



ILLINOIS INTERNATIONAL BUSINESS CALENDAR

May 7, 2018

The *Illinois International Business Calendar* is published by the International Trade Association of Greater Chicago (ITA/GC). 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

- May 9 ***UNLOCKING GLOBAL OPPORTUNITIES***. Wisconsin International Trade Conference sponsored by the Metropolitan Milwaukee Association of Commerce's World Trade Association, in partnership with the: **International Trade Association of Greater Chicago**; Madison International Trade Association; Stateline International Trade Association; and others. Keynote: **Elizabeth Erin Walsh**, Assistant Secretary for Global Markets and Director General of the U.S. & Foreign Commercial Service; U.S. Department of Commerce, International Trade Administration. Roundtable discussions and panel topics include: *Business Development; Marketing; Logistics and Foreign Trade Zones; Finance/Tax; Grants and Programs; Law; Federal Tax Code Changes and Your International Business; Global E-Commerce: The Great Equalizer; Compliance; Creative Growth Strategies*. 7:30 a.m. – 3:15 p.m. (Reception follows), Wisconsin Center, 400 West Wisconsin Avenue, Milwaukee, WI. WTA & ITA/GC Members - \$195; Non-members - \$250; Students - \$80. A limited number of admissions are available at \$100 for those who have never attended the Conference. For information & registration, please see: <http://www.wisconsintradeconference.org>.
- May 9 ***NAFTA & U.S. TRADE POLICY ISSUES***. Breakfast roundtable (seventh in a series) sponsored by the U.S.-Mexico Chamber of Commerce, Mid-America Chapter, with Citibank; supported by: **Chicago Regional Growth Corporation**; Global Midwest Alliance; Illinois District Export Council; **International Trade Association of Greater Chicago**; Metro Chicago Exports; ProMéxico. Agenda includes: update of NAFTA Round 8 and ongoing negotiations in Washington; presentations on NAFTA's impact on states and industries; and China – U.S. tariff issues. 8:30 – 11:00 a.m., Citibank, 500 West Madison Street, 2nd Floor, Chicago. Members of sponsoring & supporting organizations – No charge; Non-members - \$25. For information & registration, please see: <https://www.usmccocma.org/events>.
- June 13 ***U.S. TRADE & WORKING CAPITAL CONFERENCE***. Event sponsored by Global Trade Review (GTR) with: MUFG; Standard Chartered; Mizuho; ExWorks Capital; Mizuho; BNY; and others. Institutional partners include the **International Trade Association of Greater Chicago**. The event will provide an ideal forum for U.S. companies and financial service providers to meet and discuss the next steps for U.S. trade and the evolution of the trade finance space. Speakers include fintech thought leaders, corporate treasurers, trade financiers and corporates from across the nation and beyond. Keynote speakers: **David Hightower**, President & Co-founder, The Hightower Report – *The New Normal: Trade Wars, Tariffs and Political Risk*; **Alisa DiCaprio**, Head of Research & Global Trade Strategy, R3 – *The Present and Future of Financing Trade: Cutting through the Noise*. 9:00 a.m. – 5:30 p.m. (Reception follows), Swissôtel Chicago, 323 East Upper Wacker Drive, Chicago. Fee: \$1,299 (ITA/GC members call the office for 15% discount). For information & registration, please see: <https://www.gtreview.com/events/americas/us-trade-working-capital-conference-2018/>.

Of Note:

NAFTA Talks to Resume May 7 as Lighthizer Warns Time is Short: According to the STR Trade Report, the trade ministers of the U.S., Canada, and Mexico will resume negotiations on updating NAFTA May 7 after U.S. Trade Representative Robert Lighthizer returns from trade talks in China. The three ministers met for several days straight in Washington, D.C., recently in an effort to push a revised deal forward, resulting in what Canadian Foreign Minister Chrystia Freeland called “very solid, very positive, very good progress.” Lower-level negotiators are continuing to hold discussions in the meantime. For more, please see: <https://www.strtrade.com/news-publications-NAFTA-negotiations-auto-rules-origin-050318.html>.

Steel, Aluminum Tariff Talks Enter New Phase as U.S. Grants Extra Time to EU, NAFTA Partners:

According to the International Centre for Trade and Sustainable Development, US President Donald Trump issued two presidential proclamations postponing planned tariffs on imported steel and aluminum from Canada, Mexico, and the European Union, while noting that the U.S. has reached draft deals with Argentina, Australia, and Brazil that would exempt them permanently. The EU, Canada, and Mexico now have until June 1 to negotiate permanent exemptions with Washington, though Trump indicated that he could issue additional proclamations extending this deadline further if necessary. For more, please see: <https://www.ictsd.org/bridges-news/bridges/news/steel-aluminium-tariff-talks-enter-new-phase-as-us-grants-extra-time-to-eu>.

USTR Request for Public Comments: USTR invites comments from interested persons with respect to the proposed action to be taken in response to the acts, policies, and practices of China determined to be unreasonable or discriminatory, and to burden or restrict U.S. commerce. To be assured of consideration, you must submit written comments on the proposed action in response to China’s acts, policies, and practices by **May 11, 2018**, and post-hearing rebuttal comments by May 22, 2018. The Section 301 Committee will convene a public hearing in the main hearing room of the U.S. International Trade Commission, 500 E Street SW Washington DC 20436, beginning at 10:00 am on May 15, 2018. You must submit requests to appear at the hearing by **April 23, 2018**. For complete instructions, please see: <https://ustr.gov/sites/default/files/files/Press/Releases/301FRN.pdf>.

