



ILLINOIS INTERNATIONAL BUSINESS CALENDAR

September 10, 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

- Sept. 19 **TRADE & TARIFFS: THE VIEW FROM EUROPE.** Luncheon program sponsored by the International Trade Association of Greater Chicago. Presentation by **Kirk Samson**, Owner, Samson Atlantic, who will discuss: The future of the US-EU trade relationship; How Brexit will impact future transatlantic trade deals; What industries are threatened if the US-EU 'cease fire' comes to an end; and steps to help insulate your business from seismic shifts in US trade policy in the years to come. 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_10453.pdf.
- Oct. 19 **POSITIONING FOR GLOBAL SUCCESS.** Fourth Annual Global Small Business Forum sponsored by: Global TradeSource Ltd.; MB Financial Bank; Nixon Peabody LLP; Polsky Center for Entrepreneurship and Innovation, University of Chicago; and supported by the **International Trade Association of Greater Chicago** and others. Speakers include: **Laurel Delaney**, President, GlobeTrade.com and creator of the Global Small Business Blog, President, Women Entrepreneurs Grow Global, and author of *Exporting: The Definitive Guide to Selling Abroad Profitably* (2nd edition); **Ellen Rudnick**, Adjunct Professor, The University of Chicago Booth School of Business and Senior Advisor for Entrepreneurship, Polsky Center; **Marc Schulman**, President, Eli's Cheesecake; **Richard Paullin**, Executive Director, International Trade Association of Greater Chicago and Chairman Emeritus, Illinois District Export Council; Dr. **Sonat Birnecker Hart**, Co-founder, KOVAL Distillery; **Christophe Ridet**, Co-founder, WEAR MOI; **John Walton**, Founder and Managing Director, Jackpoint Jackstands LLC; **Alison Larson**, Founder, Worldblazer Consulting LLC; **Chantal Wittman Meier**, Vice President, International Trade Banking, MB Financial Bank; **Deanna Kunze**, Associate, Nixon Peabody. 7:30 – 11:30 a.m., The Gleacher Center, University of Chicago Booth School of Business, 450 Cityfront Plaza Drive, Chicago. Fee: \$67.50 (by September 19; \$75 thereafter). For information & registration, please see: <http://globalsmallbusinessforum.com>.
- Oct. 23 **ADVANTAGE: INDIA.** Luncheon program sponsored by the International Trade Association of Greater Chicago. Presentation by **Rohit Kapur**, Managing Director, India, Dezan Shira & Associates, who will share updates on key regulations and government initiatives, as he discusses: **Doing Business with Indians; FDI in India; Policy Initiatives** (including *Make in India; Digital India; Startup India; Smart Cities*); **Key Regulatory Reforms; India-U.S. Business Scenarios**. 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_10411.pdf; or e-mail: rsvp@itagc.org.

Of Note:

U.S. – Mexico Trade Fact Sheet: The Office of the United States Trade Representative has released a fact sheet on *Modernizing NAFTA into a 21st Century Trade Agreement*. The fact sheet enumerates “Key Achievements” for: Intellectual Property; Digital Trade; De Minimis; Financial Services; Labor; and Environment. Access the fact sheet here: <https://ustr.gov/about-us/policy-offices/press-office/fact-sheets/2018/august/united-states-mexico-trade-fact-sheet-1>.

Foreign Tariff Responses to U.S. Section 232 Steel and Aluminum Tariffs: A number of countries and U.S. trading partners have imposed or announced their intent to impose retaliatory tariffs on specific exports from the United States in response to the United States’ Section 232 tariffs on steel and aluminum imports into the United States. To assist U.S. companies in identifying those exports impacted by retaliatory tariffs, the Department of Commerce’s Industry & Analysis unit has compiled a Retaliation Product Coverage Matrix and retaliation information. This matrix lists the U.S. goods subject to announced foreign retaliatory measures and includes direct links for U.S. businesses to find additional detail regarding the scope of the foreign measures. Please see: https://www.trade.gov/mas/ian/tradedisputes-enforcement/retaliations/tg_ian_002094.asp.

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.

WTO Issues 2018 Editions of Its Flagship Statistical Publications: On July 30 the WTO issued the latest editions of its annual statistical publications: *World Trade Statistical Review*, *Trade Profiles* and *World Tariff Profiles*:

- *World Trade Statistical Review 2018* examines the latest trends in global trade, with an in-depth analysis of what is being traded in goods and services and who the leading players are. It also looks at the performance of developing economies, the latest developments in regional trade agreements, trade in value-added terms and digital trade.
- *Trade Profiles 2018* provides a series of key indicators on merchandise trade and trade in commercial services for 197 economies, highlighting the breakdown of exports and imports for each economy as well as their main trading partners.
- *World Tariff Profiles 2018*, a joint publication of the WTO, ITC and UNCTAD, provides comprehensive information on the tariffs and non-tariff measures imposed by over 170 countries and customs territories.

Publications are available for download here: https://www.wto.org/english/news_e/news18_e/publ_30jul18_e.htm.

Tariff Actions Resource Page: Sandler, Travis & Rosenberg, P.A. has just added a very useful “Tariff Actions Resource Page” to their website (<https://www.strtrade.com/f-tariff-actions-resources.html>). This page features information, deadlines and resource documents on the various U.S. tariff actions and the responses by the rest of the world. The “U.S. Action” section includes information on the Section 232 investigation of steel and aluminum, the Section 232 investigation of automobiles and auto parts, and the Section 301 investigation of China. In the “Retaliatory Actions” section, find lists of all affected products.

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.

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Sept. 11 **EXPORT 101 AND NEW TECHNOLOGIES YOU SHOULD KNOW.** Workshop, sponsored by the Illinois SBDC International Trade Center at the Center for Entrepreneurship, College of DuPage, will give you the basic understanding of how exporting works, including e-commerce. 10:00 a.m. – 12:00 p.m., Center for Entrepreneurship, College of DuPage, 2525 Cabot Drive, Lisle, IL. No charge; advance registration required. For information & registration, please see: <https://ilsbdc.ecenterdirect.com/events/29968>.

