



# ILLINOIS INTERNATIONAL BUSINESS CALENDAR

June 11, 2018

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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](http://www.itagc.org).

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

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

## FEATURED ITA/GC PROGRAMS

- June 13 ***U.S. TRADE & WORKING CAPITAL CONFERENCE***. Event sponsored by Global Trade Review (GTR) with: MUFGE; 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 20 ***FINDING AND MANAGING OVERSEAS DISTRIBUTORS***. Luncheon program sponsored by the International Trade Association of Greater Chicago. Panelists include: **Bernie Bowersock**, Senior Vice President (Retired), Global Specialty Solutions; **Jeff Dziura**, Vice President, International, Newmedical Technology, Inc.; **Bill McNamara**, Principal, Dearborn International, Inc.; **Rick Schwab**, Vice President, International, Gold Eagle Company. 11:45 a.m. – 2:00 p.m., Carlucci Rosemont, 6111 North River Road, Rosemont, IL. ITA/GC Members - \$50; Non-members - \$75. For information & registration, please see: [http://calendar.itagc.org/docs/ITAGC\\_Calendar\\_10218.pdf](http://calendar.itagc.org/docs/ITAGC_Calendar_10218.pdf).
- June 25 - ***SELECTCHICAGO 2018***. An Official SelectUSA Spin-off Conference Event supported by: Greater Waukegan Development Coalition; **International Trade Association of Greater Chicago**; SelectUSA of the United States Department of Commerce; ENCLAVE for Entrepreneurs Foundation, Inc.; NRW.INVEST. This Chicagoland international FDI conference provides an immersive experience for qualified firms seeking new locations to base their businesses in the Chicago region of the United States. In order to provide firms with the best experience possible, registered participants will have access to an Online Investment Portal, allowing them to effortlessly explore the investment opportunities that are the best fit for their industry. At the conference, attendees will connect with the Chicagoland communities and the organizations which support development in those communities. Further, attendees will be provided tours around Chicagoland and development opportunities and will meet Mayors, Chambers of Commerce, and other important officials. For information & registration, please see: <http://selectchicago.org>.

June 27 **HOT SUMMER NIGHT: INTERNATIONAL SUMMER SOCIAL CRUISE & FIREWORKS DISPLAY.**

Twelfth Annual international business & social networking event sponsored by the International Trade Association of Greater Chicago with: **First American Bank; MichaelSilver; SelectChicago; MB Financial Bank;** the **Chicago International Trade Commissioners' Association; Ennes International & Daubert Cromwell.** Co-sponsors include: Arab-American Business & Professional Association; British-American Business Council Chicago; Canada-U.S. Business Council Chicago; EuroChicago; Hong Kong Business Association of the Midwest; Swiss-American Business Council; U.S-Mexico Chamber of Commerce Mid-America Chapter. Join us aboard the *Spirit of Chicago* for a buffet dinner, dancing, incomparable Chicago skyline views and the Navy Pier fireworks display from Lake Michigan. 6:30 – 10:00 p.m.; board at Navy Pier, Chicago. Members of sponsoring organizations & their guests - \$95 (by **June 8**; \$110 thereafter); Non-members – \$120 (by **June 8**; \$135 thereafter). Advance registration required by **June 20.** **Corporate sponsorships available:** please e-mail [rpaulin@itagc.org](mailto:rpaulin@itagc.org). For information & registration, please see: [http://calendar.itagc.org/docs/ITAGC\\_Calendar\\_10158.pdf](http://calendar.itagc.org/docs/ITAGC_Calendar_10158.pdf).

**Of Note:**

**Global Economy to Expand by 3.1 percent in 2018, Slower Growth Seen Ahead:** The World Bank's *June 2018 Global Economic Prospects* reports: "Despite recent softening, global economic growth will remain robust at 3.1 percent in 2018 before slowing gradually over the next two years, as advanced-economy growth decelerates and the recovery in major commodity-exporting emerging market and developing economies levels off. Activity in advanced economies is expected to grow 2.2 percent in 2018 before easing to a 2 percent rate of expansion next year, as central banks gradually remove monetary stimulus. Growth in emerging market and developing economies overall is projected to strengthen to 4.5 percent in 2018, before reaching 4.7 percent in 2019 as the recovery in commodity exporters matures and commodity prices level off following this year's increase." For more information and the complete report, please see: <http://www.worldbank.org/en/news/press-release/2018/06/05/global-economy-to-expand-by-3-1-percent-in-2018-slower-growth-seen-ahead>.

**Terrifying Images Emerge from Within Once-Peaceful-Now-A-Security-Threat Nation of Canada:** As reported in *The Out and About*: "In the wake of Donald Trump's declaration that Canada represents a security threat, and then using that declassified intelligence as justification to tariff the northern nation back to a safe status, images are beginning to emerge from the peace-torn nation. They paint a horrifying picture of a depravedly-genial country in which many people live their entire lives without holding a loaded gun, or threatening to use such, and where speaking out against the nation's overbearing rulers can get you a witheringly polite defense of your right to debate in a townhall meeting. Yes. It is stomach turning..." For the complete article, replete with images of people generally enjoying life and not bothering anyone, please see: <https://outabout.com/2018/06/02/terrifying-images-emerge-from-within-once-peaceful-now-a-security-threat-nation-of-canada>.

**How Do the Chicago Fed's Business Contacts Expect the Steel and Aluminum Tariffs to Affect Their Businesses?** In a Federal Reserve Bank of Chicago blog post, Thomas Walstrum writes: *On March 1 of this year, the Trump administration announced its intention to implement import tariffs of 25% on steel and 10% on aluminum. The tariffs went into effect on March 23. At the moment, a number of our major trading partners are excluded from the tariffs: For the time being, Canada, Mexico, the European Union (EU), South Korea, Argentina, Australia, and Brazil are among those that do not face the tariffs. And while a number of factors affect commodity prices, prices in the Midwest are about 11% higher for steel and 7% higher for aluminum since President Trump's March 1 announcement. How might the steel and aluminum tariffs affect businesses in the Midwest? We asked our business contacts about that in the most recent Chicago Fed Survey of Business Conditions (CFSBC).* For the results, see: <http://midwest.chicagofedblogs.org/?p=3121>.

