 thereafter). For information & registration, please see: [www.globaltrainingcenter.com/webinars/import-audit](http://www.globaltrainingcenter.com/webinars/import-audit).
- Jan. 25 **DUTIES AND TAXES: THE FULL LANDED COST.** Webinar, sponsored by the World Trade Research Institute, will help you know what prices you can charge in different markets and help you target certain markets where you can be more price competitive. 10:00 – 11:00 a.m. CST. Fee: \$55. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07eezd9y9x6e4e64c1&oseq=&c=&ch=>.
- Jan. 25 **BULLETPROOFING YOUR FIRST SALE PROGRAM AGAINST CBP'S INCREASED ENFORCEMENT.** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will help importers utilizing first sale determine whether their operations could withstand a CBP review. 1:00 – 2:00 p.m. CST. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/events-First-Sale-Webinar-012518.html>.
- Jan. 25 **8TH ANNUAL WINTER NETWORKING RECEPTION WITH CITCA.** Event sponsored by the Chicagoland Chamber of Commerce in collaboration with the Chicago International Trade Commissioners' Association. 5:00 – 7:30 p.m., Plante & Moran, PLLC, 225 West Washington Street, Suite 2700, Chicago. CCC Members - \$35; Non-members - \$70. For information & registration, please see: [https://www.chicagolandchamber.org/Events/EventDetails.aspx?MeetingId=%7B2418236D-8EC9-E711-AC23-0050569142AF%7D&utm\\_source=email&utm\\_medium=email&utm\\_campaign=CITCAwinter](https://www.chicagolandchamber.org/Events/EventDetails.aspx?MeetingId=%7B2418236D-8EC9-E711-AC23-0050569142AF%7D&utm_source=email&utm_medium=email&utm_campaign=CITCAwinter).
- Jan. 27 **2018 DOWN UNDER SOIRÉE CELEBRATING AUSTRALIA DAY & WAITANGI DAY.** Event sponsored by the Australia New Zealand American Chamber of Commerce. The evening will begin with a cocktail reception followed by a seated dinner and live performance by special guests, New Zealand's **Marla Kavanaugh** & America's Beloved Tenor, **Daniel Rodriguez**. It will also include the Australia-US Midwest Awards for Outstanding Achievement, a raffle draw benefiting Heartland Alliance, business networking, a themed photo booth, DJ, and dancing. 7:00 p.m. – 12:00 a.m., LondonHouse Chicago | Curio Collection by Hilton, 85 East Wacker Drive, 3rd Floor, Chicago. ANZACC Members - \$175; Non-members - \$200. For information & registration, please see: <http://shindigg.com/Event/m6qaP3Ia>.
- Jan. 30 **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. CST. Fee: \$545 (by December 30; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/export-documentation>.