- Sept. 11 ***EXPLORING EUROPEAN E-COMMERCE: FINDING EUROPE'S BEST E-COMMERCE MARKETS.*** First of three webinars (Sept. 13 & 18), sponsored by the U.S. Commercial Service, will cover: *Regional market segmentation in Europe; Using data to target the best e-commerce markets; E-commerce Europe entry strategies.* Speaker: **Finnian O'Cionnaith**, Head of Research and Development, GEODIS. 10:00 a.m. CDT. Fee: \$75 for three webinars. For information & registration, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=38657&InputType=EVENT.
- Sept. 11 ***AMEX FX: OPTIMIZE FOREIGN CURRENCY TRANSACTIONS.*** Webinar, sponsored by Global Chamber and American Express, will deliver key information and tips on how to handle international payments and receipts, while optimizing benefits to your business while handling international currency. 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-amex-fx-simplify-your-business-foreign-transactions>.
- Sept. 11 ***MITIGATING SUPPLY CHAIN RISKS.*** Luncheon program and workshop sponsored by the Madison International Trade Association. Presentations by **Mike Hoge**, Vice President of Operations, GE Imaging, and **John M. McKeller**, Senior Lecturer, Grainger Center for Supply Chain Management, University of Wisconsin School of Business. 11:30 a.m. – 2:00 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. 11 ***BIS LICENSE APPLICATION 748P: HOW TO PREPARE IT AND HOW TO ENSURE BEST POSSIBLE APPROVAL TIME.*** Webinar, sponsored by the Export Compliance Training Institute, will provide ITAR experts who are new to BIS licenses, as well as anyone else new to BIS licenses, the ins and outs of form 748P so you get it right the first time. 12:00 – 1:30 p.m. CDT. Fee: \$195. For information & registration, please see: <https://www.learnexportcompliance.com/webinar/bis-license-application-748p/>.
- Sept. 11 ***FACC MONTHLY LUNCHEON.*** Luncheon program sponsored by the French American Chamber of Commerce Chicago. Presentation by **Véronique Le Provost**, Sales Manager for North America. Arden Equipment. 12:00 p.m., Sofitel, Cafe Des Architectes, 20 East Chestnut Street, Chicago. FACC Members - \$44; Non-members - \$55. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07eewmisks3baff1de&oseq=&c=&ch=>.
- Sept. 11 ***TARIFFS – WHAT'S HERE? WHAT'S COMING? HOW TO HANDLE THE UNCERTAINTY?*** Panel discussion sponsored by the Madison International Trade Association. Panelists include: Kevin Leonard, Attorney, GDLSK, New York; Wendy Arends, Attorney and Partner, Godfrey & Kahn; Sandi Siegel, Executive VP and Customs Broker, M.E. Dey. 2:15 – 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. 11 ***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., O'Briens Riverwalk Cafe, 45 Chicago Riverwalk (between North Wabash Avenue & North Michigan Avenue bridges). No charge; cash bar. For information & registration, please see: https://www.evite.com/event/01262UDY3MDJFICOYEPITGL6WMIKUM/rsvp?utm_campaign=send_sharable_link&utm_medium=sharable_invite&utm_source=NA.

- Sept. 12 ***FOLLOW YOUR GUT.*** Breakfast program sponsored by Women Entrepreneurs Grow Global and Bank of America. Presentation by **Julie Smolyansky**, President & CEO, Lifeway Foods, who will discuss: *How global factors influence company values and mission; Why we should empower women entrepreneurs around the world; How to channel inspiration from travel experiences into marketing initiatives.* 8:30 – 11:30 a.m., Bank of America Merrill Lynch, 135 South LaSalle Street, 44th Floor, Chicago. Fee: \$40 (Student - \$20). For information & registration, please see: <https://www.eventbrite.com/e/weggtm-workshop-follow-your-gut-presented-by-julie-smolyansky-tickets-48655708534>.
- Sept. 12 ***GROW YOUR SALES, BRAND AND BUSINESS IN ISRAEL.*** Go Global webinar sponsored by IBT Online. Speakers include **Sherwin Pomerantz**, President, Atid EDI Ltd., 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-grow-business-in-israel>.
- Sept. 12 ***TRADE AND THE FUTURE OF INDUSTRY: AN OUTLOOK ON AGRICULTURE, MANUFACTURING AND TARIFFS.*** Program sponsored by the Global Interdependence Center. Speakers include: **Catherine Mann**, Global Chief Economist, CitiGroup; **Michael Drury**, Chief Economist, McVean Trading & Investments; **Philip I. Levy**, Senior Fellow on the Global Economy, The Chicago Council on Global Affairs; **David Oppedahl**, Senior Business Economist, Federal Reserve Bank of Chicago; **Kathy Baylis**, Associate Professor, Agricultural and Consumer Economics, University of Illinois; **David Lehman**, Managing Director of Commodity Research and Product Development, CME Group; **William Strauss**, Senior Economist and Economic Advisor, Federal Reserve Bank of Chicago; **Kevin Kliesen**, Business Economist and Research Officer, Federal Reserve Bank of St. Louis; **Zach Mottl**, Chief Alignment Officer, Atlas Tool Works and Chair of Government Relations Committee, Technology & Manufacturing Association. 10:00 a.m. – 4:00 p.m., Federal Reserve Bank of Chicago, 230 South LaSalle Street, Chicago. GIC Members - \$50; Non-members - \$75. For information & registration, please see: <https://www.interdependence.org/events/browse/chicago2018/#event-partners>.
- Sept. 12 ***DUTIES & 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=a07efmgqy4oc7cc6c7d&oseq=&c=&ch=>.
- Sept. 12 ***UNDERSTANDING THE TARIFF WARS: DEVELOPING STRATEGIES TO OVERCOME INTERNATIONAL SUPPLY CHAIN DISRUPTIONS.*** Webinar, sponsored by the Export Compliance Training Institute, will provide clarity on the scope of the new tariffs and provide U.S. importers, manufacturers, and retailers with a firm understanding of the new requirements, as well as effective strategies for minimizing supply chain disruptions. 12:00 – 1:30 p.m. CDT. Fee: \$195. For information & registration, please see: <https://www.learnexportcompliance.com/webinar/may-you-live-in-interesting-times-understanding-the-tariff-wars-developing-strategies-to-overcome-international-supply-chain-disruptions/>.
- Sept. 13 ***OPPORTUNITIES FOR U.S. BUSINESSES IN BAHRAIN'S RENEWABLE ENERGY AND ENERGY EFFICIENCY SECTOR.*** Webinar sponsored by the Bureau of Economic & Business Affairs, U.S. Department of State. U.S. Ambassador to Bahrain **Justin Siberell** leads a discussion about opportunities for U.S. businesses with **Dr. Abdul Hussain bin Ali Mirza**, H.E. Minister of Electricity & Water Affairs, and **Alexander Al Samahiji**, Acting Director of Bahrain's Sustainable Energy Unit. 8:00 a.m. CDT. No charge; advance registration required. For information & registration, please see: <https://www.state.gov/e/eb/directline/events/284139.htm>.