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June 11 **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; Classification Exercises.* 8:30 a.m. – 4:00 p.m. CDT. Fee: \$545 (by May 11; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/tariff-classification>.

- June 12 **INFRASTRUCTURE OPPORTUNITIES FOR U.S. BUSINESSES IN NEPAL.** Direct Line webinar sponsored by the Bureau of Economic and Business Affairs, U.S. Department of State. **Alaina Teplitz**, U.S. Ambassador Kathmandu, Nepal, and **Troy Kofroth**, Country Director, Millennium Challenge Corporation, will explain procurement opportunities for electricity transmission and road maintenance projects under a new \$500 million MCC compact. 8:00 a.m. CDT. No charge; advance registration required. For information & registration, please see: <https://www.state.gov/e/eb/directline/events/282463.htm>.
- June 12 **NAFTA RULES OF ORIGIN.** Webinar sponsored by the Global Training Center. Topics include: *NAFTA – Overview; Definitions; A Closer Look at Origination; Finer Points of Origination; NAFTA and Special Sectors; The NAFTA Certificate of Origin Form; Country of Origin for Marking Purposes; NAFTA Strategies for Businesses; Appeal Procedures; Country of Origin Marking Rules; Record Keeping, Penalties, Denial of Benefits; Maquiladora Industry; Annex 401 Specific Rules of Origin; Regulatory Compliance and Enforcement; Other Free Trade Agreements.* 8:30 a.m. – 4:00 p.m. CDT. Fee: \$545 (by May 12; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/nafta>.
- June 12 **ELECTRONIC DATA EXCHANGE.** Luncheon program sponsored by the International Air Cargo Association of Chicago. Presentation by **Fred Werginz**, Head of Commercial Operations, North America & Caribbean, CHAMP Cargosystems. 11:15 a.m. – 2:00 p.m., Wyndham Garden Elk Grove Village/O'Hare, 2550 Landmeier Road, Elk Grove Village, IL. IACAC Members - \$35; Non-members - \$45. For information & registration, please see: <https://www.iacac.com/events/june-2018-luncheon>.
- June 12 **REAL RESOURCES FOR EXPORT SUPPORT.** Luncheon program sponsored by the Madison International Trade Association. Presentations by: **Don Sesterhenn**, Director of Global Tax and Treasury, Johnson Outdoors; **Koreen Grube**, Director, U.S. Commercial Service, Milwaukee; **Katy Sinnott**, Vice President of International Business Development, Wisconsin Economic Development Corporation. 11:30 a.m. – 2:00 p.m., Fluno Center, 601 University Avenue, Madison, WI. MITA Members - \$35 (by June 5; \$45 thereafter); Non-members - \$50 (by June 5; \$60 thereafter). For information & registration, please see: <http://mitatrade.org/events/details/real-resources-for-export-support>.
- 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 **FARNBOROUGH 2018: KNOW BEFORE YOU GO.** Webinar, sponsored by the U.S. Commercial Service, is for U.S. companies participating in the Farnborough International Airshow 2018. Topics include: *Know Before You Go – What to Expect, What You'll See & Info You Might Not Get Elsewhere; Top Markets for Aerospace & Defense; Do's and Don'ts of Export Controls at Trade Shows; Using Trade Shows for Economic Growth.* 12:00 p.m. CDT. Fee: \$25. For information & registration, please see: [https://2016.export.gov/eac/show\\_detail\\_trade\\_events.asp?EventID=38625&InputType=EVENT](https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=38625&InputType=EVENT).

