



ILLINOIS INTERNATIONAL BUSINESS CALENDAR

July 9, 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

- July 18 ***NAFTA & U.S. TRADE POLICY ISSUES.*** Breakfast roundtable (eighth in a series) sponsored by the U.S.-Mexico Chamber of Commerce, Mid-America Chapter, with RSM; supported by: Global Midwest Alliance; Illinois District Export Council; **International Trade Association of Greater Chicago**; Metro Chicago Exports; ProMexico; and Chicago Regional Growth Corp. Agenda includes update of NAFTA2 negotiations and presentations by **John Cruickshank**, Consul General of Canada; **Martin Caro**, Trade Commissioner, ProMexico; and **Joseph Brusuelas**, Chief Economist, RSM. 8:30 – 11:00 a.m., RSM, Mezzanine, 1 South Wacker Drive, Chicago. Members of sponsoring & supporting organizations – No charge; Non-members - \$25. For information & registration, please see <https://www.usmcocma.org/events>, or contact Ralph Biedermann, Executive Director, at ralph.b@usmcoc.org.
- July 25 ***ESSENTIAL DUE DILIGENCE & BLITZ SCAM SCREENING: WHAT YOU NEED TO KNOW ABOUT BUSINESS PARTNERS AND HOW TO GET IT.*** Luncheon program sponsored by the International Trade Association of Greater Chicago. Presentation by **Louise Kern**, Managing Director, GloBIS (Global Business Information Services, Inc.), who will outline what you absolutely need to know about all your business partners, walk you through a standard credit report, highlight red flags, and help you recognize when you need to conduct further due diligence. 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 e-mail: rsvp@itagc.org.

Of Note:

New Analysis Outlines State-by-State Impact of Tariffs: A new analysis by the U.S. Chamber of Commerce outlines the state-by-state impact of retaliatory tariffs from China, the European Union, Mexico, and Canada, which have been imposed in response to new U.S. tariffs on imported goods. The analysis shows how much of each state's exports are threatened by retaliatory tariffs, highlights each state's hardest-hit products, and shows the total number of jobs supported by global trade in each state, illustrating exactly what American families and consumers stand to lose in a potential trade war. The analysis was compiled using data on state exports from the U.S. Department of Commerce and data on U.S. exports subject to foreign tariffs from the official government sources of China, the EU, Mexico, and Canada. The analysis is available online at www.thewrongapproach.com.

American Steel Index – Update: Business Forward has updated its indices for Cold- and Hot-Rolled Steel. Key findings:

- U.S. steel prices have risen 19% since February, while competitors’ prices have fallen 3%;
- Difference between U.S. and competitors’ prices has increased 114% since February;
- Increase in U.S. prices alone could wipe out more than one-third of a manufacturer’s profit (assuming steel represents 20% of its total costs and profit margin is 10%).

For the complete report, please see: <https://www.businessfwd.org/wp-content/uploads/2018/06/6.25.18-Steel-Index.pdf>.

Applications for Export Assistance Are Now Open: Metro Chicago Exports is accepting applications of interest for their export assistance programs. MCE’s complimentary export assistance programs help businesses reach their export potential by providing a range of financial, networking, and training support. Exporters located in Cook, DuPage, Kane, Kendall, Lake, McHenry and Will counties and the City of Chicago with less than 500 employees are encouraged to apply. Applications are reviewed on a rolling basis from now through **September 30**. For details, please see: http://www.metrochicagoexports.com/export-assistance/?mc_cid=c5c59ea260&mc_eid=3557b77165.

Additional Tariffs on Chinese Goods Effective July 6: According to the *STR Trade Report*, the Trump administration announced June 15 a list of 818 products from China that will be subject to an additional 25 percent duty as of July 6. The administration also released a list of 284 other tariff lines on which additional duties could be imposed following a public notice and comment process. The first list comprises 818 products with a total import value of \$34 billion. A large percentage of the goods on this list are from HTSUS Chapters 84, 85, 87, 88, and 90, such as engines and motors; construction, drilling, and agricultural machinery; machines for working minerals, glass, rubber, or plastic; rail locomotives and rolling stock; motor vehicles and motorcycles; helicopters and airplanes; and testing, measuring, and diagnostic instruments and devices. The second list comprises 284 tariff lines with a total import value of about \$16 billion. Many of these products are also classified in Chapters 84, 85, 97, and 90, but various products in chapters 27, 34, 38, 39, 70, 73, 76, and 89 are also included. Affected goods include plastics and plastic products; industrial machinery; machinery for working stone, ceramics, concrete, wood, hard rubber or plastic, and glass; cargo containers; tractors; and optical fibers. For more information, please see: <https://www.strtrade.com/news-news-section-301-tariffs-China-exclusion-061518.html>.