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- May 8 ***EXPANDING FOOD TRADE: WAYS TO INNOVATE AND THRIVE.*** Program sponsored by the Global Midwest Alliance. Speakers include **David Oppedahl**, Senior Business Economist, Federal Reserve Bank of Chicago, and **Craig Morris**, Vice President, International Marketing. National Pork Board. Panels will focus on *Innovation and Technology* and *Growth and Global Opportunities*. 8:00 – 11:30 a.m., The Federal Reserve Bank of Chicago, 230 South LaSalle Street, Chicago. Fee: \$95. For information & registration, please see: <http://campaign.r20.constantcontact.com/render?m=1109092517478&ca=ee8eb132-36e6-4f3c-92e2-9a866196bc67>.
- May 8 ***BUILDING AND SUSTAINING COMPLIANCE MANAGEMENT INTO THE ORGANIZATION.*** Two half-day programs (Exports in the morning; Imports in the afternoon) sponsored by the Midwest Global Trade Association. Speakers include: **Pierre LaMere**, Global Trade Compliance Manager, 3M; **Ben Child**, Livingston International; **Amanda McDonald**, Trade Compliance Manager, LCB, Smiths Medical. 8:30 – 11:30 a.m. & 1:00 – 4:00 p.m., CHS, 5500 Cenex Drive, Inver Grove Heights, MN. MGTA Members - \$120 (Full day) or \$70 (Half day); Non-members - \$150 (Full day) or \$100 (Half day). For information & registration, please see: <http://www.mgta.org/events/EventDetails.aspx?id=1082047&group=>.
- May 8 ***GERMANY’S EHEALTH ROLLOUT – OPPORTUNITIES FOR U.S. SUPPLIERS.*** Webinar, sponsored by the U.S. Commercial Service, will provide an overview of the eHealth Act and the digital health policy framework, and a look at the business opportunities arising from it in Europe’s biggest market. 11:00 a.m. – 12:00 p.m. CDT. Fee: \$50. For information & registration, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=38539&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 8 ***APPAREL CLASSIFICATION SERIES: ADVANCED TOPICS.*** Fourth in a series of five webinars, sponsored by Sandler, Travis & Rosenberg, P.A., will examine some of the more advanced topics in classification, including: Essential character of garments made with multiple fabric components; One style classified as two garments; Metallic yarn fabric subject to restraints; Rainwear, water resistant and visibly coated fabric garments. 1:00 – 2:30 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/events-Apparel-Classification-Advanced-Topics-050818.html>.
- May 8 ***IERG NETWORKING/SPEAKER.*** 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 **Tom Bartkoski**, Director, International Business Development, World Business Chicago, who will discuss the latest developments in Foreign Direct Investment in the Chicago area. 5:30 – 8:00 p.m., Porter Kitchen & Deck 150 North Riverside Plaza, Chicago. No charge; advance registration requested. For information & registration, please see: https://www.evite.com/event/01264MMFEIPHPQW7UEPIH5QA32Y44Y/rsvp?utm_campaign=sen_d_sharable_link&utm_medium=sharable_invite&utm_source=NA.
- May 9 ***UNLOCKING GLOBAL OPPORTUNITIES.*** Wisconsin International Trade Conference sponsored by the Metropolitan Milwaukee Association of Commerce’s World Trade Association, in partnership with the: **International Trade Association of Greater Chicago**; Madison International Trade Association; Stateline International Trade Association; and others. Keynote: **Elizabeth Erin Walsh**, Assistant Secretary for Global Markets and Director General of the U.S. & Foreign Commercial Service, U.S. Department of Commerce, International Trade Administration. Roundtable discussions and panel topics include: *Business Development; Marketing; Logistics and Foreign Trade Zones; Finance/Tax; Grants and Programs; Law; Federal Tax Code Changes and Your International Business; Global E-Commerce: The Great Equalizer; Compliance; Creative Growth Strategies.* 7:30 a.m. – 3:15 p.m. (Reception follows), Wisconsin Center, 400 West Wisconsin Avenue, Milwaukee, WI. WTA & ITA/GC Members - \$195; Non-members - \$250; Students - \$80. A limited number of admissions are available at \$100 for those who have never attended the Conference. For information & registration, please see: <http://www.wisconsintradeconference.org>.
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- 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 9 **BUILDING YOUR GLOBAL BRAND THROUGH PODCASTING.** Webinar sponsored by Women Entrepreneurs GROW Global. Presentation by **Kathrin Bussmann, Ph.D.,** Founder & Principal, Verbaccino, and host and producer of *The Worldly Marketer Podcast*, a weekly interview-style audio show that explores how even small brands can go global in the Digital Age. 11:00 a.m. – 12:00 p.m. CDT. No charge; advance registration required. For information & registration, please see: <https://register.gotowebinar.com/register/3759262530790572546>.
- May 9 **IMPORT COMPLIANCE (IMPORT BEST PRACTICES).** Webinar, sponsored by Training Doyens, will focus on explaining the terminology as well as the regulations and compliance requirements for importing commercial goods into the U.S. 12:00 p.m. CDT. Fee: \$159. For information & registration, please see: <https://www.trainingdoyens.com/product/50289-trade-compliance>.
- May 9 **THE BASICS: NAFTA RISK AND COMPLIANCE.** Webinar, sponsored by Livingston International, provides an introduction to NAFTA, helps clear up some of the common misunderstandings, and gives you tips on how to mitigate risk and stay compliant. 12:00 – 1:30 p.m. CDT. No charge; advance registration required. For information & registration, please see: <https://www.livingstonintl.com/resource/basics-nafta-risk-compliance-2/>.
- May 9 **CHANGES TO THE FDA'S NUTRITION FACTS LABEL AND UPDATED GUIDANCE DOCUMENTS.** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will review important new requirements, timelines for compliance, and strategies to mitigate enforcement action. 1:00 – 2:00 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/events-FDA-Nutrition-Label-Guidance-050218.html>.
- May 9 **GO GLOBAL: GET STARTED.** First in a series of four webinars sponsored by the U.S. Small Business Administration, U.S. Export-Import Bank, and the U.S. Department of Commerce. Learn how to prepare your company to export, tap the expertise of international trade experts, and connect with foreign buyers. 1:00 – 2:00 p.m. CDT. No charge; no registration required. For instructions, please see: <https://www.census.gov/foreign-trade/outreach/index.html>.
- 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 10 **FBI ADVICE: HOW TO TRAVEL SAFE AND SECURE.** Breakfast program sponsored by the Illinois SBDC International Trade Center at the Industrial Council of Nearwest Chicago. Presentation by **Chris Anglin,** Special Agent and Coordinator for the Office of Private Sector, FBI, who discuss updates and resources as well as IP protection at trade shows, cybersecurity for the business traveler and best practices for collaborating with foreign partners. 9:00 – 11:00 a.m., ICNC, 320 North Damen Avenue, Chicago. No charge; advance registration requested. For information & registration, please see: <http://events.r20.constantcontact.com/register/event?oeidk=a07ef8ywdgf4a8881ce&llr=ei5vsbcab>.