- 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 12 ***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. 5:30 – 8:00 p.m., Federales, 180 North Riverside Plaza, Chicago. No charge; advance registration requested. For information & registration, please see: [https://www.evite.com/event/0126EVC7IGP5GEY7YEPILOSIUZKXYU/rsvp?utm\\_campaign=send\\_sharable\\_link&utm\\_medium=sharable\\_invite&utm\\_source=NA](https://www.evite.com/event/0126EVC7IGP5GEY7YEPILOSIUZKXYU/rsvp?utm_campaign=send_sharable_link&utm_medium=sharable_invite&utm_source=NA).
- 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: MUFGE; 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 ***DELIVERING THE GOODS, OR WHY I CAN'T USE FOB.*** Webinar, sponsored by SBA Trade Finance, is designed to help you gain the “know how” to improve your firm’s cash flow cycle, profitability, and competitive advantage globally. 9:00 – 10:00 a.m. CDT. No charge; advance registration required. For information & registration, please see: <https://register.gotowebinar.com/register/7085003731171974145>.
- 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 **WELCOME TO THE CLUB: AN OVERVIEW OF INDIA'S DUAL-USE AND DEFENSE EXPORT CONTROL SYSTEMS (INCLUDING RECENT REFORMS RELATED TO THE WASSENAAR ARRANGEMENT)**. Webinar, sponsored by the Export Compliance Training Institute, will address the following topics: *Overview of India's Export Control System; Summary of Recent Changes to India's Export Control System; Effectively Navigating the SCOMET List and Proper Item Classification in India; Summary of India's Dual-Use and Defense License Requirements and Review Process; Review of Trade Compliance and Enforcement Efforts in India; Resources to Assist with Industry Compliance*. 12:00 – 1:30 p.m. CDT. Fee: \$195. For information & registration, please see: <https://www.learnexportcompliance.com/webinar/welcome-to-the-club-an-overview-of-indias-dual-use-and-defense-export-control-systems/>.
- 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 13 **UNLOCKING BUSINESS OPPORTUNITIES IN THE CHANGING ASEAN MARKETS**. Webinar sponsored by the Association for Corporate Growth in partnership with East-West Associates. A panel of experts from East-West Associates will explore how your firm might benefit from a “China Plus One” strategy; topics include: *ASEAN market expansion insights; Mitigating China risk; Value creation strategies; In-depth analysis of potential ASEAN tax structures and labor rates*. 1:00 – 2:00 p.m. CDT. No charge; advance registration required. For information & registration, please see: <https://register.gotowebinar.com/register/4453907590424889347>.
- June 13 **SCUTTLE, SALVAGE, OR STEP UP A NOTCH? NAFTA MODERNIZATION AND HOW STATE AND NON-STATE ACTORS HAVE BEEN SHAPING A REWRITE**. Panel discussion sponsored by the Canada-U.S. Business Council Chicago. Panelists include: **John Cruickshank** (Moderator), Consul General for Canada in Chicago; **Jean-François Hould**, Québec Delegate; **Vincent Routhier**, Montreal-based international trade attorney; **Cynthia Shearn**, Partner, Fragomen, Del Rey, Bernsen & Loewy, PLLC. 5:00 – 7:00 p.m., Consulate General of Canada, 180 North Stetson Avenue, Suite 2400, Chicago. CUSBC Members - \$20; Non-members - \$30. For information & registration, please see: <https://s01.123signup.com/Member?PG=1522425182400&P=1522425140773581432898400&Info=>.
- June 14 - **NINTH ANNUAL CHICAGO FORUM ON INTERNATIONAL ANTITRUST ISSUES**. Event sponsored by 15 Northwestern University Pritzker School of Law with: Baker McKenzie; Mayer Brown; Microsoft; Jones Day; Compass Lexecon; MLEX; Qualcomm Inc.; and the Searle Center on Law, Regulation, and Economic Growth. With speakers from the U.S., EU, China, Brazil, Canada, Germany, Mexico, and Spain, the program is designed to examine the latest developments in antitrust law in the U.S. and around the globe, providing practitioners and regulators with up-to-date and practical information. Featured Keynote Address: **Donald G. Kempf**, Deputy Assistant Attorney General, Antitrust Division, US Department of Justice. 7:45 a.m., Northwestern Pritzker School of Law, Wieboldt Hall #147, 340 East Superior Street, Chicago. Fee: \$495 - Standard Registration; \$200 - Government/Academic/Judicial. For information & registration, please see: <http://www.law.northwestern.edu/research-faculty/searlecenter/events/international/index.html>.
- June 14 **FINDING EUROPE'S BEST E-COMMERCE MARKETS**. First in a three-part webinar series sponsored by the U.S. Commercial Service. Presentation by **Finnian O'Cionnaith**, Head of Research and Development, GEODIS, who will address: *Regional market segmentation in Europe; Using data to target the best e-commerce markets; E-commerce Europe entry strategies*. 10:00 a.m. CDT. Fee: \$75 (includes all three webinars). For information & registration, please see: [https://2016.export.gov/eac/show\\_detail\\_trade\\_events.asp?EventID=38657&InputType=EVENT](https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=38657&InputType=EVENT).

- June 14 ***FOREIGN TRADE ZONE COMPLIANT OPTIONS TO CORPORATE SAVINGS.*** Webinar, sponsored by The World Academy, will review the opportunities for members of the import supply chain process acting as U.S. importer and or distributors to take advantage of this best practice import option. 12:00 – 1:00 p.m. CDT. Fee: \$95. For information & registration, please see: <https://www.theworldacademy.com/product-page/webinar-foreign-trade-zone-compliant-options-6-14-1-2-pm>.
- 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](https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=38600&InputType=EVENT).
- June 15 ***POLAND: RANKED THE 3RD BEST COUNTRY IN THE WORLD TO INVEST IN.*** Luncheon briefing and discussion sponsored by the Polish American Chamber of Commerce and Miller Canfield. Speakers include: **Mariusz Haladyj**, Undersecretary of State in Poland's Ministry of Entrepreneurship and Technology; **Richard Walawender**, Honorary Consul of Poland in Detroit and Principal, Miller Canfield; and **Justyna Regan**, a Chicago-based lawyer at Miller Canfield licensed in both Poland and the U.S. 11:00 a.m. – 2:00 p.m., Miller Canfield, 225 West Washington Street, Suite 2600, Chicago. No charge; advance registration required. For information & registration, please call: 773/205-1998.
- June 17 ***MEDICAL TRAVEL AS AN OPTION FOR U.S. EMPLOYERS.*** Event sponsored by PROMED (Costa Rican Health Chamber), Society for Human Resource Management, and CIMA Hospital. The session will describe the benefits of implementing a medical travel option in employers' benefit plans, provide success stories of employers already engaged with this kind of program and offer details about the full medical travel process from the time a medical case arises to the time the patient travels back to the U.S. 9:00 a.m. – 12:00 p.m., Hyatt Regency McCormick Place, 2233 South Dr Martin Luther King Jr Drive, Chicago. No charge; advance registration required. For information & registration, please see: [https://promedcostarica.eventbank.com/event/8345/#speaker\\_5aff094ce4b0b87f521b46b1](https://promedcostarica.eventbank.com/event/8345/#speaker_5aff094ce4b0b87f521b46b1).
- June 18 - ***RYME+, CONNECTING EUROPEAN INNOVATIONS TO CHICAGO.*** In collaboration with FB  
22 International LLC and the University Technology Park of the Illinois Institute of Technology, 12 companies from France and Spain will come to Chicago the week of June 18th under the auspices of RYME+, an international business development program funded by the European Union to support the international development of SMEs. For the list of companies and appointments, please see: <http://www.fbintl.com/ryme-plus>.
- June 19 ***E-COMMERCE DISTRIBUTION FOR EUROPE.*** Second in a three-part webinar series sponsored by the U.S. Commercial Service. Presentations by **Stan de Caluwe**, Senior Manager, Supply Chain Solutions, Holland International Distribution Council and **Chris Boyle**, President, Global Access, who will cover: *Logistics and distribution challenges when fulfilling orders from Europe; Service expectations of the European customers; Cost structures based on sales volume.* 10:00 a.m. CDT. Fee: \$75 (includes all three webinars). For information & registration, please see: [https://2016.export.gov/eac/show\\_detail\\_trade\\_events.asp?EventID=38657&InputType=EVENT](https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=38657&InputType=EVENT).
- June 19 ***EXPORT CONTROLS 101: STARTING AT THE BEGINNING.*** Webinar, sponsored by the Export Compliance Training Institute, will give people brand new to export controls a jump-start towards accurately understanding and learning the complex and voluminous U.S. export control rules, regulations, and procedures. 12:00 – 1:30 p.m. CDT. Fee: \$195. For information & registration, please see: <https://www.learnexportcompliance.com/webinar/export-controls-101-starting-at-the-beginning/>.