Terrifying Images Emerge from Within Once-Peaceful-Now-A-Security-Threat Nation of Canada: As reported in *The Out and Abouter*: “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://outabouter.com/2018/06/02/terrifying-images-emerge-from-within-once-peaceful-now-a-security-threat-nation-of-canada>.

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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.

July 10 **THAILAND: A HUB FOR SOUTHEAST ASIA’S BOOMING DIGITAL ECONOMY.** Webinar sponsored by the U.S. Commercial Service Global Tech & Cyber Team. Presentations on: *Thailand: Commercial Opportunities in Innovative Sectors* - **Stephen Anderson**, Acting Senior Commercial Officer, U.S. Commercial Service, Bangkok; *Ecommerce in Thailand and the Region* - **Andrew Harris**, Head of Public Policy, Southeast Asia, Amazon; *Blockchain* - **Emily Walker**, Chief Operating Officer, Sweetbridge Financial; *Digital Trade and Cybersecurity* - **SH Goh**, Executive Director Asia Pacific, Cisco. 7:00 p.m. CDT. No charge; advance registration required. For information & registration, please see: <https://build.export.gov/main/industry/infocomm/webinar/thailandde/index.asp>.

- July 10 ***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 **Shufen Zhao**, Executive Director, China General Chamber of Commerce Chicago & Vice President, ZHisland International USA, who will discuss ZHisland (<http://en.zhisland.com/>), a social networking platform for entrepreneurs in China. 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/0126T4HZIATLJUMDGEPIOYSOAHK77I/rsvp?utm_campaign=sen_d_sharable_link&utm_medium=sharable_invite&utm_source=NA.
- July 11 ***DOING BUSINESS IN THE STATE OF WEST BENGAL***. Webinar sponsored by the U.S. Commercial Service and SelectUSA, and the Indian Ministry of Commerce and Industry's Department of Industrial Policy and Promotion and Invest India. The webinar will include speakers from the Government of West Bengal, the West Bengal Industrial Development Corporation, and the Center for Strategic and International Studies (CSIS). 8:30 – 9:30 a.m. CDT. No charge; advance registration required. For information & registration, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=38703&InputType=EVENT.
- July 11 ***GROW YOUR SALES, BRANDS AND BUSINESS IN DUBAI & THE ARAB GULF***. Go Global webinar sponsored by IBT Online. Presentations by **Anne Jafery**, Managing Partner, Channels MEA, and **Susanna Hardy**, Chief Content Officer, IBT Online. 10:00 a.m. CDT. No charge; advance registration required. For information & registration, please see: <https://info.ibt.onl/webinar-online-business-in-the-gulf>.
- July 11 ***INTRO TO CLOUD COMPUTING AND HOW IT CAN BENEFIT YOU GLOBALLY***. Webinar sponsored by Women Entrepreneurs GROW Global. Presentations by **Jayger McGough Tomasino** and **Carly Kizorek**, Technical Evangelists at IBM, who will describe what cloud computing is and how it can benefit you when conducting business in the global marketplace. 11:00 a.m. – 12:00 p.m. CDT. No charge; advance registration required. For information & registration, please see: <https://register.gotowebinar.com/register/4459835057475523843>.
- July 11 ***UPDATES TO U.S. TRADE POLICY & TARIFFS***. Webinar, sponsored by Livingston International, is designed to help businesses better understand the impact to their trade processes, new administrative requirements and responsibilities, and opportunities for exemption and cost savings. 12:00 p.m. CDT. No charge; advance registration required. For information & registration, please see: <https://www.livingstonintl.com/resource/updates-u-s-trade-policy-tariffs>.
- July 11 ***ENVIRONMENTAL TECHNOLOGY: MARKET INTELLIGENCE ON CHINA'S INDUSTRIAL PARKS***. Webinar, sponsored by the U.S. Commercial Service, will introduce an initiative to connect U.S. technologies and solutions with China's 7,000+ industrial parks' environmental needs. 7:00 p.m. CDT. No charge; advance registration required. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=8QFG>.
- July 12 - ***USA – AFRICA YOUTH ENTREPRENEURSHIP SUMMIT***. Innovation conference and exhibition sponsored by the Africa Global Chamber of Commerce in partnership with: Rainbow Push Coalition; Illinois Department of Commerce & Economic Opportunity; U.S. Agency for International Development; U.S. African Development Foundation; SCORE Chicago; and others. Event provides a business networking platform designed to promote and facilitate connections between U.S. and African Youth through trade and investment mainly in the areas of technology, agribusiness, and tourism. The Summit organizers project an attendance of over 1,000 participants from all U.S. 50 States and 40 African Nations, including: Government delegations; Young U.S. and African Leaders and Entrepreneurs; US Investors; Business Leaders; Trade and Investment Promotion Agencies. 8:30 a.m. – 5:30 p.m., Logan Performance Center, University of Chicago, 915 East 60th Street, Chicago. Fees vary. For information and registration, please see: <http://usafricayes.com/>.