- Sept. 13 ***THE POTENTIAL EFFECTS OF BREXIT ON U.K. SANCTIONS LAW AND HOW COMPLIANCE OFFICERS CAN PREPARE FOR THE SWITCH.*** Webinar, sponsored by SanctionsAlert.com, will describe: What powers will be derived from the new U.K. Sanctions and Anti-Money Laundering Bill and how this will change (or not change) the sanctions landscape; and What the effects of Brexit will be on U.K. Sanctions Law and how compliance officers can best prepare for the switch. 9:00 – 10:15 a.m. CDT. Fee: \$195. For information & registration, please see: <https://www.crowell.com/NewsEvents/Events/The-Potential-Effects-of-Brexit-on-UK-Sanctions-Law-and-How-Compliance-Officers-Can-Prepare-for-the-Switch>.
- Sept. 13 ***EXPLORING EUROPEAN E-COMMERCE: E-COMMERCE DISTRIBUTION FOR EUROPE.*** Second of three webinars (Sept. 11 & 18), sponsored by the U.S. Commercial Service, will cover: *Logistics and distribution challenges when fulfilling orders from Europe; Service expectations of the European customers; Cost structures based on sales volume.* Speakers: **Stan de Caluwe**, Senior Manager Supply Chain Solutions, Holland International Distribution Council, and **Chris Boyle**, President, Global Access. 10:00 a.m. CDT. Fee: \$75 for three webinars. For information & registration, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=38657&InputType=EVENT.
- 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. 13 ***EXPORT CONTROL CLASSIFICATION NUMBERS – UNDERSTANDING ECCNs.*** Webinar, sponsored by ComplianceOnline, will give detailed knowledge about export administration regulations, licensing and roles played by various export enforcement agencies; it will also explain HTSUS numbers, EAR 99 designations and more. 1:00 – 2:00 p.m. CDT. Fee: \$139. For information & registration, please see: <https://www.complianceonline.com/export-control-classification-numbers-webinar-training-705775-prdw>.
- Sept. 14 ***FDA MEDICAL DEVICE FACILITY REGISTRATIONS AND RENEWALS.*** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A. and FDA Solutions Group, will review the nuts and bolts of the registration process. 12:00 – 12:30 p.m. CDT. No charge; advance registration required. For information & registration, please see: <https://www.strtrade.com/events-Medical-Device-Facility-Registration-Webinar-091418.html>.
- Sept. 16 - 19 ***U.S. INDUSTRY PROGRAM AT THE INTERNATIONAL ATOMIC ENERGY AGENCY (IAEA) 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 - 21 ***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. 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. 18 - ***TRANSFORMING FUTURE SUPPLY CHAINS THROUGH PEOPLE***. Automotive Logistics Global
20 2018 Conference, sponsored by Ultima Media and industry, will examine just how vehicle manufacturers, tier suppliers, logistics service providers and infrastructure operators can transform their supply chains by concentrating on the human factor. Topics include: *Industry 4.0; Supply chain digitalization; Automated handling; Software and cloud computing; The Internet of Things; Data analytics; Training and inspiring staff; The human factor in supply chains; Augmented reality; Supply chain transparency; Finding the right talent; Team building for the future*. Detroit Marriott at the Renaissance Center, 400 Renaissance Drive, Detroit, MI. Fees: vary. For information & registration, please see: <https://automotive logistics.media/events/global/2018-2/home>.
- Sept. 18 ***EXPLORING EUROPEAN E-COMMERCE: VAT FULFILLMENT FOR E-COMMERCE***. Last of three
webinars (Sept. 11 & 13), sponsored by the U.S. Commercial Service, 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*. Speakers: **Britta Eriksson**, CEO, Euro VAT Refund, and **Jonathan Matthews**, Business Development & Commercial Manager, VAT Global. 10:00 a.m. CDT. Fee: \$75 for three webinars. For information & registration, please see:
https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=38657&InputType=EVENT.
- Sept. 18 ***EXPLORING BRAZIL'S E-COMMERCE: INTELLECTUAL PROPERTY AND PIRACY***. Fifth in a series
of six webinars, sponsored by the U.S. Commercial Service. Speakers from the U.S. Patent and Trademarks Office, Brazil's National Forum Against Piracy, and Serasa Experian will explain IP and piracy in Brazil. 1:00 – 2:00 p.m. CDT. No charge; advance registration required. For information & registration, please, see:
https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=38722&InputType=EVENT.
- Sept. 18 ***THE ART OF THE TRADE DEAL 2.0: UPDATE ON SECTION 232 AND 301 DUTY-BUSTING STRATEGIES***. Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will examine the
evolving challenges and opportunities with respect to primary and retaliatory tariffs and how to protect your company's bottom line when structuring trade deals in light of recent developments. 1:00 – 2:00 p.m. CDT. Fee: \$200. For information & registration, please see:
<https://www.strtrade.com/events-Art-of-the-Trade-Deal-2-091818.html>.
- Sept. 18 ***MEXICO: TARIFFS, TRADE, AND CHANGES IN THE GOVERNMENT***. Dinner program sponsored by
the Association for Operations Management (APICS) and the Organization of Women in Trade (OWIT) Chicago. Presentations by: **Martin Caro**, Trade & Investment Commissioner, ProMéxico Chicago; **Alfredo Arroyo**, General Secretary, Federation de Guerrenses in Chicago; **Nicole A. Schude**, Schude Trade Law. 6:00 p.m., Fountain Blue Restaurant, 2300 Mannheim Road, DesPlaines, IL. Fee: \$35. For information & registration, please see: http://www.apics-chicago.org/meetings/2018/apics_meetings_pdmg_sep.asp.

- 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 ***DULUTH FIELD TRIP – LEARN ABOUT FTZ, WAREHOUSING, AND PORT OPTIONS***. Field trip, sponsored by the Midwest Global Trade Association, provides an opportunity to learn about Duluth’s free trade zone, warehousing, and port transportation options. The field trip also includes site visits to ME Global and Cirrus Aircraft to provide insights into their product production and how they support their international customers. 7:00 a.m. – 5:45 p.m., 95th Avenue Park and Ride, 3629 95th Avenue NE, Circle Pines, MN. MGTA Members - \$125; Non-members - \$190. For information & registration, please see: <https://www.mgta.org/events/EventDetails.aspx?id=1119962&group=>.
- Sept. 19 ***IN-FOCUS COUNTRY SERIES: GERMANY***. Breakfast program sponsored by the Midwest International Trade Association. Speakers include: **Theo Freye**, Retired CEO of CLAAS KgaA; **Christian Tengs**, Area Air Freight Director Central USA, Schenker Inc.; **Mark Zumdohme**, President and CEO, Graepel North America Inc.; **Corinna Jess**, Director, Consulting Services & Trade Missions, German American Chamber of Commerce of the Midwest; **Omar Oweiss**, Director Washington D.C. Office, Germany Trade and Invest. 8:30 a.m. – 12:10 p.m., Claas Omaha, LLC, 8401 South 132 Street, Omaha, NE. MITA Members – Fees vary; Non-members - \$75. For information & registration, please see: <http://mitaonline.org/events/focus-country-series-germany>.
- 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. 19 ***EXPORT COMPLIANCE 201: REDUCE RISK, CUT COSTS, INCREASE PROFITS***. Program sponsored by the Illinois SBDC International Trade Center and the Industrial Council of Nearwest Chicago. Presentation by **Mike Allocca** - Allocca Enterprises, who will review: How you can eliminate dangers & liability of undervaluing products on the commercial invoice and Electronic Export Information (EEI) at foreign customer’s request; The correct way to handle valuations on drop shipments, samples, warranties, repairs and replacements for customs purposes; The Foreign Corrupt Practices Act (FCPA), as well as the Successor Liability and how these affect you. 8:30 a.m. – 4:30 p.m., ICNC, 320 North Damen Avenue, Chicago. Fee: \$50 (by August 22; \$75 thereafter). For information & registration, please see: <http://events.r20.constantcontact.com/register/event?oeidk=a07efjcdjol8e98e4bc&llr=ei5vsbcab>.
- Sept. 19 ***HOW TO WRITE AN EFFECTIVE EXPORT PLAN***. Webinar, sponsored by the World Trade Research Institute, will help you learn all the aspects that go into an export plan and how to put them together for success in foreign markets. 10:00 – 11:00 a.m. CDT. Fee: \$55. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07efmgt8sw5a13bafb&oseq=&c=&ch=>.