- June 19 ***USING ATA CARNETS TO RE-ENERGIZE YOUR DRIVE FOR REVENUE & CUSTOMER GROWTH.*** Webinar sponsored by Roanoke Insurance Group. Presentation by **Amanda Barlow**, Vice President of ATA Carnet, Roanoke Insurance Group, who will discuss: Some Fine Points About ATA Carnets; Benefits of ATA Carnets for Your Clients; Examples of Actual ATA Carnet Shipments. 1:00 – 2:00 p.m. CDT. No charge; advance registration required. For information & registration, please click [here](#).
- June 19 ***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. 2:00 – 3:00 p.m. CDT. Fee: \$55. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07efetrbmxec868505&oseq=&c=&ch=>.
- June 20 ***INTERNATIONAL TAX AND IMPACT OF NEW TAX LAW CHANGES.*** Program sponsored by the International Trade Club of Chicago. Presentations by **Yoko Yamamoto** and **David Yearly**, CDH. 7:30 – 9:00 a.m., Wintrust Bank, 9700 West Higgins Road, Rosemont, IL. ITCC Members - \$20; Non-members - \$35. For information & registration, please see: <http://itcc.org/event-2957703>.
- June 20 ***INTRODUCTION TO THE LETTER OF CREDIT.*** Webinar, sponsored by SBA Trade Finance, is designed to help you gain the “know how” to improve your firm’s cash flow cycle, profitability, and competitive advantage globally. 9:00 – 10:00 a.m. CDT. No charge; advance registration required. For information & registration, please see: <https://register.gotowebinar.com/register/1113851849649404930>.
- June 20 ***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. CDT. Fee: \$55. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07efetsi0q526fb31c&oseq=&c=&ch=>.
- June 20 ***INNOVATION AND LEADERSHIP IN A COMPETITIVE GLOBAL MARKET.*** 2018 International Executive of the Year Award luncheon program sponsored by The Executives’ Club of Chicago. Presentation by **Muhtar Kent**, Chairman and former Chief Executive Officer, The Coca-Cola Company. 11:15 a.m. – 1:15 p.m., Palmer House Hilton, 17 East Monroe Street, Chicago. ECC Members - \$100; Non-members - \$150. For information & registration, please see: <http://www.executivesclub.org/programs/upcoming/international-executive-of-the-year-2018>.
- June 20 ***FINDING AND MANAGING OVERSEAS DISTRIBUTORS.*** Luncheon program sponsored by the International Trade Association of Greater Chicago. Panelists include: **Bernie Bowersock**, Senior Vice President (Retired), Global Specialty Solutions; **Jeff Dziura**, Vice President, International, Newmedical Technology, Inc.; **Bill McNamara**, Principal, Dearborn International, Inc.; **Rick Schwab**, Vice President, International, Gold Eagle Company. 11:45 a.m. – 2:00 p.m., Carlucci Rosemont, 6111 North River Road, Rosemont, IL. ITA/GC Members - \$50; Non-members - \$75. For information & registration, please see: [http://calendar.itagc.org/docs/ITAGC\\_Calendar\\_10218.pdf](http://calendar.itagc.org/docs/ITAGC_Calendar_10218.pdf).
- June 20 ***TRADE WARS: EPISODE IV A NEW HOPE [MONTHLY UPDATE].*** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., provides an overview of the latest developments and how you might need to respond. 12:00 – 12:30 p.m. CDT. Fee: \$50. For information & registration, please see: <https://www.strtrade.com/events-Monthly-Update-062018.html>.
- June 20 ***EUROPEAN PROFESSIONALS NETWORKING COCKTAIL.*** Event sponsored by the French-American Chamber of Commerce Chicago with the: Dutch-American Chamber of Commerce; German American Chamber of Commerce of the Midwest; Italian American Chamber of Commerce-Midwest; Polish American Chamber of Commerce, and the Nordic Chambers of Commerce. 5:30 – 7:30 p.m., Le Bar, Sofitel Magnificent Mile, 20 East Chestnut Street, Chicago. Members of sponsoring organizations - \$10; Non-members - \$20. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07eewn3lftab81a8e9&oseq=&c=&ch=>.