- July 12 ***INTERNATIONAL TRADE BUSINESS ROUNDTABLE***. Event sponsored by the Office of Trade & Investment, Illinois Department of Commerce & Economic Opportunity, and America's Central Port. You are invited to participate in an evaluation of how the State of Illinois and its partner organizations can better serve the state's small business community in their efforts to reach more international markets. This is your chance to share your company's export successes and challenges with Illinois policymakers and stakeholders. 9:00 – 10:30 a.m., Madison County Board Room, 157 North Main Street, Room 203, Edwardsville, IL. No charge; advance registration required. For information & registration, please contact Carla Haug (chaug@americascentralport.com) by **July 6**.
- July 12 ***CROSS-CULTURAL: LANGUAGE AND LOCALIZATION***. Webinar sponsored by Global Chamber. Presentations by: **Clivia Bettelli Baskin**, CEO & Founder, Place2Place; **Natalia Vernigora**, Executive Director, Transglobal Inc.; **Tatiana Shcherbinina**, President, Ruspan Communications; **Todd Cornell**, President, Cultur668; **Israel Sanguinetti**, CEO, Soluzioni International. 10:00 – 11:00 a.m. CDT. GC Members – No charge; Non-members- \$30. For information & registration, please see: <https://members.globalchamber.org/events/cross-cultural-communication-in-global-business-30>.
- July 12 ***THE 67TH ANNUAL BP STATISTICAL REVIEW OF WORLD ENERGY***. Luncheon program sponsored by BP America. **Brien J. Sheahan**, Chairman, Illinois Commerce Commission, will lead a policy session featuring the *BP Statistical Review of World Energy*. For 67 years, the *BP Statistical Review of World Energy* has provided high-quality, objective and globally consistent data on world energy markets. The *Review* is one of the most widely respected and authoritative publications in the field of energy economics, used for reference by the media, academia, world governments and energy companies. 11:00 a.m. – 1:00 p.m., Illinois Commerce Commission, 160 North LaSalle Street, C-800, Chicago. No charge; advance registration required. For information & registration, please see: <https://www.eventbrite.com/e/the-67th-annual-bp-statistical-review-of-world-energy-registration-46938892491>.
- July 12 ***INTERNATIONAL TRADEMARK PROTECTION – BEYOND THE BASICS***. Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., provides an overview of the complex and interrelated system of international trademarks and will offer strategic information on how to utilize this system to protect a company's brand and products. 1:00 – 2:00 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/events-Trademark-Beyond-Basics-071218.html>.
- July 15 - 20 ***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 - 16 ***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 17 **INTERNATIONAL COMMERCE: EXCON AND THE CONSTRUCTION INDUSTRY IN PERU**. Webinar, sponsored by the U.S. Commercial Service the Peruvian Chamber of Construction (CAPECO), will provide insights on: Peru's infrastructure and construction industries; Current construction and infrastructure projects; and EXCON, Peru's International Fair for the Construction Sector. 9:00 a.m. CDT. No charge; advance registration required. For information & registration, please see: <https://2016.export.gov/pennsylvania/pittsburgh/tradeevents/excon-peru/index.asp>.
- July 17 **EXPORT OPPORTUNITIES IN THE MIDDLE EAST**. Webinar, sponsored by the World Trade Research Institute, will cover key tips to selling into the region, avoiding pitfalls and taking advantage of selling duty-free with FTAs. 10:00 – 11:00 a.m. CDT. Fee: \$55. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07efip7dda4c5467f5&oseq=&c=&ch=>.
- July 18 **NAFTA & U.S. TRADE POLICY ISSUES**. Breakfast roundtable (eighth in a series) sponsored by the U.S.-Mexico Chamber of Commerce, Mid-America Chapter, with RSM; supported by: Global Midwest Alliance; Illinois District Export Council; **International Trade Association of Greater Chicago**; Metro Chicago Exports; ProMexico; and Chicago Regional Growth Corp. Agenda includes update of NAFTA2 negotiations and presentations by **John Cruickshank**, Consul General of Canada; **Martin Caro**, Trade Commissioner, ProMexico; and **Joseph Brusuelas**, Chief Economist, RSM. 8:30 – 11:00 a.m., RSM, Mezzanine, 1 South Wacker Drive, Chicago. Members of sponsoring & supporting organizations – No charge; Non-members - \$25. For information & registration, please see <https://www.usmcocma.org/events>, or contact Ralph Biedermann, Executive Director, at ralph.b@usmcoc.org.
- 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 18 **CLASSIFICATION 101 FOR SECTION 232 AND 301 TARIFFS**. Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will break down the classification process into simple steps guaranteed to help you effectively evaluate the classification and origin of your goods, where tariff shift rules apply, and how to avoid common classification pitfalls. 1:00 – 2:30 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/events-Classification-101-071818.html>.