- Sept. 19 **TRADE & TARIFFS: THE VIEW FROM EUROPE.** Luncheon program sponsored by the International Trade Association of Greater Chicago. Presentation by **Kirk Samson**, Owner, Samson Atlantic, who will discuss: The future of the US-EU trade relationship; How Brexit will impact future transatlantic trade deals; What industries are threatened if the US-EU ‘cease fire’ comes to an end; and steps to help insulate your business from seismic shifts in US trade policy in the years to come. 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_10453.pdf.
- Sept. 19 **CONNECTION.** 2018 Annual Gala sponsored by the China General Chamber of Commerce – Chicago and Grant Thornton. Business topics include: *Invest in the Midwest of the U.S.; Post-Acquisition Corporate Management; Business Opportunity in U.S. and China; Investment Environment of the Midwest and Business Showcase.* Program followed by a Networking Reception, Gala Dinner and Award Ceremony. 1:00 – 8:30 p.m., Fairmont Chicago Millennium Park, 200 North Columbus Drive, Chicago. CGCC Members - \$700; Non-member - \$900. For information & registration, please see: <https://cgccchicago.org/event/cgcc-chicago-2018-annual-gala>.
- Sept. 19 **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. 6:00 – 8:00 p.m., Potter’s Burger Bar, 143 South Wabash Avenue, Chicago. Members of sponsoring organizations - \$15; Non-members - \$25. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07eewn4icdde962014&oseq=&c=&ch=>.
- Sept. 20 **[BECOME A SUPPLIER AND/OR PARTNER TO AIRBUS].** Symposium sponsored by Congressman **Adam Kinzinger**, U.S. House of Representatives, 16th Congressional District of Illinois and the Rockford Area Economic Development Council. This event is an opportunity for regional businesses to attend a targeted invitation for suppliers and partners who fit into the supply chain needs of Airbus. Following a presentation by Airbus, there will be a limited number of Matchmaking Meetings with Airbus Representatives. 8:00 a.m. – 1:00 p.m., Giovanni’s, 610 North Bell School Road, Rockford, IL. No charge; advance registration required by **September 10**. For information & registration, please e-mail: CFray@RockfordIL.com.
- 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. 20 **INTERNATIONAL DOCUMENTATION.** Program sponsored by the Illinois SBDC International Trade Center at College of Lake County. Presentation by **Mike Allocca** - Allocca Enterprises, who will help you understand: How to avoid exposing your company unnecessarily to shipment delays, Customs audits and demurrage charges because of incomplete or inaccurate shipment documentation; When and how you should be completing certain documentation; What to look for in your own international documents and how to complete them accurately so you can keep your customers, distributors and company ahead of schedule. 8:30 a.m. – 4:30 p.m., College of Lake County, 19351 West Washington Street, Room A022 A/B, Grayslake, IL. Fee: \$150 (by September 6; \$195 thereafter). For information & registration, please see: <https://www.eventbrite.com/e/international-documentation-tickets-46241103385>.

- Sept. 20 **THE DUBAI ADVANTAGE.** Program sponsored by the Macomb County Department of Planning & Economic Development in partnership with the government of Dubai and local partners American Arab Chamber of Commerce, Automation Alley, Detroit Regional Chamber, Michigan Economic Development Corporation and the U.S. - U.A.E. Business Council. Meet with a delegation of senior executives from Dubai and learn about enhancing export activity, free trade zones, trade licensing, Dubai's plans to host World Expo 2020 and more. 8:30 a.m. – 12:00 p.m., Detroit Regional Chamber, 1 Woodward Avenue, 19th Floor, Detroit, MI. No charge; advance registration required. For information & registration, please see: <https://www.eventbrite.com/e/the-dubai-advantage-tickets-46544634254>.
- Sept. 20 **TECHNOLOGY: GLOBAL TRENDS IN IOT APPLICATIONS.** Webinar sponsored by Global Chamber. Speakers include: **Christian Oviedo**, Engineering Manager, Vates (Buenos Aires); **William C.B. Harding**, Distinguished Technical Fellow, Digital Health, Medtronic; **Bruno Herrmann**, Columnist, *EContent Magazine & Brand Quarterly* (Brussels); **Carla Leslie**, Business Development Manager, Cargo Partner. 9:00 – 10:00 a.m. CDT. GC Members – No charge; Non-members - \$30. For information & registration, please see: <https://members.globalchamber.org/events/globinar-on-technology-global-trends-in-iot-application>.
- Sept. 20 **INTERNATIONAL BUSINESS ROUNDTABLE.** Event sponsored by the Office of Trade & Investment, Illinois Department of Commerce & Economic Opportunity, and the Illinois SBDC International Trade Center at the Industrial Council of Nearwest Chicago. 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. 10:00 – 11:30 a.m., ICNC, 320 North Damen Avenue, Chicago. No charge; advance registration required by **September 17**. For information & registration, please contact Lauro Arias at: lauro@industrialcouncil.com.
- Sept. 20 **INFRASTRUCTURE OPPORTUNITIES IN THE CARIBBEAN REGION.** Webinar, sponsored by the U.S. Commercial Service, focuses on upcoming infrastructure projects announced by different governments in the region to stimulate their economies. 12:00 – 1:15 p.m. CVDT. Fee: \$40. For information & registration, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=38824&InputType=EVENT.
- Sept. 20 **TRADE WARS, EPISODE VII – THE FORCE AWAKENS [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-Trade-Wars-Monthly-Update-092018.html>.
- 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. 21 **WIN CONTRACTS AT THE WORLD BANK.** Webinar, sponsored by the World Trade Research Institute, will show you how to find out about projects and how your company can win contracts at the World Bank with the help of the U.S. Department of Commerce. 10:00 – 11:00 a.m. CDT. Fee: \$55. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07efmgt8t7ac9401ba&oseq=&c=&ch=>.

- Sept. 21 ***ECONOMIC TREND IN ASIA AND THE INFLUENCE OF GLOBAL TRADE.*** Program sponsored by the Central Asian Productivity Research Center and Northern Illinois University's Global Programs. Presentation by **Xiangpeng Kong**, Vice President and Senior Sales Manager, Global Trade and Receivables Finance, HSBC Bank USA, N.A. 11:00 a.m., 105 West Madison Street, 7th Floor, Chicago. No charge; advance registration required. For information & registration, please e-mail: lepinske@sbcglobal.net.
- 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>.
- Sept. 24 ***EXPORT STRATEGIC PLANNING.*** Workshop, sponsored by the Illinois SBDC International Trade Center at the Center for Entrepreneurship, College of DuPage, will discuss how to build an export plan from scratch to get you prepared for the future. 10:00 a.m. – 12:00 p.m., Center for Entrepreneurship, College of DuPage, 2525 Cabot Drive, Lisle, IL. No charge; advance registration required. For information & registration, please see: <https://ilsbdc.ecenterdirect.com/events/29980>.
- Sept. 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>.
- Sept. 25 ***ADDITIVE MANUFACTURING OPPORTUNITIES IN EUROPE.*** Webinar, sponsored by the U.S. Commercial Service, will describe additive manufacturing in the top five markets and top industries in Europe; CEOs of two German AM companies will share their stories. 10:00 – 11:00 a.m. CDT. Fee: \$25. For information & registration, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=38831&InputType=EVENT.
- Sept. 25 ***DOING BUSINESS IN COSTA RICA.*** Webinar, sponsored by the U.S. Commercial Service, will focus on market opportunities and key projects in Costa Rica's best prospect sectors, including: automotive parts and accessories; building and construction materials; architectural and engineering services; transportation equipment; and pharmaceuticals and medical equipment/devices. 12:00 p.m. CDT. Fee: \$35. For information & registration, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=38833&InputType=EVENT.
- Sept. 25 ***MEETING CBP'S INFORMED COMPLIANCE AND REASONABLE CARE STANDARDS.*** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will explain the requirements of informed compliance and reasonable care and how importers can best meet their obligations. 1:00 – 2:00 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/events-Meeting-CBPs-Informed-Compliance-and-Reasonable-Care-Standards-092518.html>.
- Sept. 25 ***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. 2:00 – 3:00 p.m. CDT. Fee: \$55. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07efmgt8tg048a192e&oseq=&c=&ch=>.