- 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 21 **EXPORTING TO BRAZIL.** Webinar, sponsored by the World Trade Research Institute, will cover the opportunities and challenges that companies may face in Brazil and will include strategies for entering the market. 2:00 – 3:00 p.m. CDT. Fee: \$55. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07efetsifk8569b4ca&oseq=&c=&ch=>.
- June 22 **[GREEK] INVESTMENT ROUNDTABLE.** Seminar & luncheon sponsored by Enterprise Greece. Topics include: *Current Economic and Investment Environment in Greece; Capital Markets in Greece; Greek – American Economic Relations: A New Perspective; Greece in the Spotlight: Investment Opportunities for Foreign Investors; Case Studies from U.S. Investors.* 9:00 a.m. – 1:00 p.m., The Peninsula Chicago, 108 East Superior Street, Chicago. No charge; advance registration required. For information & registration, please see: <http://www.enterprise-greece.org/chicago/>.
- June 22 **FOCUS ON REGIONAL MARITIME INDUSTRY AND ITS ECONOMIC VALUE.** Seminar, port tour and luncheon sponsored by the Central Asian Productivity Center in cooperation with the Northwest Indiana World Trade Alliance. Seminar topics include: *Maritime Industry and The Silk Road; International Port of Indiana and Its Economic Value; The Changing Maritime Industry; The Value of Using Foreign Trade Zones.* 9:30 a.m., International Port of Indiana, Burns Harbor, Portage, IN. CAPRC Members - \$20; Non-members - \$25. For information & registration, please e-mail: [lepinske@sbcglobal.net](mailto:lepinske@sbcglobal.net).
- June 25 - **2018 BELT AND ROAD SUMMIT & MIDWEST TRADE MISSION TO HONG KONG.** Mission  
30 **REGISTRATION CLOSED** High Trade Development Council; Central Asian Productivity Research  
Association of the Midwest. With the expansion of the modern-day  
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@hktdc.org](mailto:christine.barragan@hktdc.org). Registration deadline **May 1**.
- June 25 - **SELECTCHICAGO 2018.** An Official SelectUSA Spin-off Conference Event supported by: Greater  
27 Waukegan Development Coalition; **International Trade Association of Greater Chicago;**  
SelectUSA of the United States Department of Commerce; ENCLAVE for Entrepreneurs  
Foundation, Inc.; NRW.INVEST. This Chicagoland international FDI conference provides an  
immersive experience for qualified firms seeking new locations to base their businesses in the  
Chicago region of the United States. In order to provide firms with the best experience possible,  
registered participants will have access to an Online Investment Portal, allowing them to effortlessly  
explore the investment opportunities that are the best fit for their industry. At the conference,  
attendees will connect with the Chicagoland communities and the organizations which support  
development in those communities. Further, attendees will be provided tours around Chicagoland  
and development opportunities and will meet Mayors, Chambers of Commerce, and other important  
officials. For information & registration, please see: <http://selectchicago.org>.



- June 26 **VAT FULFILLMENT FOR E-COMMERCE.** Last in a three-part webinar series sponsored by the U.S. Commercial Service. Presentations by **Zdenek Vajnlich**, Senior VAT Manager, Meridian International VAT Consulting and **Joshua Aikens**, Chief of Staff, Zonos. Who will cover: *What is VAT and how is it paid; Differences in VAT fulfillment between standard exports and ecommerce; Properly invoicing customers on B2C shipments.* 10:00 a.m. CDT. Fee: \$75 (includes all three webinars). For information & registration, please see: [https://2016.export.gov/eac/show\\_detail\\_trade\\_events.asp?EventID=38657&InputType=EVENT](https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=38657&InputType=EVENT).
- June 26 **CUSTOMS AUDITS 101: WHAT TO EXPECT.** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will discuss Focused Assessments as well as CBP's more recent audit methods and what importers can expect with each. 1:00 – 2:00 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/events-In-Out-Customs-Audits-053118.html>.
- June 26 **WIN CONTRACTS AT THE WORLD BANK.** Webinar, sponsored by the World Trade Research Institute, will demonstrate how your company can win contracts at the World Bank with the help of the U.S. Department of Commerce. 2:00 – 3:00 p.m. CDT. Fee: \$55. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07efetu47c53a2eccc&oseq=&c=&ch=>.
- June 26 **EXPORTING FROM START TO FINISH: HOW TO GET GOODS AND SERVICES OUT OF THE COUNTRY.** Dinner program sponsored by the Illinois CPA Society (ICPAS) Fox River Trail Chapter. Presentation by **Ric Frantz**, CEO, LR International, Inc., who will address: *How to react to a request from an overseas buyer; How to be proactive in starting a global business; U.S. export compliance issues; Embargoed countries; Denied foreign companies and individuals; Identifying necessary external service providers for exporting; Options for how to get paid; How to ship goods.* 6:00 – 9:00 p.m., Biaggi's, 20560 North Rand Road, Deer Park, IL. Fee: \$25. For information & registration, please e-mail: [FoxRiverTrailChapterICPAS@gmail.com](mailto:FoxRiverTrailChapterICPAS@gmail.com).
- June 27 **CHAPTER 98: DUTY SAVINGS, LEGISLATIVE CHANGES, AND CBP INSTRUCTIONS.** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will help importers gain a clear understanding of Chapter 98 requirements and better take advantage of its benefits. 1:00 – 2:00 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/events-Chapter-98-Duty-Savings-webinar-062718.html>.
- June 27 **HOT SUMMER NIGHT: INTERNATIONAL SUMMER SOCIAL CRUISE & FIREWORKS DISPLAY.** Twelfth Annual international business & social networking event sponsored by the International Trade Association of Greater Chicago with: **First American Bank; MichaelSilver; SelectChicago; MB Financial Bank;** the **Chicago International Trade Commissioners' Association; Ennes International & Daubert Cromwell.** Co-sponsors include: Arab-American Business & Professional Association; British-American Business Council Chicago; Canada-U.S. Business Council Chicago; **EuroChicago;** Hong Kong Business Association of the Midwest; Swiss-American Business Council; U.S-Mexico Chamber of Commerce Mid-America Chapter. Join us aboard the *Spirit of Chicago* for a buffet dinner, dancing, incomparable Chicago skyline views and the Navy Pier fireworks display from Lake Michigan. 6:30 – 10:00 p.m.; board at Navy Pier, Chicago. Members of sponsoring organizations & their guests - \$95 (by **June 8**; \$110 thereafter); Non-members – \$120 (by **June 8**; \$135 thereafter). Advance registration required by **June 20**. **Corporate sponsorships available:** please e-mail [rpaulin@itagc.org](mailto:rpaulin@itagc.org). For information & registration, please see: [http://calendar.itagc.org/docs/ITAGC\\_Calendar\\_10158.pdf](http://calendar.itagc.org/docs/ITAGC_Calendar_10158.pdf).
- June 28 **PREPARING FOR GLOBAL E-COMMERCE.** Webinar, sponsored by the World Trade Research Institute, will provide information you will need to complete international online sales and explain how to integrate that information in your sales fulfillment process. 10:00 – 11:00 a.m. CDT. Fee: \$55. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07efetu4gb3f935a74&oseq=&c=&ch=>.