- Jan. 30 **SETTING UP YOUR BUSINESS ABROAD.** Webinar sponsored by Global Chamber. Presentations by: **Jordan Friedman**, Owner, JF Global CPA; **Steve Daas**, Chief Operating Officer, Global Tax Network; **Mary Holland**, Global Director, Global Payroll Management Institute; **Doris Nagel**, CEO, Globalcity Services; **Mike Patterson**, Shareholder, Polsinelli. 9:00 – 10:30 a.m. CST. GC Members – No charge; Non-members - \$30. For information & registration, please see: <https://members.globalchamber.org/events/setting-your-business-abroad>.
- Jan. 30 **FOREIGN-TRADE ZONES AND BONDED WAREHOUSES.** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will explore the uses of both FTZs and bonded warehouses, how to set them up and operate them, and how to determine their practicality and effectiveness for your business. 1:00 – 2:00 p.m. CST. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/events-FTZ-Bonded-Warehouses-013018.html>.
- Jan. 31 **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. CST. Fee: \$545 (by December 31; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/international-logistics>.
- Jan. 31 **FUNDAMENTALS OF US REEXPORT CONTROLS.** Webinar, sponsored by the Export Compliance Training Institute, will answer these essential reexport questions: *Which non-US transactions are subject to the ITAR or EAR?; How does the ITAR control reexports and retransfers?; What is EAR de minimis and how do I calculate it?; Which entities are subject to additional restrictions because of their ties to the US?; When does a reexport require a license?; Who may apply for a license?; How do I apply for a license?; How have recent ECR changes impacted the US rules?* 12:00 – 1:30 p.m. CST. Fee: \$195. For information & registration, please see: <http://www.learnexportcompliance.com/Webinars/Fundamentals-of-US-Reexport-Controls.aspx>.
- Jan. 31 **ACE RECONCILIATION AND DRAWBACK UPDATE: ARE YOU READY FOR UPCOMING CHANGES?** Webinar sponsored by Livingston International. Presentations by **Sheila Harris**, Senior Consultant, Drawback and **Cheryl Dolinski**, Senior Consultant, Drawback, Livingston International. 12:00 – 1:00 p.m. CST. No charge; advance registration required. For information & registration, please see: <http://www.livingstonintl.com/webinar/ace-reconciliation-drawback-update-ready-upcoming-changes/>.
- Jan. 31 **ANTIDUMPING 101: MINIMIZING RISK, MAXIMIZING COMPLIANCE.** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will show you how to prepare for potential AD threats, protect your bottom line and effectively manage the compliance risks resulting from AD duties and sourcing difficulties. 1:00 – 2:30 p.m. CST. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/events-Antidumping-Countervailing-Duties-International-Trade-112817.html>.
- Feb. 1 **AEROSPACE MEETINGS BRAZIL (AMB) 2018.** Webinar, sponsored by the U.S. Commercial Service, will describe how AMB (June 19-21) will benefit your company. Speakers include: Embraer – Supply Chain Strategy Team; **Alain Ngoie**, BCI Aerospace; U.S. Commercial Service Aerospace Team; Brazilian Aerospace Industry Expert. 10:00 a.m. CST. NO charge; advance registration required. For information & registration, please see: [https://2016.export.gov/eac/show\\_detail\\_trade\\_events.asp?EventID=38236&InputType=EVENT](https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=38236&InputType=EVENT).
- 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](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 - ***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](http://2016.export.gov/eac/show_detail_trade_events.asp?EventID=37939&InputType=EVENT).
- Feb. 7 ***ESTABLISHING YOUR BRAND IN THE U.S. MARKET, FROM BUILDING A MARKETING STRATEGY TO PLANNING YOUR DISTRIBUTION CHANNELS***. First in a series of four Small Business & Entrepreneurs workshops sponsored by the French-American Chamber of Commerce Chicago. The workshop is designed for participants to openly discuss challenges, questions, strategies, and to exchange critical knowledge, experiences and cultural perspectives in a non-judgmental environment. 8:30 – 11:30 a.m., 205 North Michigan Avenue, 37th Floor, Chicago. FACC Members - \$45 for single workshop or \$160 for the series; Non-members - \$59 for single workshop or \$210 for the series. For information & registration, please see: <http://www.facc-chicago.com/events/small-business-entrepreneurs>.
- Feb. 7 ***OPPORTUNITIES FOR AGRICULTURAL TECHNOLOGIES IN THE INDIAN MARKET***. Webinar, sponsored by the U.S. Commercial Service, will describe business opportunities and best prospect sub sectors in the agribusiness sector in India as precision farming, big data, and sustainable agriculture are transforming the sector. 9:00 – 10:00 a.m. CST. Fee: \$25. For information & registration, please see: [https://2016.export.gov/eac/show\\_detail\\_trade\\_events.asp?EventID=38292&InputType=EVENT](https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=38292&InputType=EVENT).
- Feb. 7 ***HOW TO AVOID COSTS AND DELAYS FROM FDA IMPORT ALERTS***. Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will review top-level strategies for avoiding being put on an import alert and seeking removal from an import alert. 1:00 – 1:30 p.m. CST. No charge; advance registration required. For information & registration, please see: <https://www.strtrade.com/events-Avoid-Costs-Delays-FDA-Import-Alerts-020718.html>.
- Feb. 8 ***ENTERING CHINA VIA E-COMMERCE: 101 FOR THE COSMETICS & PERSONAL CARE INDUSTRY***. Webinar, sponsored by the U.S. Commercial Service, will provide the opportunity to gain rapid insight into the Chinese market, via overview of the latest trends and leading e-commerce platforms in China's cosmetics market and strategies for market entry. 5:00 p.m. CST. Fee: \$25. For information & registration, please see: [https://2016.export.gov/eac/show\\_detail\\_trade\\_events.asp?EventID=38337&InputType=EVENT](https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=38337&InputType=EVENT).
- Feb. 9 ***INTERNATIONAL TRAFFIC IN ARMS REGULATIONS (ITAR)***. Webinar sponsored by the Global Training Center. Topics include: *ITAR and USML (U.S. Munitions List); Registration with the State Department; ITAR Technical Data Controls; ITAR Licenses; Compliance and Enforcement; Transition of Hardware and Technical Data from the USML to the Export Administration Regulations (EAR); Regulation of Brokering Activities*. 9:00 a.m. – 12:30 p.m. CST. Fee: \$345. For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/specialty/itar>.
- Feb. 13 ***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 Hotel Chicago – Schaumburg, 800 National Parkway, Schaumburg, IL. Fee: \$545 (by January 13; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/chicago-il-international-trade-seminars>.