- July 18 **EUROPEAN PROFESSIONALS NETWORKING COCKTAIL.** Event sponsored by the French-American Chamber of Commerce Chicago with the: Dutch-American Chamber of Commerce; German American Chamber of Commerce of the Midwest; Italian American Chamber of Commerce-Midwest; Polish American Chamber of Commerce, and the Nordic Chambers of Commerce. 5:30 – 7:30 p.m., Sable Kitchen & Bar, 505 North State Street, Chicago. Members of sponsoring organizations - \$10; Non-members - \$20. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07eewn3m1v1d64af27&oseq&c&ch>.
- 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 **CHINA'S BELT AND ROAD INITIATIVE.** Webinar sponsored by Global Chamber. Presentations by: **Abdelhak Benkerroum**, Founder, Eastheimer Consulting; **Aziz Ahmed**, CEO, Indus International; **Dr. Kimberly Millier**, JKM Business Consulting; **James Herendeen**, CEO, Herendeen Group and Global Advisory, Global Chamber Bangkok; **Kimberly Kirkendall**, President, International Resource Development, Inc. 10:00 – 11:00 a.m. CDT. GC Members – No charge; Nonmembers - \$30. For information & registration, please see: <https://members.globalchamber.org/events/belt-and-road-initiative-opportunities-for-global-business>.
- July 19 **DUTIES AND TAXES: THE FULL LANDED COST.** Webinar, sponsored by the World Trade Research Institute, will help you know what prices you can charge in different markets and help you target certain markets where you can be more price competitive. 10:00 – 11:00 a.m. CDT. Fee: \$55. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07efip7dnnd8249502&oseq=&c=&ch=>.
- July 19 **CUSTOMS VALUATION.** Webinar sponsored by GRVR Attorneys. 11:00 a.m. CDT. Fee: \$49. For information & registration, please see: www.internationaltrade.law/webinars.html.
- July 19 **BUILDING REGIONAL PROSPERITY: THE GLOBAL DIMENSION.** Luncheon program sponsored by the Northwest Indiana World Trade Alliance. Presentation by **Mark Van Fleet**, Managing Partner, Converge Ventures; Former Executive Director, Purdue Global Business Engagement; and Past Managing Director, International Business Development, U.S. Chamber of Commerce. 11:30 a.m. – 1:30 p.m., Avalon Manor Banquet Center, 3550 U.S. Route 30, Merrillville, IN. NWIWTA Members - \$25; Non-members - \$30. For information & registration, please see: <https://www.eventbrite.com/e/building-regional-prosperity-the-global-dimension-tickets-46778051411>.