- June 28 **“MADE IN USA” MARKING & ADVERTISING FOR TEXTILE & APPAREL PRODUCTS.** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will provide an overview of issues and guidelines related to “Made in USA” marking and advertising specific to textile and apparel products. 1:00 – 2:00 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/events-Made-in-USA-Webinar-062818.html>.
- June 28 **HOW TO PREPARE FOR THE [CANADIAN] MEDICAL DEVICE SINGLE AUDIT PROGRAM (MDSAP).** Webinar sponsored by the U.S. Commercial Service. A Health Canada official will guide you through the MDSAP process and how to meet Health Canada requirements to successfully export. 1:00 – 2:00 p.m. CDT. Fee: \$25. For information & registration, please see: [https://2016.export.gov/eac/show\\_detail\\_trade\\_events.asp?EventID=38616&InputType=EVENT](https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=38616&InputType=EVENT).
- July 9 **CHINA: EDUCATION TECHNOLOGY MARKET OUTLOOK.** Webinar, sponsored by the U.S. Commercial Service, will cover multiple important topics, including a basic overview of the sector and its potential impact on U.S. “Ed-Tech” companies, IPR protection, and details about the U.S. Pavilion at the 2018 Global Education Technology Expo in Beijing, Shanghai (November 2018). 7:00 p.m. CDT. Fee: \$25. For information & registration, please see: [https://2016.export.gov/eac/show\\_detail\\_trade\\_events.asp?EventID=38627&InputType=EVENT](https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=38627&InputType=EVENT).
- July 15 - **TRADE MISSION TO INDIA.** Sponsored by the International Trade Council, participants will be 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.indiatrademission.org>.
- July 15 - **FOOD INGREDIENTS BUYERS MISSION AT THE 2018 INSTITUTE OF FOOD TECHNOLOGISTS SHOW.** Sponsored by Food Export Association of the Midwest USA (Food Export-Midwest) and Food Export USA-Northeast (Food Export-Northeast), this Buyers Mission is a great opportunity to meet with pre-qualified international buyers. International manufacturers often look to the U.S. for ingredients because domestic supplies of a particular ingredient are not available cost-effectively or the quality of the domestic supply is much lower than a manufacturer would ideally like to use. McCormick Place, Chicago. Fee: \$225 by **June 4**. For information & registration, please see: <https://www.foodexport.org/programs-services/enter-new-markets/buyers-missions/G18IFT>.
- 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 18 **LETTERS OF CREDIT.** Webinar sponsored by the Global Training Center. Topics include: *Methods of Payment; Letters of Credit; Import Letters of Credit; Export Letters of Credit; Special Types of Letters of Credit and Trade Finance; Uniform Customs and Practice for Documentary Credits, UCP 600.* 8:30 a.m. – 4:00 p.m. CDT. Fee: \$545 (by June 18; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/letters-of-credit>.
- July 19 **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 19 **INTERNATIONAL LOGISTICS.** Webinar sponsored by the Global Training Center. Topics include: *International Logistics Partners; Securing Your International Supply Chain; Ocean Bills of Lading and Common Carrier's Obligations Toward the Shipper; Ocean Transportation; Air Waybills of Lading; Air Freight Transportation; Insurance; Incoterms® 2010 Product Transportation & Risk of Loss.* 8:30 a.m. – 4:00 p.m. CDT. Fee: \$545 (by June 19; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/international-logistics>.
- July 19 **CLASSIFICATION OF CHEMICALS, DRUGS AND POLYMERS IN PRIMARY FORM.** Seminar (held in conjunction with the Institute of Food Technologists' Annual Meeting), sponsored by the National Association of Export Companies (NEXCO), will address classifying inorganic and organic chemicals in Chapters 28 and 29 of the U.S. Harmonized Tariff Schedule. It will also provide guidance for chemical classification, definitions of various chemistry terms necessary for classification, discussion of drugs and medicaments in Chapter 30, and the Pharmaceutical Appendix. 8:30 a.m. – 4:00 p.m., Hyatt Regency McCormick Place, 2233 South Martin Luther King Drive, Chicago. Fee: \$399 (by June 15; \$499 thereafter). For information & registration, please see: <http://www.nexco.org/events/classification-of-chemicals-and-drugs-rules-of-the-game/>.
- July 19 **2018 DUTY DRAWBACK REVENUE RECOVERY.** Webinar, sponsored by The World Academy, will provide an overview of the updated allowances available to your company that can have an immediate impact on your company's financial bottom line. 12:00 – 1:00 p.m. CDT. Fee: \$95. For information & registration, please see: <https://www.theworldacademy.com/product-page/2018-duty-drawback-revenue-recovery-scheduled-for-7-19-1-pm-2-pm-est>.
- 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 20 **EXPORT DOCUMENTATION.** Webinar sponsored by the Global Training Center. Topics include: *Structuring Export Sales to Foreign Markets; Negotiating Your Contract and Meeting Its Terms; Incoterms® 2010, Product Transportation & Risk of Loss; Forms of Payment; Customs & Tariff Planning Considerations; Export Controls; Freight Forwarders, Packing and Transportation; Reporting the Export; Export Documentation.* 8:30 a.m. – 4:00 p.m. CDT. Fee: \$545 (by June 20; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/export-documentation>.