- Sept. 26 ***AGRICULTURE: INDUSTRY UPDATES AND OPPORTUNITIES.*** Webinar, sponsored by Global Chamber, focuses on agribusiness (including food & beverage) around the world. Speakers include: **Umberto Torresan**, Global Corporate Development, Cortiva Agriscience (DowDupont); **Omar El-naggar**, Bloom Fruit Consultants; **James Rolin** and **Kathy Rolin**, Cowboy Cricket Farms. 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-agriculture-industry-updates-and-opportunities>.
- Sept. 26 ***U.S. ANTIBOYCOTT REGULATIONS: CLARIFIED AND DEMYSTIFIED.*** Webinar, sponsored by the Export Compliance Training Institute, will demonstrate how to navigate EAR antiboycott rules and where to focus your organization's compliance resources to address these often-tricky regulations. 12:00 – 1:30 p.m. CDT. Fee: \$195. For information & registration, please see: <https://www.learnexportcompliance.com/webinar/us-antiboycott-regulations-clarified-and-demystified/>.
- Sept. 26 ***WECHAT MINI PROGRAMS AND ENGAGING USERS IN CHINA.*** Webinar, sponsored by the U.S. **POSTPONED** Service, will focus on utilizing WeChat to grow U.S. brands in the Chinese market; including WeChat Mini Program and WeChat advertising formats. 7:00 p.m. CDT. Fee: \$25. For information & registration, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=38798&InputType=EVENT.
- Sept. 27 ***TRADE WARS: HOW COMPANIES ARE COPING.*** Webinar, sponsored by PRA Global, will look at the realities of what the recent trade wars means for both U.S. and Asian companies, and will provide specific examples of how companies are reacting and modifying their global strategies to protect themselves. Presentations by **Derek Begue**, Vice President of Business Development and **James Nicholson**, Southeast Asia Market Manager, PRA Global. 7:30 a.m. CDT. No charge; advance registration required. For information & registration, please see: <http://go.pardot.com/1/293742/2018-08-14/21436n>.
- Sept. 27 ***U.S.-CHINA HEALTHCARE WORKSHOP AND RECEPTION.*** Events organized by the U.S. Trade and Development Agency (USTDA) as part of the China Healthcare Executive Leadership Training Program. The purpose is to familiarize 25 Chinese delegates with U.S. policies, technologies, standards, and industry best practices in the fields of healthcare and hospital administration. The delegates represent national and provincial healthcare agencies and hospitals across China. U.S. businesses, universities, and hospitals can connect with key decisionmakers Workshop and Reception, where they can learn about the latest developments and project opportunities in China's healthcare sector. 8:30 a.m. – 5:00 p.m. (Reception follows), Hilton Chicago/Magnificent Mile Suites, 198 East Delaware Place, Chicago. No charge; advance registration required. For information & registration, please see: <https://fs3.formsite.com/Meridian1630/form134/index.html>.
- Sept. 27 ***DOING BUSINESS IN URUGUAY.*** Webinar, sponsored by the U.S. Commercial Service, will provide an overview of current business opportunities in Uruguay. 12:00 p.m. – 1:15 p.m. CDT. Fee: \$35. For information & registration, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=38747&InputType=EVENT.
- Sept. 27 ***U.S. COMMERCIAL SERVICE – GLOBAL EDUCATION TEAM 101.*** Webinar sponsored by the U.S. Commercial Service Global Education Team. Representatives from the Global Education Team will provide a deep dive on the Team's industry scope and support of U.S. education industry exporters, to include higher education, secondary education, language programs, graduate, summer, executive training, education technology, professional training programs, etc. Global Education Team representatives will go over the Team's structure, network, planning, and programs. This will also be an opportunity for the U.S. education industry to provide input towards the Global Education Team's Strategic Plan for fiscal year 2019. 12:00 p.m. CST. No charge; advance registration required. For information & registration, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=38829&InputType=EVENT.

- Sept. 27 ***EXPLORING BRAZIL'S E-COMMERCE: CONSUMER EXPERIENCE AND MARKETPLACE.*** Last in a series of six webinars, sponsored by the U.S. Commercial Service. Speakers from Fast Shop and Netshoes will explain the consumers and market in Brazil. 1:00 – 2:00 p.m. CDT. No charge; advance registration required. For information & registration, please, see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=38724&InputType=EVENT.
- Sept. 28 ***U.S. TARIFFS & TRADE ACTIONS.*** Quarterly Compliance Roundtable sponsored by the World Trade Association of the Metropolitan Milwaukee Association of Commerce. Topic for discussion: *The latest US tariff and trade actions, other country retaliation measures, and ways for companies to manage and mitigate the impact.* 7:30 – 9:30 a.m., Waukesha County Technical College, 800 Main Street, Pewaukee, WI. WTA Members - \$20; Non-members - \$35. For information & registration, please see: <http://web.mmac.org/events/WTAs-Quarterly-Compliance-Roundtable-US-Tariffs-Trade-Actions-1994/details>.
- Sept. 28 ***DOING BUSINESS WITH THE WORLD BANK.*** Program sponsored by Global Midwest Alliance with the U.S. Commercial Service. Keynote Presentation: **Enzo de Laurentiis**, Chief Procurement Officer, The World Bank, who will describe: The World Bank's new procurement framework; Pipeline projects, especially in the areas of health care and social services, agriculture, information and communication technologies, and energy and natural resource extraction; and provide Examples of current World Bank projects. 8:00 – 10:30 a.m., K&L Gates, 70 West Madison Street, 33rd Floor, Chicago. Fee: \$95. For information & registration, please see: <http://www.globalmidwestalliance.org/Meetings---Events.html>.
- Sept. 28 ***ANTIDUMPING.*** Webinar, sponsored by the World Trade Research Institute, will provide the information needed to help you know what to expect in antidumping investigations. 10:00 – 11:00 a.m. CDT. Fee: \$55. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07efmgt8tj57b19893&oseq=&c=&ch=>.
- Oct. 2 ***FIRST SALE CUSTOMS VALUATION TO MITIGATE SECTION 301 DUTIES.*** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will guide you through the process of building a robust First Sale program that will immediately add value to your company's bottom line. 1:00 – 2:00 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/events-First-Sale-Customs-Valuation-Mitigate-Section-301-Duties.html>.
- 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 ***IT SECURITY, CLOUD COMPUTING, AND EXPORT CONTROLS.*** Webinar, sponsored by the Export Compliance Training Institute, will explore the interconnections between export compliance and network security. It will help both export control professionals and IT network administrators understand the need to work together to avoid, manage, and mitigate damage from inadvertent exports of technical information resulting from network hacks, insider access, and stolen mobile devices. 12:00 – 1:30 p.m. CDT. Fee: \$195. For information & registration, please see: <https://www.learnexportcompliance.com/webinar/it-security-cloud-computing-and-export-controls/>.