- 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 19 **INFRASTRUCTURE OPPORTUNITIES IN THE CENTRAL AMERICA REGION.** Webinar, sponsored by the U.S. Commercial Service, will describe the high demand for infrastructure and construction improvements in the region; while U.S. companies are favored to take advantage of the many ongoing projects, other countries are approaching the region. 2:00 – 3:15 p.m. CDT. Fee: \$40. For information & registration, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=38659&InputType=EVENT.
- 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 - 26 **2018 SOUTHWESTERN ILLINOIS TRADE MISSION TO MEXICO.** Mission led by the Southwestern 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**: site@siue.edu.
- July 22 - 28 **HEALTHCARE EXECUTIVE SERVICE MEDICAL DELEGATION TO INDIA.** Organized by the U.S. Department of Commerce, International Trade Administration, this is a unique program which includes stops in India's three major healthcare industry hubs: New Delhi, Mumbai and Chennai. Participants will benefit from individual one-on-one meetings in each location, as well as site visits, networking events and the opportunity to attend and exhibit in a catalogue option at the Medical Trade Show in Chennai. For information and an application, please see: <https://2016.export.gov/newhampshire/medicaldelegationindia/>.

- 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 24 **EU PRODUCT STANDARDS: HOW TO GET A CE MARK**. Webinar, sponsored by the World Trade Research Institute, features a guest speaker from the U.S. Department of Commerce who will explain how to obtain a CE Mark. 10:00 – 11:30 a.m. CDT. Fee: \$105. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07efip8s6n031b02b8&oseq=&c=&ch=>.
- July 24 **“ACE REPORTS FOR EXPORTS” – THE GOVERNMENT’S WATCHING YOUR DATA, ARE YOU?** Webinar, sponsored by the Export Compliance Training Institute, will be a step by step training session to build, automate, and use ACE reports. 12:00 – 1:30 p.m. CDT. Fee: \$195. For information & registration, please see: <https://www.learnexportcompliance.com/webinar/ace-reports-for-exports-the-governments-watching-your-data-are-you>.
- July 24 **TRADE WARS, EPISODE V: THE WORLD STRIKES BACK [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-072418.html>.
- 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 25 **GLOBALIZE YOUR WEBSITE**. Webinar, sponsored by the World Trade Research Institute, will provide you with many tools and resources for updating your website and increasing your international sales. 10:00 – 11:00 a.m. CDT. Fee: \$55. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07efipaeoa2a688914&oseq=&c=&ch=>.
- July 25 **ESSENTIAL DUE DILIGENCE & BLITZ SCAM SCREENING: WHAT YOU NEED TO KNOW ABOUT BUSINESS PARTNERS AND HOW TO GET IT**. Luncheon program sponsored by the International Trade Association of Greater Chicago. Presentation by **Louise Kern**, Managing Director, GloBIS (Global Business Information Services, Inc.), who will outline what you absolutely need to know about all your business partners, walk you through a standard credit report, highlight red flags, and help you recognize when you need to conduct further due diligence. 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 e-mail: rsvp@itagc.org.

- July 25 ***FDA REGULATION: COSMETIC OR DRUG PRODUCT?*** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will discuss the various regulatory classifications and explore circumstances in which a product can be considered a drug, medical device, dietary supplement, or consumer product. It will also analyze how a personal care product comes to market and identify FDA requirements while exploring applicable regulatory hurdles. 1:00 – 2:00 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/events-FDA-Regulation-Cosmetic-or-Drug-Product.html>.
- July 26 ***INTERNATIONAL TRADE CHANGE AND UNCERTAINTY.*** Roundtable sponsored by the Organization of Women in International Trade Chicago. Discussion will focus on industry changes and challenges facing international trade professionals, including: Section 232 & 301 Duties and Retaliatory Tariffs; ELD (Electronic Logging Device); Supply Chain Adaptation to rapid regulatory changes. 8:00 a.m. – 12:00 p.m. (lunch & plant tour optional), Radiant Global Logistics, 9014 Heritage Parkway, Woodridge, IL. No charge; advance registration required. For information & registration, please see: <http://owitchicago.org/event/roundtable-international-trade-change-and-uncertainty/>.
- 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 26 ***MEXICO'S NEW TARIFFS.*** Webinar sponsored by GRVR Attorneys. 11:00 a.m. CDT. Fee: \$49. For information & registration, please see: www.internationaltrade.law/webinars.html.
- July 26 ***HOW TO WRITE AN EFFECTIVE EXPORT PLAN.*** Webinar, sponsored by the World Trade Research Institute, will describe all the aspects that go into an export plan and how to put them together for success in foreign markets. 2:00 – 3:00 p.m. CDT. Fee: \$55. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07efipbnt346e819a9&oseq=&c=&ch=>.
- 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>.
- July 31 ***HOSTING INTERNATIONAL VISITORS AT YOUR FIRM.*** Webinar sponsored by Global Chamber. Presentations by: **Melissa Werner**, Protocol Officer, Arizona State University; **Rita Marko**, President/CEO, Phoenix Sister Cities; **Gloria Petersen**, Founder/President, Global Protocol; **Mark Jackson**, Honorary Consul General of Japan (Birmingham, Alabama). 10:00 – 11:00 a.m. CDT. GC Members – No charge; Non-members - \$30. For information & registration, please see: <https://members.globalchamber.org/events/globinar-on-cross-cultural-hosting-intl-visitors-at-your-firm>.