- July 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](mailto: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 25 **PRICE QUOTING FROM THE PRO FORMA INVOICE.** Webinar, sponsored by SBA Trade Finance, is designed to help you gain the “know how” to improve your firm’s cash flow cycle, profitability, and competitive advantage globally. 9:00 – 10:00 a.m. CDT. No charge; advance registration required. For information & registration, please see: <https://register.gotowebinar.com/register/5178781521909397762>.
- 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>.
- 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<sup>®</sup> STRATEGIES**. Seminar sponsored by the Global Training Center. Topics include: *What Are Incoterms<sup>®</sup> Rules?; Theoretical Overview; Applications of Incoterms<sup>®</sup> Rules: Part 1; Applications of Incoterms<sup>®</sup> 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. 2 **2018 MIDWEST [FOOD] BUYERS MISSION**. Sponsored by Food Export Association of the Midwest USA (Food Export-Midwest) and Food Export USA-Northeast (Food Export-Northeast), this will allow you to position yourself and your products in front of pre-qualified, experienced international buyers who continue to seek the latest food trends and products from the United States. It's the perfect low-cost opportunity to meet buyers from established and emerging markets in one place. Choose from 17 international buyers. Additionally, Food Export In-Market Representatives from Canada, Costa Rica, Japan, Middle East, Nicaragua and Panama will be on hand to meet one-on-one to answer questions and assist with market specific insight. 8:00 a.m., Maggiano's Little Italy, 515 North Clark Street, Chicago. Fee: \$250 (by June 1; \$300 thereafter until June 22 deadline). For information & registration, please see: <https://www.foodexport.org/programs-services/enter-new-markets/buyers-missions/G18MBM-IL>.
- Aug. 7 **U.S. SANCTIONS 2018 UPDATES AND OVERVIEW**. Webinar, sponsored by The World Academy, will provide an update on the current U.S. sanctions policies in place to provide a clear understanding of the do's and don'ts related to export sales agreements and shipping practices. 12:00 – 1:00 p.m. CDT. Fee: \$95. For information & registration, please see: <https://www.theworldacademy.com/product-page/us-sanctions-2018-updates-and-overview-scheduled-for-8-7-from-1pm-2pm-est>.
- Aug. 8 **INCOTERMS<sup>®</sup> 2010 RULES**. Webinar sponsored by the Global Training Center. Topics include: *Domestic Terms of Sale for Domestic Transactions in the U.S.; Incoterms<sup>®</sup> 2010 Product Transportation and Risk of Loss; Exercises*. 9:00 a.m. – 12:30 p.m. CDT. Fee: \$345 (by July 8; \$395 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/incoterms-rules>.
- Aug. 9 **EXPORT TO MEXICO**. Webinar sponsored by the Global Training Center. Topics include: *An Overview of Mexico; Leaving the United States; Entering Mexico; Mexico Tariff Schedule; Non-Tariff Regulations & Restrictions; Trade Promotions & Initiatives; Information Resources*. 9:00 a.m. – 12:30 p.m. CDT. Fee: \$345 (by July 9; \$395 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/export-to-mexico-documentation-procedures>.
- Aug. 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 July 10; \$395 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/export-to-canada>.
- Aug. 17 **INCOTERMS<sup>®</sup> STRATEGIES**. Webinar sponsored by the Global Training Center. Topics include: *What Are Incoterms<sup>®</sup> Rules?; Theoretical Overview; Applications of Incoterms<sup>®</sup> Rules: Part 1; Applications of Incoterms<sup>®</sup> Rules: Part 2; Negotiating Strategies and Tactics; Critical Points in the Transfer of Costs, Risks and Possession; Case Studies*. 9:00 a.m. – 12:30 p.m. CDT. Fee: \$345 (by July 17; \$395 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/incoterms-strategies>.