- May 10 ***OPPORTUNITIES IN THE INDIAN AGRIBUSINESS SECTOR: VIBRANT TAMILNADU GLOBAL FOOD ROUNDTABLE.*** Program sponsored by Vibrant Tamilnadu and the U.S. Commercial Service Chicago. Presentation by **Jagat Shah**, Chief Mentor, Vibrant Tamilnadu, who will discuss innovative approaches for Illinois businesses looking to enter Indian markets, as well as share the real opportunities available in the agriculture and food machinery/equipment sector in India. 10:00 a.m. – 12:00 p.m., 233 North Michigan Avenue, Suite 260, Chicago. No charge; advance registration required. For information & registration, please e-mail: haley.pitonyak@trade.gov.
- May 10 ***OPPORTUNITIES IN THE GROWING UAV SECTOR IN SOUTH AFRICA.*** Webinar, sponsored by the U.S. Commercial Service, will provide an overview of the A&D industry in South Africa, including: Background of the UAV industry in South Africa; Successful business models; Regulations and challenges; Opportunities and tech requirements. 11:00 a.m. – 12:00 p.m. CDT. No charge; advance registration required. For information & registration, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=38602&InputType=EVENT.
- May 10 ***MAKING SENSE OF E-COMMERCE REGULATORY REQUIREMENTS.*** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will address the current and evolving regulatory requirements pertaining to imports and exports in order to take advantage of these opportunities in a compliant manner. 1:00 – 2:00 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/events-E-Commerce-Regulatory-Requirements-051018.html>.
- 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 13 - 18 ***TRADE MISSION TO SINGAPORE.*** Sponsored by the International Trade Council, participants will be selected from manufacturers of retail goods and FMCG items, medical equipment manufacturers, pharmaceutical, cosmetic and beauty product manufacturers and information technology service providers. The Mission aims to bring participating foreign companies into contact with potential agents, importers, distributors/wholesalers, retailers, joint venture partners, licensees, local businesses, and government agencies in Singapore. All attendees will be provided with a series of 1-on-1 appointments with companies and contacts appropriate to their target market. ITC Members - \$900 (by March 31); Non-members - \$1,125 (by March 31; \$1950 thereafter). For information and registration, please see: <https://www.singaporetrademission.org>.
- 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 14 ***XI AND HIS CHINA: THE THIRD REVOLUTION?*** Program sponsored by The Chicago Council on Global Affairs. Presentation by **Elizabeth Economy**, CV Starr Senior Fellow and Director for Asia Studies, Council on Foreign Relations. 5:15 – 6:30 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/xi-and-his-china-third-revolution>.

- May 15 ***INTERNATIONAL DOCUMENTATION TRAINING.*** Program, sponsored by the East Michigan District Export Council & Allocca Enterprises, Inc., will help attendees understand when and how they should be filling out certain export documents. Trainer, **Mike Allocca**, will lead participants through documents such as: commercial invoices, packing lists, bills of lading, certificates of origin, and Electronic Export Information (EEI), among others, so that participants will know when certain documents are required, where to find them, and how to fill them out accurately. 8:00 a.m. – 4:30 p.m., Federal Reserve Bank of Chicago-Detroit Branch, 1600 East Warren Avenue, Detroit, MI. Fee: \$250 (by April 20; \$295 thereafter). For information & registration, please see: <https://www.eastmichigandec.org/events/31/international-documentation-training>.
- May 15 ***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; Learn and review the 6 General Rules of Interpretation (GRI) used to classify every product; Understand instructor and Customs & Border Protection (CPB) based sample classifications using each of the General Rules; Show you how CBP reviews binding ruling requests and what that means for your products. 8:00 a.m. – 12:00 p.m., Comfort Inn O'Hare/Des Plaines, 2175 East Touhy Avenue, Des Plaines, IL. Fee: \$150. For information & registration, please see: <https://www.regonline.com/registration/Checkin.aspx?EventId=2257848>.
- May 15 ***A NEW ERA OF GLOBAL TRADE.*** Program sponsored by The Chicago Council on Global Affairs. Presentation by **Wendy Cutler**, Vice President and Managing Director, Asia Society Policy Institute; Moderated by **Phil Levy**, Senior Fellow, Global Economy. 9:15 – 10:30 a.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/new-era-global-trade>.
- May 15 ***NCBFAA AND CNS CONFERENCE RECAP.*** Luncheon program sponsored by the International Air Cargo Association of Chicago. Presentation by **Scott Case**, President, IACAC, and Founder and Chief Storyteller, Position : Global. 11:15 a.m. – 1:00 p.m., Wyndham Garden, 2550 Landmeier Road, Elk Grove Village, IL. IACAC Members - \$25; Non-members - \$30. For information & registration, please see: <https://www.iacac.com/events/may-2018-luncheon/>.
- May 15 ***UNDERSTANDING HARMONIZED CODES FOR STRATEGIC GLOBAL MARKETING.*** Webinar sponsored by the Illinois SBDC International Trade Center at Bradley University. Presentation by **Jim Foley**, Director, Illinois SBDC International Trade Center, who will train you on the basics of harmonized codes, understanding how to find the codes, and strategic decisions that can be made through the use of these codes. 12:00 – 1:00 p.m. CDT. No charge; advance registration required. For information & registration, please see: <https://buitems.webex.com/buitems/j.php?RGID=rd99a6e0b33564fbcbe6ceb03fb139edc>.
- May 15 ***PREPARING FOR A CUSTOMS INVESTIGATION.*** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will review the different types of investigations and how to handle them. 1:00 – 2:00 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/events-Preparing-for-a-Customs-Investigation-051518.html>.
- May 15 ***US GLOBAL ENGAGEMENT: ARE WE IN, OUT, OR IN LIMBO?*** Program sponsored by The Chicago Council on Global Affairs. Presentation by **Jake Sullivan**, Former Director of Policy Planning, US Department of State; Senior Fellow, Geoeconomics and Strategy Program, Carnegie Endowment; moderated by **Tom Wyler**, Senior Vice President, Global Strategy. 5:15 – 6:30 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/us-global-engagement-are-we-out-or-limbo>.