- July 31 **ANTIDUMPING 101**. Webinar, sponsored by the World Trade Research Institute, will provide the information needed to help you know what to expect in antidumping investigations. 2:00 – 3:00 p.m. CDT. Fee: \$55. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07efipbo1v49cfc2b4&oseq=&c=&ch=>.
- Aug. 1 **SWISS NATIONAL DAY RECEPTION**. Event sponsored by the Swiss-American Business Council and others. Please join the Swiss American business and civic community in Chicago for cocktails and hors d'oeuvres. 6:00 – 8:30 p.m., Mid-America Club, 200 East Randolph Street, 80th Floor, Chicago. SABC Members – No charge; Non-members \$20. Advance registration required by **July 20**. For information & registration, please see: <http://sabcnow.com/#section-events>.
- 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. 2 **INTERNATIONAL TRADE FINANCE: GETTING PAID**. Webinar, sponsored by the World Trade Research Institute, will describe the range of payment methods used in international transactions to reduce risk, and help you evaluate which is best whether you are a buyer or seller. 10:00 – 11:00 a.m. CDT. Fee: \$55. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07efipbo6lbc69c016&oseq=&c=&ch=>.
- Aug. 7 **EXPORTING TO AUSTRALIA: WHAT YOU NEED TO KNOW**. Webinar, sponsored by the World Trade Research Institute, will cover advantages and opportunities for exporting to Australia and how to sell duty-free through the Free Trade Agreement. 10:00 – 11:00 a.m. CDT. Fee: \$55. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07efipcihh54068230&oseq=&c=&ch=>.
- 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 **TRANSPORTATION PRICING AND COST REDUCTION**. International Trade Seminar/Webinar sponsored by the South Dakota International Trade Center. Presentation by **Robert Imbriani**, Executive Vice President, International. Team Worldwide & President, Team Ocean Services, Team International Trade Services and Team Canada. 8:30 a.m. – 12:00 p.m., University Center, Room 250, 4801 North Career Avenue, Sioux Falls, SD. Fee: \$125 (Webinar - \$100). For information & registration, please see: <https://www.eventbrite.com/e/international-trade-transportation-pricing-cost-reductionsupply-chains-tickets-46863387654>.
- Aug. 8 **INCOTERMS® 2010 RULES**. Webinar 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*. 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. 8 **SUPPLY CHAIN MANAGEMENT**. International Trade Seminar/Webinar sponsored by the South Dakota International Trade Center. Presentation by **Robert Imbriani**, Executive Vice President, International. Team Worldwide & President, Team Ocean Services, Team International Trade Services and Team Canada. 12:45 – 4:30 p.m., University Center, Room 250, 4801 North Career Avenue, Sioux Falls, SD. Fee: \$125 (Webinar - \$100). For information & registration, please see: <https://www.eventbrite.com/e/international-trade-transportation-pricing-cost-reductionsupply-chains-tickets-46863387654>.
- 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. 9 **EXPORT CONTROLS & COMPLIANCE**. Webinar, sponsored by the World Trade Research Institute, will cover U.S. export controls including Export Administration Regulations, ITAR, and Trade Sanctions. 10:00 – 11:00 a.m. CDT. Fee: \$55. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07efipdl6423b24801&oseq=&c=&ch=>.
- Aug. 9 **EXPORT COMPLIANCE ESSENTIALS FOR SHIPPING**. Webinar, sponsored by the Export Compliance Training Institute, will show shipping staff why export compliance is important. Participants will not only learn how to live with export compliance, but also how to play a key role in an organization's export compliance program. 12:00 – 1:30 p.m. CDT. Fee: \$195. For information & registration, please see: <https://www.learnexportcompliance.com/webinar/export-compliance-essentials-for-shipping/>.
- 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. 14 **THE PANAMA-U.S. FREE TRADE AGREEMENT**. Webinar, sponsored by the World Trade Research Institute, will explain the details of the agreement and how you can take advantage of these opportunities. 2:00 – 3:00 p.m. CDT. Fee: \$55. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07efipdlha6f52700b&oseq=&c=&ch=>.
- Aug. 16 **BASIC EXPORT DOCUMENTATION**. Webinar, sponsored by the World Trade Research Institute, will give you a good overview of the most commonly used documents in international trade. 10:00 – 11:00 a.m. CDT. Fee: \$55. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07efipdlmeef2a758b&oseq=&c=&ch=>.
- Aug. 17 **INCOTERMS® STRATEGIES**. Webinar 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*. 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. 22 ***FCPA AND ITS EFFECT ON DOING BUSINESS IN THE CARIBBEAN***. Webinar, sponsored by the U.S. Commercial Service, will explore the implications of the Foreign Corrupt Practices Act on doing business in the Caribbean. 10:00 a.m. CDT. Fee: \$25. For information & registration, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=38708&InputType=EVENT.
- Aug. 22 ***MARKET INSIDER TIPS FROM KEY EXPERTS IN RUSSIAN ECOMMERCE***. Webinar, sponsored by the U.S. Commercial Service, features a panel of eCommerce experts currently active and successful in the Russian eCommerce space, who will discuss: legal issues; logistical obstacles and opportunities; marketing strategies; tips to operating online stores in Russia (domestic and international). 11:30 a.m. CDT. Fee: \$25. For information & registration, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=38700&InputType=EVENT.
- Aug. 23 ***FINES, PENALTIES, FORFEITURES AND LIQUIDATED DAMAGES***. Webinar sponsored by GRVR Attorneys. 11:00 a.m. CDT. Fee: \$49. For information & registration, please see: <http://www.internationaltrade.law/webinars.html>.