- Feb. 13 **TRENDS, TIPS, AND HOT TOPICS FOR TRADE COMPLIANCE IN 2018 – ASK THE EXPERTS.** Two-part program sponsored by the Madison International Trade Association. **Part 1:** The lunch program will feature experts who will provide their views and answer your questions on a variety of trade compliance issues, including the challenges of enforcing export controls, trade compliance policies, import and export compliance, global export regimes, and much more. 11:30 a.m. – 2:00 p.m. MITA Members - \$35 (by February 6; \$45 thereafter); Non-members - \$50 (by February 6; \$60 thereafter). **Part 2:** The afternoon program will provide compliance managers, employees involved in trade compliance (such as supply chain management, logistics/transportation, and sales), as well as anyone who wants to know more about trade compliance a deeper dive into selected topics, including implementation and best practices. 2:15 – 4:30 p.m. (Reception follows), Fluno Center, 601 University Avenue, Madison, WI. Parts 1 & 2: MITA Members - \$99; Non-members - \$119. For information & registration, please see: <http://mitatrade.org/events/details/trends-tips-and-hot-topics-for-trade-compliance-in-2018-ask-the-experts>.
- 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>.
- Feb. 14 **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 Hotel Chicago – Schaumburg, 800 National Parkway, Schaumburg, IL. Fee: \$545 (by January 14; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/chicago-il-international-trade-seminars>.
- Feb. 15 **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 Hotel Chicago – Schaumburg, 800 National Parkway, Schaumburg, IL. Fee: \$545 (by January 15; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/chicago-il-international-trade-seminars>.
- Feb. 16 **INCOTERMS® 2010 RULES.** Seminar sponsored by the Global Training Center. Topics include: *Introduction; Domestic Terms of Sale for Domestic Transactions in the United States; Incoterms® 2010 Product Transportation and Risk of Loss; Exercises.* 8:30 a.m. – 12:00 p.m., DoubleTree by Hilton Hotel Chicago – Schaumburg, 800 National Parkway, Schaumburg, IL. Fee: \$345 (by January 16; \$395 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/chicago-il-international-trade-seminars>.
- Feb. 16 **INCOTERMS® STRATEGIES.** Seminar sponsored by the Global Training Center. Topics include: *Introduction; What Are Incoterms® Rules?; Theoretical Overview; Applications of Incoterms® Rules: Part 1; Applications of Incoterms® Rules: Part 2; Negotiating Strategies and Tactics; Critical Points in the Transfer of Costs, Risks and Possession; Case Studies.* 1:00 – 4:30 p.m., DoubleTree by Hilton Hotel Chicago – Schaumburg, 800 National Parkway, Schaumburg, IL. Fee: \$345 (by January 16; \$395 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/chicago-il-international-trade-seminars>.