- Aug. 21 - ***AUTOMOTIVE AFTERMARKET TRADE MISSION TO CHILE***. Organized by the Auto Care 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>.
- Aug. 27 ***IMPORT DOCUMENTATION***. Webinar 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. CDT. Fee: \$545 (by July 27; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/import-documentation>.
- Aug. 28 ***IMPORTING 201***. Webinar 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. CDT. Fee: \$545 (by July 28; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/importing-201>.
- Aug. 29 ***ROAD TO C-TPAT CERTIFICATION***. Webinar sponsored by the Global Training Center. Topics include: *C-TPAT Basics; Why C-TPAT?; C-TPAT Mechanics; Validations and Revalidations; C-TPAT Maintenance*. 9:00 a.m. – 12:30 p.m. CDT. Fee: \$345 (by July 29; \$395 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/ctpat>.
- Aug. 29 ***CASE STUDY: WALK THROUGH A SALE FROM QUOTE TO CASH IN THE BANK***. Webinar, sponsored by SBA Trade Finance, is designed to help you gain the “know how” to improve your firm’s cash flow cycle, profitability, and competitive advantage globally. 9:00 – 10:00 a.m. CDT. No charge; advance registration required. For information & registration, please see: <https://register.gotowebinar.com/register/7045579642547517442>.
- Aug. 29 ***2018 ISF COMPLIANCE MANAGEMENT***. Webinar, sponsored by The World Academy, will discuss best practices in ISF compliance management. 12:00 – 1:00 p.m. CDT. Fee: \$95. For information & registration, please see: <https://www.theworldacademy.com/product-page/webinar-2018-isf-compliance-management-scheduled-for-8-29-1-pm-2pm-est>.
- Sept. 11 ***MITIGATING SUPPLY CHAIN RISKS***. Lunch program and workshop sponsored by the Madison International Trade Association. *Luncheon* presentations by: **Zef Cisneros**, Global Manufacturing Lead, GE Healthcare, and **John M. McKeller**, Senior Lecturer, Grainger Center for Supply Chain Management, University of Wisconsin School of Business. *Setting up a Supply Chain Risk Management Plan - A Tactical Hands-on Workshop*; presentations by: **Zef Cisneros**, Global Manufacturing Lead, GE Healthcare; **John M. McKeller**, Senior Lecturer, Grainger Center for Supply Chain Management, University of Wisconsin School of Business; **Jen Pino-Gallager**, Director, Food & Agribusiness Practice Group, M3 Insurance. 11:30 a.m. – 4:30 p.m., Fluno Center, 601 University Avenue, Madison, WI. Fees vary. For information & registration, please see: <http://mitatrade.org/events/details/mitigating-supply-chain-risk>.
- Sept. 17 - ***WATER INDUSTRY TRADE MISSION TO MEXICO***. Organized by the U.S. Commercial Service with 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. 17 - **U.S. FRANCHISE TRADE MISSION TO SOUTHEAST ASIA [THAILAND & INDONESIA]**. Organized  
21 by the International Franchise Association and certified by the U.S. Commercial Service, this mission is for a select group of franchise companies who will receive valuable briefings, firsthand market research, and the opportunity to meet investors in two of the world's fastest-growing economies. Itinerary items include one-on-one matchmaking meetings with pre-screened local investors, country briefings with U.S. Embassy officials and U.S. Commercial Service officers, briefings from local commercial and legal experts, and local site visits. For information & an application, please see: <https://www.franchise.org/SEAsia2018>.
- 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](http://2016.export.gov/eac/show_detail_trade_events.asp?EventID=37815&InputType=EVENT).
- Sept. 19 **INTERNATIONAL LOGISTICS**. Webinar sponsored by the Global Training Center. Topics include: *International Logistics Partners; Securing Your International Supply Chain; Ocean Bills of Lading and Common Carrier's Obligations Toward the Shipper; Ocean Transportation; Air Waybills of Lading; Air Freight Transportation; Insurance; Incoterms® 2010 Product Transportation & Risk of Loss*. 8:30 a.m. – 4:00 p.m. CDT. Fee: \$545 (by August 19; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/international-logistics>.
- Sept. 20 **LETTERS OF CREDIT**. Webinar sponsored by the Global Training Center. Topics include: *Methods of Payment; Letters of Credit; Import Letters of Credit; Export Letters of Credit; Special Types of Letters of Credit and Trade Finance; Uniform Customs and Practice for Documentary Credits, UCP 600*. 8:30 a.m. – 4:00 p.m. CDT. Fee: \$545 (by August 20; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/letters-of-credit>.
- Sept. 21 **EXPORT DOCUMENTATION**. Webinar sponsored by the Global Training Center. Topics include: *Structuring Export Sales to Foreign Markets; Negotiating Your Contract and Meeting Its Terms; Incoterms® 2010, Product Transportation & Risk of Loss; Forms of Payment; Customs & Tariff Planning Considerations; Export Controls; Freight Forwarders, Packing and Transportation; Reporting the Export; Export Documentation*. 8:30 a.m. – 4:00 p.m. CDT. Fee: \$545 (by August 21; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/export-documentation>.
- Sept. 24 **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; Classification Exercises*. 8:30 a.m. – 4:00 p.m. CDT. Fee: \$545 (by August 24; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/tariff-classification>.

- Sep. 25 **NAFTA RULES OF ORIGIN.** Webinar sponsored by the Global Training Center. Topics include: *NAFTA – Overview; Definitions; A Closer Look at Origination; Finer Points of Origination; NAFTA and Special Sectors; The NAFTA Certificate of Origin Form; Country of Origin for Marking Purposes; NAFTA Strategies for Businesses; Appeal Procedures; Country of Origin Marking Rules; Record Keeping, Penalties, Denial of Benefits; Maquiladora Industry; Annex 401 Specific Rules of Origin; Regulatory Compliance and Enforcement; Other Free Trade Agreements.* 8:30 a.m. – 4:00 p.m. CDT. Fee: \$545 (by August 25; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/nafta>.
- 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>.
- Oct. 9 **CTPAT 2018 COMPLIANCE AND SECURITY VALIDATION PREPARATION MANAGEMENT.** Seminar, sponsored by The World Academy, will walk participants through the 2018 proposed new focus on compliance and security within the import supply chain process. It is essential for all CTPAT members to ensure that their CTPAT management practices can meet annual security supply chain vetting practices and pending CTPAT validation criteria for both domestic and foreign site validation reviews. 9:00 a.m. – 12:00 p.m., Chicago. Fee: \$200 (by September 9; \$250 thereafter). For information & registration, please see: <https://www.theworldacademy.com/product-page/ctpat-2018-compliance-and-security-validation-management-10-9-chicago-il-1>.
- Oct. 10 **DRAWBACK SIMPLIFICATION AND MULTI-PARTY CLAIMS MANAGEMENT.** Seminar sponsored by The World Academy. Topics include: *Drawback privileges redefined; Unused merchandise drawback defined and explained; Rejected merchandise drawback defined and explained; Manufacturing Drawback defined and explained; Multi-party drawback defined and explained; Drawback Simplification defined and explained.* 2:00 – 5:00 p.m., Chicago. Fee: \$200 (by September 10; \$250 thereafter). For information & registration, please see: <https://www.theworldacademy.com/product-page/drawback-simplification-and-claims-management-10-10-chicago-il-1>.
- Nov. 10 - **TRADE MISSION TO THE UNITED ARAB EMIRATES.** Sponsored by the International Trade 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>.
- Nov. 11 - **PRIVATE LABEL BUYERS MISSION AT THE 2018 PRIVATE LABEL MANUFACTURERS ASSOCIATION SHOW.** Sponsored by Food Export Association of the Midwest USA (Food Export-Midwest) and Food Export USA-Northeast (Food Export-Northeast), the Private Label Buyers Mission provides an opportunity to maximize your opportunities at the show where retailers and wholesalers go to source their private label products. You'll meet with pre-qualified buyers from around the world in pre-arranged, one-on-one meetings, generate new sales leads, and build relationships with key industry players. Rosemont, IL. Fee: \$150 (by **September 10**; \$225 thereafter until **October 1** deadline). For information & registration, please see: <https://www.foodexport.org/programs-services/enter-new-markets/buyers-missions/G18PLM>.



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## 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](mailto:info@itagc.org); or visit: [www.itagc.org](http://www.itagc.org).