- Aug. 23 ***UPCOMING INFRASTRUCTURE PROJECTS IN BRAZIL***. Webinar, sponsored by the U.S. Commercial Service, will describe one of Brazil's largest infrastructure development pushes ever, including plans to award projects in transportation, power generation and transmission, telecommunications infrastructure and water and sanitation, with an estimated total investment of \$80 billion dollars. 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=38660&InputType=EVENT.
- 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 **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. 10:00 – 11:00 a.m. CDT. Fee: \$55. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07efipdlp692856a07&oseq=&c=&ch=>.
- 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>.
- Aug. 29 **TRADE FINANCE 101: BEST PRACTICES FOR INTERNATIONAL PAYMENT METHODS AND LETTERS OF CREDIT.** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will examine how each payment method works, their benefits and limitations, and how different circumstances can impact how each may be used. 1:00 – 2:00 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/events-Trade-Finance-101-082918.html>.
- Aug. 30 **EXPORTING TO KOREA DUTY-FREE.** Webinar, sponsored by the World Trade Research Institute, will explain the benefits of the Korea-U.S. FTA and provide details on taking advantage of this exciting opportunity. 2:00 – 3:00 p.m. CDT. Fee: \$55. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07efipexl3c1a0fc3b&oseq=&c=&ch=>.
- 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. 13 **TRADE FINANCE 201: PROTECTING YOUR INTERESTS WHEN EXTENDING CREDIT ABROAD.** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will discuss the issues that should be considered in deciding what kind of collateral to accept and where and how to enforce secured interests if a foreign debtor defaults. 1:00 – 2:00 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/events-Trade-Finance-201-091318.html>.
- Sept. 16 - **U.S. INDUSTRY PROGRAM AT THE INTERNATIONAL ATOMIC ENERGY AGENCY (IAEA)**
19 **GENERAL CONFERENCE (VIENNA, AUSTRIA).** The United States Department of Commerce's (DOC) International Trade Administration (ITA), with participation from the U.S. Departments of Energy and State, is organizing the 11th Annual U.S. Industry Program at the International Atomic Energy Agency (IAEA) General Conference. Representatives of U.S. companies from across the U.S. civil nuclear supply chain are eligible to participate, as are organizations providing related services to the industry, such as universities, research institutions, and U.S. civil nuclear trade associations. The mission will help U.S. participants gain market insights, make industry contacts, solidify business strategies, and identify or advance specific projects with the goal of increasing U.S. civil nuclear exports to a wide variety of countries interested in nuclear energy. For information and an application, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=38644&InputType=EVENT.
- 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. 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. 17 **FINTECH CERTIFIED TRADE MISSION TO BRAZIL**. The U.S. Commercial Service is partnering
19 with PHM International to organize this mission for U.S. fintech companies, incubators, and investors. Attendance in this Certified Trade Mission is limited to 15 U.S. companies and investors and a total 20 U.S. participants to maximize the level of overall access and one-on-one meeting opportunities. Attendees will be accepted on a rolling basis up until the deadline of **August 19**. For information & an application, please see:
https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=38687&InputType=EVENT.
- 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.
- 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. 3 **FOR THE WIN: COLLECTING ON FOREIGN MONEY JUDGMENTS.** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will address: selecting the appropriate U.S. jurisdiction(s) for enforcement of a foreign country money judgment; identifying the applicable law, including which states have not passed the Uniform Foreign Money Judgments Recognition Act or the Uniform Foreign Country Money Judgments Recognition Act; possible grounds for a court to refuse enforcement of a foreign country money judgment; the procedure for enforcing of a foreign country money judgment under the UFMJRA and the UFCMJRA. 1:00 – 2:00 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/events-Collecting-Foreign-Money-Judgment-100318.html>.
- 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 **IMPORTER COMPLIANCE INTERNAL AUDIT.** Workshop sponsored by The World Academy. Topics include: *Compliance definition points of review; Internal assessment checklist; Broker performance reviews; Commercial invoice audit checklist; ACE information analysis and review; ISF data affirmation of compliance and process vetting; CTPAT and global security checkpoints and affirmation of compliance; SOP management and reviews for consistent practice demonstration; Record retention checklist management and affirmation of alternative methods to product upon demand; Valuation affirmation and data management of related financial controls; Customizing your own internal audit process; Complimenting compliance with external audit reviews.* 9:00 a.m. – 12:00 p.m., Chicago. Fee: \$200 (By September 10; \$250 thereafter). For information & registration, please see: <https://www.theworldacademy.com/product-page/importer-compliance-internal-audit-workshop-10-10-chicago-il>.
- 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>.