- Feb. 21 **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. CST. Fee: \$345 (by January 21; \$395 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/incoterms-rules#agenda>.
- Feb. 21 **CYBER SECURITY OPPORTUNITIES IN EUROPE.** Webinar, sponsored by the U.S. Commercial Service, will address: industry drivers; trends; key players; and the EU General Data Protection Regulation. 10:00 – 11:30 a.m. CST. Fee: \$25. For information & registration, please see: [https://2016.export.gov/eac/show\\_detail\\_trade\\_events.asp?EventID=38296&InputType=EVENT](https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=38296&InputType=EVENT).
- Feb. 22 **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. CST. Fee: \$345 (by January 22; \$395 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/export-to-mexico-documentation-procedures>.
- Feb. 23 **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. CST. Fee: \$345 (by January 23; \$395 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/export-to-canada>.
- Feb. 26 **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 Hotel Chicago – Schaumburg, 800 National Parkway, Schaumburg, IL. Fee: \$545 (by January 26; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/chicago-il-international-trade-seminars>.
- Feb. 26 **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 January 26; \$395 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/incoterms-strategies>.
- Feb. 27 **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 Hotel Chicago – Schaumburg, 800 National Parkway, Schaumburg, IL. Fee: \$545 (by January 27; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/chicago-il-international-trade-seminars>.
- Feb. 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. CST. Fee: \$345 (by January 27; \$395 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/preparing-for-c-tpat#agenda>.

- Feb. 28 ***THE IMPORTANCE OF SALES TERMS – INCOTERMS®***. Forum sponsored by the South Dakota International Trade Center. Presentation by **Roy Becker** who will provide an in-depth examination of Incoterms®. 8:00 a.m. – 12:45 p.m. (includes networking lunch), University Center, Avera Hall, 4801 North Career Avenue, Sioux Falls, SD. Fee: \$125 (onsite); \$100 (webinar). For information & registration, please see: <https://www.eventbrite.com/e/in-depth-studies-of-incoterms-and-letters-of-credit-tickets-41029941660>.
- Feb. 28 ***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 Hotel Chicago – Schaumburg, 800 National Parkway, Schaumburg, IL. Fee: \$545 (by January 28; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/chicago-il-international-trade-seminars>.
- Feb. 28 ***LETTERS OF CREDIT – A VERY VIABLE PAYMENT TERM***. Forum sponsored by the South Dakota International Trade Center. Presentation by **Laura Pedersen** who will provide an in-depth examination of Letters of Credit. 12:45 – 4:00 p.m., University Center, Avera Hall, 4801 North Career Avenue, Sioux Falls, SD. Fee: \$125 (onsite); \$100 (webinar). For information & registration, please see: <https://www.eventbrite.com/e/in-depth-studies-of-incoterms-and-letters-of-credit-tickets-41029941660>.
- Mar. 1 ***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 Hotel Chicago – Schaumburg, 800 National Parkway, Schaumburg, IL. Fee: \$545 (by February 1; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/chicago-il-international-trade-seminars>.
- 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](http://2016.export.gov/eac/show_detail_trade_events.asp?EventID=37672&InputType=EVENT).
- Mar. 6 ***LEGAL ASPECTS OF DOING BUSINESS IN CANADA***. Webinar, sponsored by the U.S. Commercial Service, will cover issues such as import laws, advertising practices, labeling of goods, e-commerce legislation and more. 12:00 – 1:00 p.m. CST. Fee: \$25. For information & registration, please see: [https://2016.export.gov/eac/show\\_detail\\_trade\\_events.asp?EventID=38051&InputType=EVENT](https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=38051&InputType=EVENT).
- Mar. 7 ***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. CST. Fee: \$545 (by February 7; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/export-documentation>.

- Mar. 8 **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. CST. Fee: \$545 (by February 8; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/letters-of-credit>.
- Mar. 9 **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. CST. Fee: \$545 (by April 9; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/international-logistics>.
- 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>.
- Mar. 13 **CANADA'S NON-RESIDENT IMPORTER PROGRAM.** Webinar, sponsored by the U.S. Commercial Service, will provide an overview of the NRI program, the benefits it provides to U.S. exporters and the process for registering. 12:00 – 1:00 p.m. CDT. Fee: \$25. For information & registration, please see: [https://2016.export.gov/eac/show\\_detail\\_trade\\_events.asp?EventID=38052&InputType=EVENT](https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=38052&InputType=EVENT).
- Mar. 20 **SENDING TEMPORARY WORKERS TO CANADA.** Webinar, sponsored by the U.S. Commercial Service, will assist U.S. companies in identifying the process for sending temporary workers to Canada to perform after-sales work, business development and other tasks. 12:00 – 1:00 p.m. CDT. Fee: \$25. For information & registration, please see: [https://2016.export.gov/eac/show\\_detail\\_trade\\_events.asp?EventID=38053&InputType=EVENT](https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=38053&InputType=EVENT).
- 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>.
- Apr. 11 **ESSENTIAL LEGAL CONSIDERATIONS, EXPLORING INTERNATIONAL CONTRACTS AND LIABILITY.** Second in a series of four Small Business & Entrepreneurs workshops sponsored by the French-American Chamber of Commerce Chicago. The workshop is designed for participants to openly discuss challenges, questions, strategies, and to exchange critical knowledge, experiences and cultural perspectives in a non-judgmental environment. 8:30 – 11:30 a.m., 205 North Michigan Avenue, 37th Floor, Chicago. FACC Members - \$45 for single workshop or \$160 for the series; Non-members - \$59 for single workshop or \$210 for the series. For information & registration, please see: <http://www.facc-chicago.com/events/small-business-entrepreneurs>.