- May 16 **WORLD TRADE CONFERENCE.** Event sponsored by the Midwest International Trade Association. Topics include: *Looking Back to Look Forward; Is International Trade the Next Economic Black Swan or Golden Geese?; Globalization of Terrorism: Implications for the Future; International Banking – Past, Present and Future; Trade Policy Update: A View from Washington.* 7:30 a.m. – 3:15 p.m. (Reception follows), Embassy Suites Omaha-LaVista Conference Center, 12520 Westport Parkway, LaVista, NE. MITA Members - \$50 & \$75; Non-members - \$95. For information & registration, please see: <http://mitaonline.org/events/2018-mitas-world-trade-conference-50th-anniversary-celebration/>.
- May 16 **THE BASICS: CLASSIFICATION – U.S. AND CANADA.** Webinar, sponsored by Livingston International, will review the steps to proper classification and how to avoid common pitfalls. 12:00 – 1:30 p.m. CDT. No charge; advance registration required. For information & registration, please see: <https://www.livingstonintl.com/resource/basics-classification-u-s-canada-2/>.
- May 16 **GO GLOBAL: GET PAID.** Second in a series of four webinars sponsored by the U.S. Small Business Administration, U.S. Export-Import Bank, and the U.S. Department of Commerce. Learn how to get the working capital you need, manage risk, and protect your financial interests in international markets. 1:00 – 2:00 p.m. CDT. No charge; no registration required. For instructions, please see: <https://www.census.gov/foreign-trade/outreach/index.html>.
- May 16 **ALUMINUM: WHAT YOU NEED TO KNOW IN TODAY'S TRADE ENVIRONMENT.** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will discuss the latest trade events affecting aluminum, including: recent trends in U.S. antidumping law that pose compliance risks to aluminum importers; the additional 10 percent tariff on aluminum imports from all countries under Section 232; the additional 25 percent tariff on aluminum and other goods imported from China under Section 301. 1:00 – 2:00 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/events-Aluminum-Webinar-042518.html>.
- May 17 - **PURCHASING MANAGEMENT.** Seminar, sponsored by the American Management Association, focuses on skills for the experienced purchasing professional, addressing more mid-level to advanced contemporary, state-of-the-art topics in purchasing management. As more companies reach overseas for foreign purchasing, such present-day issues as dealing with U.S. Customs (CBP), near sourcing options in Mexico, contract management, and better defining landed costs, among others, will be addressed. 9:00 a.m. – 5:00 p.m., Summit Executive Centre, 205 North Michigan Avenue, 9th Floor, Chicago. AMA Members - \$1,995; Non-members - \$2,195. For information & registration, please see: <http://www.amanet.org/training/seminars/purchasing-management.aspx>.
- May 17 **GETTING YOUR GLOBAL BUSINESS READY FOR GDPR.** Webinar sponsored by Global Chamber, will describe how the General Data Protection Regulation (GDPR) may impact your organization when it comes into force on May 25th. 10:00 – 11:00 a.m. CDT. GC Members – No charge; Non-members - \$30. For information & registration, please see: <https://members.globalchamber.org/events/getting-your-global-business-ready-for-gdpr>.
- May 17 **ENVIRONMENTAL & ODOR-CONTROL CLAIMS, FUR, LEATHER & DOWN MARKING & LABELING FOR APPAREL, BAGS, FOOTWEAR & ACCESSORIES.** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will take an in-depth look into the specifics of the marking & labeling requirements and strategies for effective compliance. 1:00 – 2:00 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/events-Environmental-Odor-Control-Fur-Leather-051718.html>.
- May 17 **UPCOMING INFRASTRUCTURE PROJECTS IN COLOMBIA, PERU, AND PANAMA.** Webinar, sponsored by the U.S. Commercial Service, will describe various opportunities for U.S. firms to participate in a variety of infrastructure projects. 1:00 – 2:15 p.m. CDT. Fee: \$40. For information & registration, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=38599&InputType=EVENT.

- 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 - ***FOOD SERVICE BUYERS MISSION AT THE NATIONAL RESTAURANT ASSOCIATION SHOW 2018***.
21 Food Export will be conducting a Food Service Buyers Mission in conjunction with the National Restaurant Association (NRA) Show, the largest food service and hospitality trade show in the Western Hemisphere. International buyers continue to seek the latest food and beverage trends and products from the United States. Register early as meeting slots are scheduled on a first come, first served basis. McCormick Place, 2301 South King Drive, Chicago. Fee: \$225. For information & registration, please see: <https://www.foodexport.org/programs-services/enter-new-markets/buyers-missions/G18NRA>.
- 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 21 - ***AUTOMOTIVE AFTERMARKET TRADE MISSION TO COSTA RICA***. Organized by the Auto Care
22 Association and the U.S. Department of Commerce, participants will receive private one-on-one meetings with prospective customers and partners. This is a cost-effective opportunity to gain first-hand market information, save time and maximize your results. The trade mission is open to all companies in the industry. Qualifying companies will receive a \$2,000 upfront offset of the package price. For information and registration, please see: <http://www.autocare.org/Secondary.aspx?id=3192&gmssopc=1>.
- May 21 - ***SWEETS AND SNACKS BUYERS MISSION AT THE 2018 SWEETS AND SNACKS EXPO***. Food Export
23 in conjunction with the National Confectioners Association will be conducting a Sweets and Snacks Buyers Mission concurrently with the Sweets & Snacks Expo. Take advantage of the projected growth in the confectionery market. Research indicates a bright future for the worldwide confectionery sector, with the majority of sales coming from mature markets in developed countries. Register early as meeting slots with pre-qualified international buyers are scheduled on a first come, first served basis. McCormick Place, 2301 South King Drive, Chicago. Fee: \$225. For information & registration, please see: <https://www.foodexport.org/programs-services/enter-new-markets/buyers-missions/G18NCA>.