- Oct. 24 - ***CERTIFIED TRADE MISSION TO KAZAKHSTAN***. The U.S. – Kazakhstan Business Association
26 (USKZBA) and U.S. – Ukraine Business Council (USUBC), in coordination with the U.S. Commercial Service, are organizing a Certified Trade Mission (CTM) to Kazakhstan and Ukraine leading U.S. companies interested to explore market opportunities. Representing two of the largest, most-promising markets of the region, Kazakhstan and Ukraine offer unprecedented market opportunities in energy, infrastructure, agriculture sectors, and more to U.S. companies. This CTM will offer your company the opportunity to meet directly with decision makers in government and private sector to help your company expand your business in Eurasia. For information & an application, please see:
https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=38665&InputType=EVENT.
- Oct. 29 - ***CERTIFIED TRADE MISSION TO UKRAINE***. The U.S. – Kazakhstan Business Association
30 (USKZBA) and U.S. – Ukraine Business Council (USUBC), in coordination with the U.S. Commercial Service, are organizing a Certified Trade Mission (CTM) to Kazakhstan and Ukraine leading U.S. companies interested to explore market opportunities. Representing two of the largest, most-promising markets of the region, Kazakhstan and Ukraine offer unprecedented market opportunities in energy, infrastructure, agriculture sectors, and more to U.S. companies. This CTM will offer your company the opportunity to meet directly with decision makers in government and private sector to help your company expand your business in Eurasia. For information & an application, please see:
https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=38666&InputType=EVENT.
- 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>.
- Nov. 11 - ***PRIVATE LABEL BUYERS MISSION AT THE 2018 PRIVATE LABEL MANUFACTURERS
12 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>.
- Dec. 2 - ***ATC AEROSPACE & DEFENSE TRADE MISSION TO TURKEY***. The U.S. Commercial Service, in
7 partnership with the American-Turkish Council, is organizing a Certified Trade Mission to Turkey for U.S. companies interested to explore market opportunities in the aerospace and defense sector. The mission will provide an excellent opportunity for U.S. exporters to meet with Turkish business partners, industry representatives, and Turkish government officials. With stops in Istanbul and Ankara, it will include unique one-on-one meetings, networking events, and site visits, in addition to interactions with private industry representatives and U.S. Embassy officials. For information & an application, please see:
https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=38531&InputType=EVENT.

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.