- Apr. 16 **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 March 16; \$595 thereafter). For information & registration, please see: [www.globaltrainingcenter.com/webinars/import-documentation](http://www.globaltrainingcenter.com/webinars/import-documentation).
- Apr. 17 **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 March 17; \$595 thereafter). For information & registration, please see: [www.globaltrainingcenter.com/webinars/import-audit](http://www.globaltrainingcenter.com/webinars/import-audit).
- Apr. 18 **U.S. OCEAN TECHNOLOGIES AND INNOVATION SHOWCASE.** Virtual event sponsored by the U.S. Commercial Service in Canada. U.S. firms operating in the marine, oceans, security and defense sectors are invited to exhibit in the Showcase. This virtual event will allow a maximum of six U.S. small and medium size firms to introduce their technology and solutions, via digital video conference, to a targeted audience comprised of industry, academia, science and research, government, and multiplier organizations across Canada. Fee: \$415. To register your interest in exhibiting, please contact [luz.betancur@trade.gov](mailto:luz.betancur@trade.gov) by **February 28**.
- Apr. 23 - **CENTRAL EUROPE EDUCATION TRADE MISSION.** The U.S. Commercial Service at the U.S. Embassies in the Czech Republic, Poland, and Austria, in cooperation with EducationUSA and the Fulbright Commission, are organizing educational fairs and partnership development opportunities in their respective countries from April 23 to April 27, 2018. Representatives of appropriately accredited U.S. institutions of higher education, both undergraduate and graduate, are encouraged to register. The fairs will connect U.S. educational institutions with prospective students and potential institutional partners in these markets. Each stop will include embassy briefings, networking events with potential partners, and student fairs in Prague, Warsaw, and Vienna. The program in each country is coordinated so that you can easily travel and attend all three stops. For information & an application, please see: [https://2016.export.gov/eac/show\\_detail\\_trade\\_events.asp?EventID=38263&InputType=EVENT](https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=38263&InputType=EVENT).
- May 6 - **TRADE MISSION TO THE CARIBBEAN REGION.** Organized by the United States Department of 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](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>.

- May 9 **INCOTERMS® 2010 RULES.** Webinar sponsored by the Global Training Center. Topics include: *Introduction; Domestic Terms of Sale for Domestic Transactions in the United States; Incoterms® 2000 Product Transportation and Risk of Loss.* 9:00 a.m. – 12:30 p.m. CDT. Fee: \$345 (by April 9; \$395 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/incoterms-rules#agenda>.
- May 10 **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 April 10; \$395 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/export-to-canada>.
- May 11 **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 April 11; \$395 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/export-to-mexico-documentation-procedures>.
- May 14 **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., CDT. Chicago. Fee: \$345 (by April 14; \$395 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/incoterms-strategies>.
- May 18 **INTERNATIONAL TRAFFIC IN ARMS REGULATIONS (ITAR).** Webinar sponsored by the Global Training Center. Topics include: *ITAR and USML (U.S. Munitions List); Registration with the State Department; ITAR Technical Data Controls; ITAR Licenses; Compliance and Enforcement; Transition of Hardware and Technical Data from the USML to the Export Administration Regulations (EAR); Regulation of Brokering Activities.* 9:00 a.m. – 12:30 p.m. CDT. Fee: \$345. For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/specialty/itar>.
- May 19 **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 April 19; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/tariff-classification>.
- May 20 **NAFTA RULES OF ORIGIN.** Webinar sponsored by the Global Training Center. Topics include: *NAFTA—Overview; Definitions; A Closer Look at Origination; Finer Points of Origination; NAFTA and Special Sectors; The NAFTA Certificate of Origin Form; Country of Origin for Marking Purposes; NAFTA Strategies for Businesses; Appeal Procedures; Country of Origin Marking Rules; Record Keeping, Penalties, Denial of Benefits; Maquiladora Industry; Annex 401 Specific Rules of Origin; Regulatory Compliance and Enforcement; Other Free Trade Agreements.* 8:30 a.m. – 4:00 p.m. CDT. Fee: \$545 (by April 20; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/nafta>.
- May 22 **EXPORT DOCUMENTATION.** Webinar sponsored by the Global Training Center. Topics include: *Structuring Export Sales to Foreign Markets; Negotiating Your Contract and Meeting Its Terms; Incoterms® 2010, Product Transportation & Risk of Loss; Forms of Payment; Customs & Tariff Planning Considerations; Export Controls; Freight Forwarders, Packing and Transportation; Reporting the Export; Export Documentation.* 8:30 a.m. – 4:00 p.m. CDT. Fee: \$545 (by April 22; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/export-documentation>.