- 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. 9 ***PROTECTING YOUR PRODUCT EN-ROUTE AND ENSURING YOU GET PAID.*** Luncheon program sponsored by the Madison International Trade Association. Presentations by **Michael Howard**, Managing Director for the Central Region, Export-Import Bank of the United States, and **Ursula Wegrzynowicz**, President, Emelev, LLC. 11:30 a.m. – 2:00 p.m., Fluno Center, 601 University Avenue, Madison, WI. MITA Members - \$35 (by October 2; \$45 thereafter); Non-members - \$50 (by October 2; \$60 thereafter). For information & registration, please see: <http://mitatrade.org/events/details/protecting-your-product-en-route-and-ensuring-you-get-paid>.
- 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 ***ADVANCED CLASSIFICATION, PART 2.*** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will cover advanced classification topics, including: *Essential Character vs Principle Function; Impact of Foreign and WCO Classification Opinions; Inconsistent CBP Rulings; Secondary Classifications under Chapter 98 and 99; Duty Exemptions under the MTB.* 1:00 – 2:30 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/events-Advanced-Classification-Part-2-101018.html>.
- 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. 14 - **CERTIFIED TRADE MISSION TO ULAANBAATAR, MONGOLIA.** Organized by the American Chamber of Commerce in Mongolia in collaboration with the U.S. Department of Commerce and U.S. Embassy in Ulaanbaatar, the mission will focus on helping U.S. companies explore new opportunities or expand their businesses in the Mongolian market. Mission participants will gain market information, make business and government contacts, solidify business strategies and advance specific projects. For information & an application, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=38770&InputType=EVENT.
- Oct. 15 **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 September 15; \$395 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/incoterms-rules>.
- Oct. 16 **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 September 16; \$395 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/export-to-mexico-documentation-procedures>.
- Oct. 16 **EXPORT 101 AND NEW TECHNOLOGIES YOU SHOULD KNOW.** Workshop, sponsored by the Illinois SBDC International Trade Center at the Center for Entrepreneurship, College of DuPage, will give you the basic understanding of how exporting works, including e-commerce. 10:00 a.m. – 12:00 p.m., Center for Entrepreneurship, College of DuPage, 2525 Cabot Drive, Lisle, IL. No charge; advance registration required. For information & registration, please see: <https://ilsbdc.ecenterdirect.com/events/29969>.
- Oct. 17 **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 September 17; \$395 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/export-to-canada>.
- Oct. 17 **EXPORT BASICS FOR SMALL BUSINESSES.** Luncheon program sponsored by: Kankakee County Chamber of Commerce; Economic Alliance of Kankakee County; First American Bank. A panel of experts on exporting will discuss credit risk, accounting, financing and government services available for small businesses. 11:00 a.m. 1:00 p.m., Kankakee Public Library, 4th Floor Auditorium, 201 East Merchant Street, Kankakee, IL. KCCC Members - \$10; Non-members - \$20. For information & registration, please see: <https://business.kankakeecountychamber.com/events/details/power-hour-exporting-for-small-business-2469>.
- Oct. 18 **INTELLECTUAL PROPERTY BASICS FOR SMALL BUSINESS.** Workshop sponsored by the Illinois SBDC International Trade Center at College of Lake County. Presentation by **Ben Rotman**, Shareholder and Registered Patent Attorney, Rosenbaum IP, P.C., who will: Present the basics of domestic and international intellectual property for startups and small businesses; Review patents, copyrights, trademarks and trade secrets and how each are applied to protect a business's products, brands and operations; Discuss non-disclosure agreements, invention assignments as well as privacy policies relating to the General Data Protection Regulation (GDPR). 6:00 – 8:00 p.m., 1120 South Milwaukee Avenue, Vernon Hills, IL. No charge; advance registration required. For information & registration, please see: <http://events.r20.constantcontact.com/register/event?oeidk=a07efhfgg2i37e9e934&llr=s4alrybab&showPage=true>.

- Oct. 19 **POSITIONING FOR GLOBAL SUCCESS.** Fourth Annual Global Small Business Forum sponsored by: Global TradeSource Ltd.; MB Financial Bank; Nixon Peabody LLP; Polsky Center for Entrepreneurship and Innovation, University of Chicago; and supported by the **International Trade Association of Greater Chicago** and others. Speakers include: **Laurel Delaney**, President, GlobeTrade.com and creator of the Global Small Business Blog, President, Women Entrepreneurs Grow Global, and author of *Exporting: The Definitive Guide to Selling Abroad Profitably* (2nd edition); **Ellen Rudnick**, Adjunct Professor, The University of Chicago Booth School of Business and Senior Advisor for Entrepreneurship, Polsky Center; **Marc Schulman**, President, Eli's Cheesecake; **Richard Paullin**, Executive Director, International Trade Association of Greater Chicago and Chairman Emeritus, Illinois District Export Council; Dr. **Sonat Birnecker Hart**, Co-founder, KOVAL Distillery; **Christophe Ridet**, Co-founder, WEAR MOI; **John Walton**, Founder and Managing Director, Jackpoint Jackstands LLC; **Alison Larson**, Founder, Worldblazer Consulting LLC; **Chantal Wittman Meier**, Vice President, International Trade Banking, MB Financial Bank; **Deanna Kunze**, Associate, Nixon Peabody. 7:30 – 11:30 a.m., The Gleacher Center, University of Chicago Booth School of Business, 450 Cityfront Plaza Drive, Chicago. Fee: \$67.50 (by September 19; \$75 thereafter). For information & registration, please see: <http://globalsmallbusinessforum.com>.
- Oct. 19 **ROAD TO C-TPAT CERTIFICATION.** Webinar sponsored by the Global Training Center. Topics include: *C-TPAT Basics*; *Why C-TPAT?*; *C-TPAT Mechanics*; *Validations and Revalidations*; *C-TPAT Maintenance*. 9:00 a.m. – 12:30 p.m. CDT. Fee: \$345 (by September 19; \$395 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/ctpat>.
- Oct. 23 **ADVANTAGE: INDIA.** Luncheon program sponsored by the International Trade Association of Greater Chicago. Presentation by **Rohit Kapur**, Managing Director, India, Dezan Shira & Associates, who will share updates on key regulations and government initiatives, as he discusses: *Doing Business with Indians*; *FDI in India*; *Policy Initiatives* (including *Make in India*; *Digital India*; *Startup India*; *Smart Cities*); *Key Regulatory Reforms*; *India-U.S. Business Scenarios*. 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_10411.pdf; or e-mail: rsvp@itagc.org.
- Oct. 23 **A PRACTICAL GUIDE TO AES FILING: WHEN, WHAT, AND HOW TO FILE IN THE AUTOMATED EXPORT SYSTEM.** Webinar, sponsored by the Export Compliance Training Institute, will guide the participant step by step through all the standard filing requirements, providing a comprehensive review of every standard data requirement. 12:00 – 1:30 p.m. CDT. Fee: \$195. For information & registration, please see: <https://www.learnexportcompliance.com/webinar/a-practical-guide-to-aes-filing/>.
- Oct. 23 **DOING BUSINESS IN HONDURAS.** Webinar, sponsored by the U.S. Commercial Service, will focus on market opportunities and key projects in Honduras' best prospect sectors, including: automotive parts, accessories, and service equipment; building and construction materials; architectural and engineering services; education and training; safety and security products and services; energy; and travel and tourism. 12:00 p.m. CDT. Fee: \$35. For information & registration, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=38842&InputType=EVENT.