- May 21 **BEER, WINE, & SPIRITS BUYERS MISSION AT BAR18.** Food Export will be conducting a Beer, Wine, & Spirits Buyers Mission at BAR18. It is the only beverage alcohol trade event with vintner, distiller, and brewer tastings and demonstrations. This is your chance to surround yourself with industry professionals vetted for buying influence. International buyers continue to seek the latest alcoholic beverage trends and products from the United States. Register early as meeting slots are scheduled on a first come, first served basis. McCormick Place, Lakeside Ballroom, 2301 South King Drive, Chicago. Fee: \$225. For information & registration, please see: <https://www.foodexport.org/programs-services/enter-new-markets/buyers-missions/G18BAR>.
- May 22 - **COMPLYING WITH EUROPEAN STANDARDS: HAZARD AND RISK ANALYSIS TRAINING FOR**
 23 **MACHINERY.** Sponsored by the North Dakota Trade Office, this is a unique opportunity for six companies to bring their machinery on-site for hazard and risk analysis training. Each company's team (up to 8 persons) will be performing the Hazard and Risk Analysis on their equipment in accordance with the Essential Health and Safety Requirements of Annex 1 Part 1 of the Machinery Directive 2006/42/EC. Attendees will learn how to reduce risk and how to translate findings of the assessment into requirements for design based on EU standards. Attendees will also learn if they can self-certify their products and issue signed Declarations of Conformity or Incorporation with the Machinery Directive. 8:30 a.m. – 4:30 p.m., NDTO Conference Room, 2nd Floor Schollander Pavilion, Red River Valley Fairgrounds, 1805 West Main Avenue, West Fargo, ND. NDTO Members - \$2,000/company; Non-members - \$2,500. For information & registration, please see: <http://ndto.com/2018/02/may-trade-talk-complying-with-european-standards-2-day-hazard-and-risk-analysis-training-for-machinery/>.
- 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 22 **DRIVING MIDDLE MARKET GROWTH WORLDWIDE.** 2018 Global M&A Conference sponsored by the Association for Corporate Growth Chicago. Keynote luncheon speaker: **Theo Epstein**, President of Baseball Operations, Chicago Cubs. Afternoon panels include: *Global Market Trends; Inbound M&A Energized; War Stories of Do's & Do Not's of Global Deal Making.* 12:00 – 7:00 p.m. (includes Reception), Swissôtel Chicago, 323 East Upper Wacker Drive, Chicago. ACG Members - \$275; Non-members - \$395. For information & registration, please see: <http://www.cvent.com/events/m-a-finance-festival/custom-35-9dec48af4634c3ca852195385e68020.aspx>.
- May 22 **TRADE WARS: REVENGE OF THE EMPIRE [MONTHLY UPDATE].** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., provides an overview of the latest developments and how you might need to respond. 1:00 – 1:30 p.m. CDT. Fee: \$50. For information & registration, please see: <https://www.strtrade.com/events-Monthly-Update-052218.html>.
- May 22 **PACIFIC ISLANDS BUSINESS.** Webinar, sponsored by the U.S. Commercial Service, will describe trends and opportunities in Pacific Islands including Papua New Guinea, Fiji, Tonga and Samoa, and preview the Papua New Guinea Business Tour, August 7-10. 5:00 p.m. CDT. No charge; advance registration required. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=8QDY>.
- 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 23 ***DETAILS OF EXPORTING: INTERNATIONAL COMMERCIAL TERMS AND EXPORT PRODUCT CLASSIFICATION.*** Breakfast program sponsored by the Illinois SBDC International Trade Center at the Industrial Council of Nearwest Chicago. Presentation by **Lisa Victoria Waller**, Vice President, BDG International, who will discuss: *International Commercial Terms (INCOTERMS) and export product classification (Schedule B); Auditing information to stay on track; Communicating effectively in consideration of cultural differences.* 9:00 – 11:30 a.m., ICNC, 300 North Damen Avenue, Chicago. No charge; advance registration encouraged. For information & registration, please see: http://events.r20.constantcontact.com/register/event?llr=ei5vsbcab&oeidk=a07ef71oek537b3fb14&condition=SO_OVERRIDE.
- May 23 ***EXPANDING EXPORTS THROUGH THE ILLINOIS STATE TRADE EXPANSION PROGRAM (ISTEP).*** Webinar sponsored by the Illinois SBDC International Trade Center at Bradley University. Presentations by **Jim Ryan**, International Trade Specialist, Illinois SBDC International Trade Center at Bradley University, and **John McCrory**, International Marketing Program Manager, Office of Trade & Investment, Illinois Department of Commerce & Economic Opportunity, who will discuss how to apply for the Illinois State Trade Expansion Program (ISTEP), which provides funding for export development for small businesses. They will also cover requirements, the five options for funding, and how to maximize the benefits of this program. 10:00 – 11:00 a.m. CDT. No charge; advance registration required. For information & registration, please see: <https://buitems.webex.com/buitems/j.php?RGID=r75cc1fec8c67c881248c126705224b1f>.
- May 23 ***EUROPEAN GENERAL DATA PROTECTION REGULATION (GDPR) – INFORMATION AND SOLUTIONS FOR TRADE EXPERTS.*** Webinar sponsored by IBT Online. Presentation by **Susanna Hardy**, Chief Content Officer, IBT Online, who will outline GDPR and how US companies can comply and take advantage of the new regulatory environment. 10:00 a.m. CDT. No charge; advance registration required. For information & registration, please see: <https://info.ibt.onl/webinar-information-and-solutions-for-trade-experts>.
- May 23 ***EU IMPORT AND EXPORT REGULATIONS.*** Webinar, sponsored by Livingston International, will provide an overview of the special procedures which have been introduced through the Union Customs Code. 12:00 – 1:00 p.m. CDT. No charge; advance registration required. For information & registration, please see: <https://www.livingstonintl.com/resource/eu-import-export-regulations/>.
- May 23 ***GO GLOBAL: PREPARE TO SHIP.*** Third in a series of four webinars sponsored by the U.S. Small Business Administration, U.S. Export-Import Bank, and the U.S. Department of Commerce. Learn about the key U.S. regulations you need to abide by, tips for smooth shipping, and getting ahead of foreign market standards or requirements. 1:00 – 2:00 p.m. CDT. No charge; no registration required. For instructions, please see: <https://www.census.gov/foreign-trade/outreach/index.html>.
- 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 24 ***FROM MARKETING TO NEGOTIATION: WHY DO COMPANIES FAIL ABROAD?*** Breakfast program sponsored by the French-American Chamber of Commerce Chicago. Presentation by **Eliane Karsaklian**, Founder and Director at Ubi & Orbi, and Professor and Director International Negotiation at Sorbonne Nouvelle. 8:30 – 10:30 a.m., 205 North Michigan Avenue, 37th Floor, Chicago. FACC Members - \$25; Non-members - \$35. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07eexpl823211b9efe&oseq=&c=&ch=>.