- May 23 **LETTERS OF CREDIT.** Webinar sponsored by the Global Training Center. Topics include: *Methods of Payment; Letters of Credit; Import Letters of Credit; Export Letters of Credit; Special Types of Letters of Credit and Trade Finance; Uniform Customs and Practice for Documentary Credits, UCP 600.* 8:30 a.m. – 4:00 p.m. CDT. Fee: \$545 (by April 23; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/letters-of-credit>.
- May 24 **INTERNATIONAL LOGISTICS.** Webinar sponsored by the Global Training Center. Topics include: *International Logistics Partners; Securing Your International Supply Chain; Ocean Bills of Lading and Common Carrier's Obligations Toward the Shipper; Ocean Transportation; Air Waybills of Lading; Air Freight Transportation; Insurance; Incoterms® 2010 Product Transportation & Risk of Loss.* 8:30 a.m. – 4:00 p.m. CDT. Fee: \$545 (by April 24; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/international-logistics>.
- May 25 **ROAD TO C-TPAT CERTIFICATION.** Webinar sponsored by the Global Training Center. Topics include: *C-TPAT Basics; Why C-TPAT?; C-TPAT Mechanics; Validations and Revalidations; C-TPAT Maintenance.* 9:00 a.m. – 12:30 p.m. CDT. Fee: \$345 (by April 25; \$395 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/preparing-for-c-tpat#agenda>.
- June 6 **DEVELOPING A FINANCIAL PLAN, FROM FINANCING YOUR FIRST STEP TO FINANCING YOUR GROWTH.** Third in a series of four Small Business & Entrepreneurs workshops sponsored by the French-American Chamber of Commerce Chicago. The workshop is designed for participants to openly discuss challenges, questions, strategies, and to exchange critical knowledge, experiences and cultural perspectives in a non-judgmental environment. 8:30 – 11:30 a.m., 205 North Michigan Avenue, 37th Floor, Chicago. FACC Members - \$45 for single workshop or \$160 for the series; Non-members - \$59 for single workshop or \$210 for the series. For information & registration, please see: <http://www.facc-chicago.com/events/small-business-entrepreneurs>.
- 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 - 21 **OIL AND GAS TRADE MISSION TO BRAZIL.** Organized by the U.S. Department of Commerce, 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](http://2016.export.gov/eac/show_detail_trade_events.asp?EventID=37815&InputType=EVENT).
- Oct. 3 **MEASURE YOUR BUSINESS SUCCESS, FROM MANAGING GROWTH TO ADJUSTING STRATEGIES.** Last in a series of four Small Business & Entrepreneurs workshops sponsored by the French-American Chamber of Commerce Chicago. The workshop is designed for participants to openly discuss challenges, questions, strategies, and to exchange critical knowledge, experiences and cultural perspectives in a non-judgmental environment. 8:30 – 11:30 a.m., 205 North Michigan Avenue, 37th Floor, Chicago. FACC Members - \$45 for single workshop or \$160 for the series; Non-members - \$59 for single workshop or \$210 for the series. For information & registration, please see: <http://www.facc-chicago.com/events/small-business-entrepreneurs>.

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## About the Sponsoring Organizations...

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

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

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

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