- Oct. 24 - ***CERTIFIED TRADE MISSION TO KAZAKHSTAN***. The U.S. – Kazakhstan Business Association (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. 24 ***THE RESOURCE CHALLENGE: HOW TO SCALE FOR GROWTH***. Manufacturing conference sponsored by: Global Midwest Alliance; the Association for Manufacturing Technology; TMA; Wipfli; Wintrust Financial Corporation. Panels will address *Innovation and Technology* and *Growth and Global Opportunities*. 7:30 – 10:45 a.m., Wintrust Financial Corporation, 9700 West Higgins Road, Rosemont, IL. Fee: \$95. For information & registration, please see:
http://www.globalmidwestalliance.org/EVENT_2018_10_24_The_Resource_Challenge_How_to_Scale_for_Growth.html.
- Oct. 25 ***DOING BUSINESS IN CHILE***. Webinar, sponsored by the U.S. Commercial Service, will provide an overview of current business opportunities in Chile. 12:00 p.m. – 1:15 p.m. CDT. Fee: \$35. For information & registration, please see:
https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=38808&InputType=EVENT.
- Oct. 26 ***INTERNATIONAL TRAFFIC IN ARMS REGULATIONS (ITAR)***. Webinar sponsored by the Global Training Center. Topics include: *The International Traffic in Arms Regulations and United States Munitions List; Registration with the State Department; ITAR Technical Data Controls; ITAR Licenses; Compliance and Enforcement; Regulation of Brokering Activities*. 9:00 a.m. – 12:30 p.m. CDT. Fee: \$345. For information & registration, please see:
<http://www.globaltrainingcenter.com/webinars/webinar-topics/specialty/itar>.
- Oct. 29 - ***CERTIFIED TRADE MISSION TO UKRAINE***. The U.S. – Kazakhstan Business Association (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.
- Oct. 29 ***EXPORT STRATEGIC PLANNING***. Workshop, sponsored by the Illinois SBDC International Trade Center at the Center for Entrepreneurship, College of DuPage, will discuss how to build an export plan from scratch to get you prepared for the future. 10:00 a.m. – 12:00 p.m., Center for Entrepreneurship, College of DuPage, 2525 Cabot Drive, Lisle, IL. No charge; advance registration required. For information & registration, please see: <https://ilsbdc.ecenterdirect.com/events/29972>.
- Oct. 30 ***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 September 30; \$395 thereafter). For information & registration, please see:
<http://www.globaltrainingcenter.com/webinars/webinar-topics/incoterms-strategies>.

- Nov. 8 - ***CUBA-U.S. AGRICULTURE BUSINESS CONFERENCE***. Sponsored by the United States Agriculture
10 Coalition for Cuba, this event will provide an opportunity to meet ministers, leaders of agriculture
industry, farmers, cooperatives, and decision makers in Cuba's newly formed government.
Specifically, participants will: Meet leaders in Cuban ministries, enterprises, and farm cooperatives
that are key to doing business in Cuba's agriculture sector; Learn what Cuba is importing and how it
makes import decisions; See farms, cooperatives, and food industry facilities in a one-day field visit;
Learn about current U.S. policies on exports, imports, and investing in Cuban production; Hear
Cuban officials present their policies to boost farm output and to attract foreign investment, and see
the specific investment opportunities that have been identified. Hotel Nacional, Havana, Cuba. For
information and registration, please see: <https://www.uscuba-agricultureconference.com/>.
- Nov. 8 ***EXPORT PAYMENTS, FINANCING AND FOREIGN EXCHANGE***. Workshop sponsored by the Illinois
SBDC International Trade Center at College of Lake County. Presentations by **Angie Kappel**, CTP,
Vice President, Foreign Exchange, Associated Bank, NA and **Paul Eversman**, Vice President,
Foreign Exchange & Trade Finance, Associated Bank, NA. 2:00 – 4:00 p.m., 1120 South
Milwaukee Avenue, Vernon Hills, IL. No charge; advance registration required. For information &
registration, please see:
<http://events.r20.constantcontact.com/register/event?oeidk=a07efi4etrv6cafa0a5&llr=s4alrybab&showPage=true>.
- 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>.
- Nov. 11 - ***AEROSPACE TRADE MISSION TO MEXICO***. Organized by the Great Lakes St. Lawrence Governors
15 and Premiers, this trade mission is for companies who supply to the aerospace industry. The mission
delegation will make stops in Querétaro and Chihuahua. Each participant will receive a customized
schedule of B2B meetings to meet with prospective customers, distributors and/or business partners.
Participants will also benefit from networking events and logistical support provided by the GSGP
Mexico Trade Office and the Mexican Federation of the Aerospace Industry (FEMIA). Grant
funding is available for eligible Illinois companies to offset travel and participation costs.
Registration deadline: **September 17**. For more information, please see:
<http://www.gsgp.org/projects/international-trade/trade-missions/mexico-aerospace-trade-mission-2018/>.

- Nov. 13 **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 October 13; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/seminars/topics/tariff-classification#course-agenda>.
- Nov. 14 **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 October 14; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/seminars/topics/nafta#course-agenda>.
- Nov. 15 **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 October 15; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/seminars/topics/import-documentation#course-agenda>.
- Nov. 15 **CLASSIFICATION FOR THE AUTOMOTIVE INDUSTRY**. Webinar sponsored by the Global Training Center. Topics include: *Introduction; Harmonized Tariff Schedule of the U.S.; General & Additional U.S. Rules of Interpretation; Special Considerations for Classifying Automotive Goods; Utilizing the GRIs to Identify the Most Appropriate Automotive Parts Heading Automotive Product Exercises; Steps for Effective Classification; Most Common Automotive Classification Errors; Classification Resources; Classification Exercises*. 9:00 a.m. – 12:30 p.m. CST. Fee: \$345. For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/specialty/classification-for-the-automotive-industry>.
- Nov. 16 **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 October 16; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/seminars/topics/importing-201#course-agenda>.
- Nov. 16 **NAFTA FOR THE AUTOMOTIVE INDUSTRY**. Webinar sponsored by the Global Training Center. Topics include: *Summary Review; Qualifying Resources/Party Lines; Determining Origin; Audit Triggers; Rules of Origin (General Note 12, HTSUS); Documentation; Marking and Labeling for Automotive; Verification and Record-Keeping; Penalties*. 9:00 a.m. – 12:30 p.m. CST. Fee: \$345. For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/specialty/automotive-nafta>.
- Nov. 20 **DOING BUSINESS IN EL SALVADOR**. Webinar, sponsored by the U.S. Commercial Service, will focus on market opportunities and key projects in El Salvador's best prospect sectors, including: automotive parts and accessories; agricultural services; architectural and engineering services; education and training; safety and security equipment; renewable energy; packaging equipment; printing and graphics; pharmaceuticals; and travel and tourism. 12:00 p.m. CST. Fee: \$35. For information & registration, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=38843&InputType=EVENT.

- Nov. 27 **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 October 27; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/seminars/topics/letters-of-credit#course-agenda>.
- Nov. 28 **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 October 28; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/seminars/topics/international-logistics#course-agenda>.
- Nov. 28 **UK HEALTHCARE OPPORTUNITIES.** Webinar, sponsored by the U.S. Commercial Service, will highlight the trends and opportunities in the market, and provide an overview and update on BREXIT, looking specifically at the potential changes to the regulatory environment and existing UK/EU supply chain. 10:00 – 11:00 a.m. CST. Fee: \$25. For information & registration, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=38834&InputType=EVENT.
- Nov. 29 **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 October 29; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/seminars/topics/export-documentation-seminar#course-agenda>.
- Nov. 29 **DOING BUSINESS IN PARAGUAY.** Webinar, sponsored by the U.S. Commercial Service, will provide an overview of current business opportunities in Paraguay. 12:00 p.m. – 1:15 p.m. CST. Fee: \$35. For information & registration, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=38806&InputType=EVENT.
- Nov. 30 **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 October 30; \$395 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/seminars/topics/incoterms-rules#course-agenda>.
- Nov. 30 **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#course-agenda>.