- May 24 **MIDWEST SME FORUM.** Conference sponsored by the German American Chamber of Commerce of the Midwest. Panelists from Allianz, Fragomen, Mercedes-Benz, relayr and more will discuss: IIoT Solutions for SMEs; Cyber Security; Global Workforce Mobility; Automotive Trends; and B2B Marketing & International Online Brand Communication. 9:30 a.m. – 3:30 p.m., Northern Illinois University, 5555 Trillium Boulevard, Hoffman Estates, IL. GACC Members - \$110; Non-members - \$145. For information & registration, please see: <http://www.gaccmidwest.org/index.php?id=111410>.
- May 24 **EXPLORING ENTREPRENEURSHIP IN EMERGING MARKETS.** 2018 Spring Diplomacy Luncheon & International Fair sponsored by WorldChicago. An all-female panel of professional fellows (from Myanmar, Macedonia, Slovenia and the Philippines) will discuss their experiences in tech and entrepreneurship and the impact they have had in their home countries. 10:30 a.m. – 1:30 p.m., Union League Club, 65 West Jackson Boulevard, Chicago. Fee: \$125 (Exhibitor Fee: \$150). For information & registration, please see: <http://www.worldchicago.org/all-event-list/2018-spring-diplomacy-luncheon>.
- 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>.
- May 29 **DOING BUSINESS IN RUSSIA: WORKING WITH RUSSIAN DISTRIBUTORS AND RETAILERS.** Webinar sponsored by the U.S. Commercial Service. Hear from a Russian distributor and a retailer on how to effectively enter the Russian market and connect with consumers. 11:30 a.m. CDT. Fee: \$25. For information & registration, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=38310&InputType=EVENT.
- May 29 **IMPORT-EXPORT 101 FOR BUSINESS PROFESSIONALS.** Webinar, sponsored by Training Doyens, will prepare business professionals to deal with issues such as how to find buyers, customers, or suppliers, import-export documentation, transport cost and duties, international trade regulations, and how to get paid. 12:00 – 1:00 p.m. CDT. Fee: \$159. For information & registration, please see: <https://www.trainingdoyens.com/product/50333-export-import-business>.
- May 30 **DOING BUSINESS IN BRAZIL.** Webinar sponsored by IBT Online. Presentation by: **Samantha Soffici**, Online Business Development Manager, IBT Online; **Susanna Hardy**, Director Client Services, IBT Online; **Fabio Yukio Yamada**, Managing Director, Tradebrz – Trade and Investment Promotion. 10:00 a.m. CDT. No charge; advance registration required. For information & registration, please see: <https://info.ibt.onl/webinar-business-in-brazil>.
- May 30 **BECOMING A NON-RESIDENT IMPORTER.** Webinar, sponsored by Livingston International, will discuss simplified ways to export to Canada, and how to gain more control over your supply chain and compete in a lucrative Canadian market. 12:00 – 1:30 p.m. CDT. No charge; advance registration required. For information & registration, please see: <https://www.livingstonintl.com/resource/becoming-non-resident-importer/>.
- May 30 **GO GLOBAL: MANAGE CHALLENGES.** Last in a series of four webinars sponsored by the U.S. Small Business Administration, U.S. Export-Import Bank, and the U.S. Department of Commerce. Learn how to protect your intellectual property, get quick help from U.S. embassies, and how the government can assist in resolving unfair trade barriers. 1:00 – 2:00 p.m. CDT. No charge; no registration required. For instructions, please see: <https://www.census.gov/foreign-trade/outreach/index.html>.
- May 30 **PREPARING FOR AND MANAGING FDA FOREIGN SUPPLIER VERIFICATION PROGRAM INSPECTIONS.** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will review what importers should expect and how they can prepare for an FSVP inspection. 1:00 – 2:00 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/events-Preparing-Managing-FDA-Program-Inspection-053018.html>.

- May 31 ***EXPORTING UNDER THE NAFTA: UPDATE ON THE MODERNIZATION NEGOTIATIONS AND STRATEGIES FOR USING THE NAFTA TO GAIN A COMPETITIVE EDGE.*** Webinar, sponsored by the Export Compliance Training Institute, will provide an update on the modernization efforts currently underway and give U.S. exporters a firm understanding of the NAFTA rules and requirements, as well as effective strategies for taking full advantage of this free trade agreement. 12:00 – 1:30 p.m. CDT. Fee: \$195. For information & registration, please see: <https://www.learnexportcompliance.com/webinar/exporting-under-the-nafta/>.
- June 1 - ***SOUTH AFRICA AND TANZANIA TRADE MISSION 2018.*** Multi-sector mission, led by the
9 Conference of Great Lakes and St. Lawrence Governors & Premiers, to assist small to medium-sized companies from the Great Lakes/St. Lawrence region to export products and services to this important market. Each mission participant will receive a customized schedule of B2B meetings to meet with prospective customers and business partners. Mission participants will also benefit from networking events and logistical support provided by the Conference's South Africa Trade Office. For information & registration, please see: <http://www.gsgp.org/projects/international-trade/trade-missions/south-africa-and-tanzania-trade-mission-2018/>.
- June 5 - ***THE INTERNET RETAILER CONFERENCE & EXHIBITION.*** Event, sponsored by IRCE, a division
8 of Emerald Expositions, presents the latest trends in e-commerce to improve your online strategies and features nearly 600 solution and technology providers in the expo hall. Keynote speakers include top influencers from Houzz, Warby Parker, and Eloquii; also, there are 6 dedicated workshops and 10 separate tracks on such topics as: *Amazon & Me; E-Commerce Technology; Strategies for Top Executives; Fulfillment, Operations & Customer Service; Managing Technology; Design & Usability; Merchandising; Brand Building.* McCormick Place West, Chicago. Fees: vary. For information & registration, please see: <https://www.irce.com>.
- June 5 - ***EAR BOOT CAMP.*** Conference sponsored by the American Conference Institute. Topics include:
6 *EAR Roadmap: A Review of Key Agencies, Their Jurisdictions and Roles – and Who to Contact with Your Questions; Conquering the CCL Post-Reform; Inside the License Application Process in Real Life – and Special Considerations for the 600 Series, License Amendments, and Re- Export Licenses; How to Apply Requirements for Classification, Recordkeeping, and Exemptions; Practical Tips for Cloud Users and Providers on How to Interpret BIS Definitions and Guidance; How to Incorporate BIS and OFAC Sanctions into Your Global Export Compliance Program; Deemed Exports; The Changes that Exporters are Making to Fine Tune their Global Export Compliance Programs; The Most Common Pain Points When Applying EAR Licensing Exceptions: STA, LVS, RPL, TSR, and More; Managing the Practical Impact of Re-Classification on Your Supply Chain – How to Identify and Resolve EAR Risks Posed by Third Party Relationships; How to Know if You Need to Sound the Alarm: The Top Ten Red Flags that Can Trigger an Internal Investigation and Voluntary Disclosure; Key Takeaways from Recent Enforcement Actions and Lessons Learned.* 8:30 a.m. – 5:00 p.m., The Metropolitan, 233 South Wacker Drive, 67th Floor, Chicago. Fee: \$2,295. For information & registration, please see: <https://www.americanconference.com/ear-boot-camp>.
- 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 7 **ITAR BOOT CAMP.** Conference sponsored by the American Conference Institute. Topics include: *ITAR Roadmap: Who Does What, Who to Call, When and How to Build Relationships; USML Classification Post-Reform: How to Update Your Classification/Re-Classification Approach – and the Most Common Pitfalls Impacting Commodity Jurisdiction; The Most Common Misunderstandings About the “Specially Designed” Definition: Where Exporters Have Gone Right and Wrong in Determining ITAR Jurisdiction; Working through the Classification of “Defense Articles”, “Technical Data” and “Defense Services”: Key Pitfalls and Lessons Learned; How Companies Have Migrated to the EAR Post-Reform – and Special Considerations for Goods and Technologies Still Controlled by the ITAR; How to Secure an ITAR License, TAA and MLA, and Utilize Exemptions: A Deep Dive into the Electronic Filing Processes, and Avoiding RWAs; Checking All the Required Boxes to Manage Foreign Employee Access in the Cloud, on Email Servers, and Other Technology; “Broker” and “Brokering”: What is Now Required for Screening and Monitoring; Real-World Case Studies on What Can Happen During an ITAR Investigation.* 8:15 a.m. – 5:00 p.m., The Metropolitan, 233 South Wacker Drive, 67th Floor, Chicago. Fee: \$1,395. For information & registration, please see: <https://www.americanconference.com/ear-boot-camp/workshops/itar-boot-camp>.
- June 7 **EXPORT ADMINISTRATION REGULATIONS.** Webinar, sponsored by the Global Training Center, provides education on the Export Administration Regulations (EAR) which are administered by the U.S. Department of Commerce. Topics include: *Basis and Scope of Regulations; Overarching Rules; Classification Principles; Licensing Principles; Driving Compliance; Interactive 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/export-administration-regulations-ear>.
- June 7 **THE EXPORT PROCESS AND HTS/SCHEDULE B CLASSIFICATION.** Workshop sponsored by the Illinois SBDC International Trade Center at College of Lake County. Presentation by **Ric Frantz**, CEO, LR International. 9:00 – 11:00 a.m., College of Lake County, 19351 West Washington Street, Room T335. Grayslake, IL. No charge; advance registration required. For information & registration, please see: <http://events.r20.constantcontact.com/register/event?oeidk=a07ef6yxu6oba3f0d2d&llr=s4alrybab>.
- June 7 **THE ESSENTIALS AND CHALLENGES OF EXPORTING FIREARMS AND AMMUNITION.** Webinar, sponsored by the Export Compliance Training Institute, will provide a comprehensive overview of the license requirements to export firearms and ammunition, and will examine the challenges inherent in dealing with civilian and government or military customers and the unique impact politics has on the export licensing process. 12:00 – 1:30 p.m. CDT. Fee: \$195. For information & registration, please see: <https://www.learnexportcompliance.com/webinar/the-essentials-and-challenges-of-exporting-firearms-and-ammunition/>.
- 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>.
- June 12 **APPAREL CLASSIFICATION SERIES: RECREATIONAL PERFORMANCE OUTERWEAR.** Last in a series of five webinars, sponsored by Sandler, Travis & Rosenberg, P.A., will examine the new TFTEA classifications, which ones importers should never use (and why), and the new recordkeeping requirements for importers of these goods. It will also review the new terminology introduced by the TFTEA that companies importing woven jackets, pants, and other garments must understand to classify their products accurately. 1:00 – 2:30 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/events-Apparel-Classification-Series-Recreational-Performance-Outerwear-061218.html>.