- Dec. 2 - **ATC AEROSPACE & DEFENSE TRADE MISSION TO TURKEY.** The U.S. Commercial Service, in 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.
- Dec. 3 **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. CST. Fee: \$545 (by November 3; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/tariff-classification>.
- Dec. 4 **NAFTA RULES OF ORIGIN.** Webinar sponsored by the Global Training Center. Topics include: *NAFTA – Overview; Definitions; A Closer Look at Origination; Finer Points of Origination; NAFTA and Special Sectors; The NAFTA Certificate of Origin Form; Country of Origin for Marking Purposes; NAFTA Strategies for Businesses; Appeal Procedures; Country of Origin Marking Rules; Record Keeping, Penalties, Denial of Benefits; Maquiladora Industry; Annex 401 Specific Rules of Origin; Regulatory Compliance and Enforcement; Other Free Trade Agreements.* 8:30 a.m. – 4:00 p.m. CST. Fee: \$545 (by November 4; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/nafta>.
- Dec. 5 **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. CST. Fee: \$545 (by November 5; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/import-documentation>.
- Dec. 6 **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. CST. Fee: \$545 (by November 6; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/importing-201>.
- Dec. 10 **ROAD TO C-TPAT CERTIFICATION.** Webinar sponsored by the Global Training Center. Topics include: *C-TPAT Basics; Why C-TPAT?; C-TPAT Mechanics; Validations and Revalidations; C-TPAT Maintenance.* 9:00 a.m. – 12:30 p.m. CST. Fee: \$345 (by November 10; \$395 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/ctpat>.
- Dec. 11 **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. CST. Fee: \$345 (by November 11; \$395 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/incoterms-rules>.
- Dec. 12 **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. CST. Fee: \$345 (by November 12; \$395 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/export-to-mexico-documentation-procedures>.

- Dec. 13 **EXPORT TO CANADA.** Webinar sponsored by the Global Training Center. Topics include: *An Overview of Canada; Exporting from the U.S.; Importing into Canada; Special Import & Duty Reduction Programs; Enforcement – Administrative Monetary Penalties; Other Programs.* 9:00 a.m. – 12:30 p.m. CST. Fee: \$345 (by November 13; \$395 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/export-to-canada>.
- Dec. 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. CST. Fee: \$345 (by November 17; \$395 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/incoterms-strategies>.
- Dec. 18 **EXPORT DOCUMENTATION.** Webinar sponsored by the Global Training Center. Topics include: *Structuring Export Sales to Foreign Markets; Negotiating Your Contract and Meeting Its Terms; Incoterms® 2010, Product Transportation & Risk of Loss; Forms of Payment; Customs & Tariff Planning Considerations; Export Controls; Freight Forwarders, Packing and Transportation; Reporting the Export; Export Documentation.* 8:30 a.m. – 4:00 p.m. CST. Fee: \$545 (by November 18; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/export-documentation>.
- Dec. 18 **DOING BUSINESS IN GUATEMALA.** Webinar, sponsored by the U.S. Commercial Service, will focus on market opportunities and key projects in Guatemala's best prospect sectors, including: agriculture; automotive aftermarket accessories; education and training; forestry and woodworking machinery; transportation equipment; safety and security equipment; and travel and tourism. 12:00 [m. CST. Fee: \$35. For information & registration, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=38844&InputType=EVENT.
- Dec. 19 **LETTERS OF CREDIT.** Webinar sponsored by the Global Training Center. Topics include: *Methods of Payment; Letters of Credit; Import Letters of Credit; Export Letters of Credit; Special Types of Letters of Credit and Trade Finance; Uniform Customs and Practice for Documentary Credits, UCP 600.* 8:30 a.m. – 4:00 p.m. CST. Fee: \$545 (by November 19; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/letters-of-credit>.
- Dec. 20 **INTERNATIONAL LOGISTICS.** Webinar sponsored by the Global Training Center. Topics include: *International Logistics Partners; Securing Your International Supply Chain; Ocean Bills of Lading and Common Carrier's Obligations Toward the Shipper; Ocean Transportation; Air Waybills of Lading; Air Freight Transportation; Insurance; Incoterms® 2010 Product Transportation & Risk of Loss.* 8:30 a.m. – 4:00 p.m. CST. Fee: \$545 (by November 20; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/international-logistics>.
- Dec. 20 **DOING BUSINESS IN BOLIVIA.** Webinar, sponsored by the U.S. Commercial Service, will provide an overview of current business opportunities in Bolivia. 12:00 p.m. – 1:15 p.m. CST. Fee: \$35. For information & registration, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=38809&InputType=EVENT.
- Jan. 8 **2019 ECONOMIC FORECAST: WHERE WILL THE GROWTH BE?** Luncheon program sponsored by the Madison International Trade Association. Presentations by **Ron Feldman**, First Vice President and Chief Operating Officer, Federal Reserve Bank of Minneapolis, and **Walter Kemmsies**, Managing Director, Economist and Chief Strategist, Ports, Airports & Global Infrastructure, Jones Lang LaSalle. 10:30 – 2:00 p.m., Fluno Center, 601 University Avenue, Madison, WI. MITA Members - \$45 (until December 29; \$55 thereafter); Non-members - \$60 (until December 29; \$70 thereafter). For information & registration, please see: <http://mitatrade.org/events/details/2018-economic-forecast-where-will-the-growth-be>.

- Jan. 22 **DOING BUSINESS IN BELIZE**. Webinar, sponsored by the U.S. Commercial Service, will focus on market opportunities and key projects in Belize's best prospect sectors, including: agriculture; information and communication technology; green and renewable technology; travel and tourism. 12:00 p.m. CST. Fee: \$35. For information & registration, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=38846&InputType=EVENT.
- Feb. 19 **DOING BUSINESS IN PANAMA**. Webinar, sponsored by the U.S. Commercial Service, will focus on market opportunities and key projects in Panama's best prospect sectors, including: automotive parts and service equipment; building and construction materials; computers and peripherals; cosmetics and toiletries; education and training; electrical power; franchising; medical equipment; safety and security equipment; and telecommunications equipment. 12:00 p.m. CST. Fee: \$35. For information & registration, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=38848&InputType=EVENT.
- Mar. 24 - **TRADE MISSION TO SOUTHERN CONE REGION**. The United States Department of Commerce, International Trade Administration is organizing this trade mission to Argentina, Uruguay, Paraguay, Bolivia and Chile (Southern Cone Region) that will include the Trade Americas – Business Opportunities in the Southern Cone Region Conference in Buenos Aires, Argentina. Mission participants will attend a mission briefing and will engage in one-on-one consultations with U.S. and Foreign Commercial Service (US&FCS) Commercial Officers and/or Economic/Commercial Officers from U.S. Embassies in the Southern Cone Region. The mission is open to U.S. companies from a cross section of industries with growing potential in the Southern Cone Region, but is focused on U.S. companies representing best prospects sectors such as: infrastructure and construction; architecture services; engineering services; construction equipment; building products; airports; ports; transportation; housing; environmental technologies; safety & security; energy & oil & gas; mining equipment; medical equipment; aerospace & defense; ICT & digital services; and logistics. For information & an application, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=38696&InputType=EVENT.
- Mar. 24 - **TRADE MISSION TO BRAZIL & COLOMBIA**. Organized by the Great Lakes St. Lawrence Governors and Premiers, this trade mission is for multi- sector companies looking to expand and grow sales in South America. The mission delegation will make stops in Brazil and Colombia. Each mission participant will receive a customized schedule of B2B meetings to meet with prospective customers, distributors and/or business partners. Participants will also benefit from networking events and logistical support provided by the GSGP Trade Offices. Grant funding is available for eligible Illinois companies to offset travel and participation costs. Registration deadline: **January 22**. For more information, please see: <http://www.gsgp.org/projects/international-trade/trade-missions/brazil-colombia-trade-mission-2019/>.

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.