- June 13 **COUNTRY OF ORIGIN AND TAA/BAA.** Program sponsored by the Midwest Global Trade Association. Presentation by **Jessica Libby**, Managing Director, KPMG, LLP. 8:00 a.m. – 12:00 p.m., KPMG, Minneapolis, 4200 Wells Fargo Center, 90 South 7th Street, Minneapolis, MN. MGTA Members - \$50; Non-members - \$60. For information & registration, please see: <http://www.mgta.org/events/EventDetails.aspx?id=1098009&group=>.
- June 13 **U.S. TRADE & WORKING CAPITAL CONFERENCE.** Event sponsored by Global Trade Review (GTR) with: MUFG; Standard Chartered; Mizuho; ExWorks Capital; Mizuho; BNY; and others. Institutional partners include the **International Trade Association of Greater Chicago**. The event will provide an ideal forum for U.S. companies and financial service providers to meet and discuss the next steps for U.S. trade and the evolution of the trade finance space. Speakers include fintech thought leaders, corporate treasurers, trade financiers and corporates from across the nation and beyond. Keynote speakers: **David Hightower**, President & Co-founder, The Hightower Report – *The New Normal: Trade Wars, Tariffs and Political Risk*; **Alisa DiCaprio**, Head of Research & Global Trade Strategy, R3 – *The Present and Future of Financing Trade: Cutting through the Noise*. 9:00 a.m. – 5:30 p.m. (Reception follows), Swissôtel Chicago, 323 East Upper Wacker Drive, Chicago. Fee: \$1,299 (ITA/GC members call the office for 15% discount). For information & registration, please see: <https://www.gtreview.com/events/americas/us-trade-working-capital-conference-2018/>.
- June 13 **THE NEW NAFTA: WHAT IT MEANS FOR YOUR BUSINESS.** Webinar sponsored by Global Chamber. Experts on top of all the changes being made to this important trade agreement will be offering up a mixture of information on tax reform, NAFTA, trade/tariffs and more. 10:00 – 11:30 a.m. CDT. GC Members – No charge; Non-members - \$30. For information & registration, please see: <https://members.globalchamber.org/events/nafta-and-other-trade-agreements-update>.
- June 13 **CUSTOMS RECORDKEEPING 101: WHAT YOU NEED TO KNOW.** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will explain the burdens and requirements of recordkeeping under the law and how those required to keep records can best meet their obligations. 1:00 – 2:00 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/events-Customs-Recordkeeping-Webinar-061318.html>.
- June 14 **UPCOMING INFRASTRUCTURE PROJECTS IN CHILE.** Webinar, sponsored by the U.S. Commercial Service, will describe a variety of opportunities for U.S. firms in infrastructure projects expected to total \$7.6 billion by 2022. 1:00 – 2:15 p.m. CDT. Fee: \$40. For information & registration, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=38600&InputType=EVENT.
- June 21 **EXPORT CONTROL 201: MASTERING THE INTERNATIONAL TRAFFIC IN ARMS REGULATIONS.** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., covers the information you need to understand and comply with the complex ITAR regulations. 1:00 – 2:00 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/events-598.html>.
- June 25 - 30 **2018 BELT AND ROAD SUMMIT & MIDWEST TRADE MISSION TO HONG KONG.** Mission sponsored by the: Hong Kong Trade Development Council; Central Asian Productivity Research Center; Hong Kong Business Association of the Midwest. With the expansion of the modern-day Silk Road, spearheaded by the Chinese Government's Belt and Road Initiative, U.S. companies have the opportunity to tap into the expansion of new markets spanning more than 60 countries, using Hong Kong as the trading gateway. Learn from the experts about ways to get involved in the projects, the opportunities and challenges, case studies of projects in the works, investment, and the business know-how needed in energy, transportation and logistics, rural and urban development, and more to kick-start these major projects. Mission includes complimentary attendance at the Belt & Road Summit (US\$400 value), networking receptions, and side meetings with the key experts involved in the Belt & Road Initiative. For more information, please contact Christine Barragan at 312/300-4689, or christine.barragan@hktcdc.org. Registration deadline **May 1**.

- July 15 - **TRADE MISSION TO INDIA**. Sponsored by the International Trade Council, participants will be
20 selected from manufacturers across all industries, information technology service providers and infrastructure development firms. The Mission aims to bring participating foreign companies into contact with potential agents, importers, distributors/wholesalers, retailers, joint venture partners, licensees, local businesses, and government agencies in India. All attendees will be provided with a series of 1-on-1 appointments with companies and contacts appropriate to their target market. ITA Members - \$900 (By April 15); Non-members - \$1,125 (By April 15; \$1,950 thereafter). For information & registration, please see: <http://www.indiatradermission.org>.
- July 17 **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; Classification Exercises*. 8:30 a.m. – 4:00 p.m., DoubleTree by Hilton Hotel Chicago – Schaumburg, 800 National Parkway, Schaumburg, IL. Fee: \$545 (by June 17; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/seminars/topics/tariff-classification#agenda>.
- July 18 **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 June 18; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/seminars/topics/nafta#agenda>.
- July 19 **IMPORT DOCUMENTATION**. Seminar sponsored by the Global Training Center. Topics include: *The Import Regulatory Environment; Valuation; Country of Origin 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 June 19; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/seminars/topics/import-documentation#agenda>.
- July 20 **IMPORTING 201**. Seminar sponsored by the Global Training Center. Topics include: *The legal requirement for compliance; The Types of CBP Audits and Enforcement; Responding to CBP Audit Inquiries with a Focus on the FA; Long before the Audit: Preparing Your Company for Regulatory Enforcement. Practical Techniques and Solutions; Trusted Trader/ISA*. 8:30 a.m. – 4:00 p.m., DoubleTree by Hilton Hotel Chicago – Schaumburg, 800 National Parkway, Schaumburg, IL. Fee: \$545 (by June 20; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/seminars/topics/importing-201#agenda>.
- July 22 - **2018 SOUTHWESTERN ILLINOIS TRADE MISSION TO MEXICO**. Mission led by the Southwestern
26 Illinois Trade and Investment Council, with the full support of the International Trade Center at Southern Illinois University Edwardsville, the Office of Trade and Investment of the Illinois Department of Commerce and Economic Opportunity, and the U.S. Department of Commerce. Trade mission participants will enjoy private one-on-one meetings with prospective customers and partners, carefully selected and pre-screened, based on their interest in your specific products/services. This customized program is open to businesses from southern Illinois with an interest in exploring export opportunities for their products and services (all industries and sectors welcome), finding or expanding distribution channels as well as getting first-hand market information and experiencing the business environment in Mexico, the second-largest goods export market for the U.S. and Illinois and the second largest economy in Latin America. For further information, please contact Silvia Torres Bowman, Director, Illinois SBDC International Trade Center, Southern Illinois University Edwardsville, by **April 30**: sitorre@siue.edu.

- July 24 **LETTERS OF CREDIT.** Seminar 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 Credit, UCP 600.* 8:30 a.m. – 4:00 p.m., DoubleTree by Hilton Hotel Chicago – Schaumburg, 800 National Parkway, Schaumburg, IL. Fee: \$545 (by June 24; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/seminars/topics/letters-of-credit#agenda>.
- July 25 **INTERNATIONAL LOGISTICS.** Seminar sponsored by the Global Training Center. Topics include: *International Logistic Partners; Securing Your International Supply Chain; Ocean Bills of Lading and Common Carriers' Obligations toward the Shipper; Ocean Transportation; Air Waybills of Lading; Air Freight Transportation; Insurance; International Supply Chain Documentation.* 8:30 a.m. – 4:00 p.m., DoubleTree by Hilton Hotel Chicago – Schaumburg, 800 National Parkway, Schaumburg, IL. Fee: \$545 (by June 25; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/seminars/topics/international-logistics#agenda>.
- July 26 **EXPORT DOCUMENTATION.** 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; 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., DoubleTree by Hilton Hotel Chicago – Schaumburg, 800 National Parkway, Schaumburg, IL. Fee: \$545 (by June 26; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/seminars/topics/export-documentation-seminar#agenda>.
- July 27 **INCOTERMS® 2010 RULES.** Seminar sponsored by the Global Training Center. Topics include: *Domestic Terms of Sale for Domestic Transactions in the U.S.; 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 June 27; \$395 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/seminars/topics/incoterms-rules#agenda>.
- July 27 **INCOTERMS® STRATEGIES.** Seminar sponsored by the Global Training Center. Topics include: *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 June 27; \$395 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/seminars/topics/incoterms-strategies#agenda>.
- Aug. 21 - **AUTOMOTIVE AFTERMARKET TRADE MISSION TO CHILE.** Organized by the Auto Care
22 Association and the U.S. Department of Commerce, participants will receive private one-on-one meetings with prospective customers and partners. This is a cost-effective opportunity to gain first-hand market information, save time and maximize your results. The trade mission is open to all companies in the industry. Qualifying companies will receive a \$2,000 upfront offset of the package price. For information and registration, please see: <http://www.autocare.org/Secondary.aspx?id=3192&gmssopc=1>.
- Sept. 17 - **WATER INDUSTRY TRADE MISSION TO MEXICO.** Organized by the U.S. Commercial Service with
21 the American Water Works Association, the mission offers two days of individual B2B meetings in Mexico City and Monterrey. For information & registration, please see: <https://www.awwa.org/conferences-education/exhibitor-sponsor-resources/global-opportunities.aspx>.

- 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.
- 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>.
- Nov. 10 - ***TRADE MISSION TO THE UNITED ARAB EMIRATES***. Sponsored by the International Trade
15 Council, the Mission aims to bring participating foreign companies into contact with potential agents, importers, distributors/wholesalers, retailers, joint venture partners, licensees, local businesses, and government agencies in the United Arab Emirates. All attendees will be provided with a series of 1-on-1 appointments with companies and contacts appropriate to their target market. ITC Members - \$900 (by August 1); Non-members - \$1,125 (by August 1; \$1,950 thereafter). For information & registration, please see: <http://www.dubaitrademission.org>.

About the ITA/GC

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. The ITA/GC's focus is on practicality: on building knowledge and enabling relationships that help people do international business. While our scope of interest is diverse – all aspects of trading and commercial activity across all geographies and all industries – our work is simple: **to help others gain understanding that is personal, current and actionable.**

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.