



The  
**International  
Trade Association**  
of Greater Chicago

# ILLINOIS INTERNATIONAL BUSINESS CALENDAR

October 8, 2018

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The *Illinois International Business Calendar* is published by the International Trade Association of Greater Chicago (ITA/GC). The **Calendar** is also available on our website: [www.itagc.org](http://www.itagc.org).

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

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

## FEATURED ITA/GC PROGRAMS

- Oct. 17 **TRADE IN THE TRENCHES.** Breakfast Roundtable sponsored by the **International Trade Association of Greater Chicago**. Please join us for an informal discussion of trade issues and remedies. 7:00 – 9:00 a.m., Comfort Inn O'Hare/Des Plaines, 2175 East Touhy Avenue, Des Plaines, IL. ITA/GC Members - \$20; Non-members - \$30. For information & registration, please see: [http://calendar.itagc.org/docs/ITAGC\\_Calendar\\_10527.pdf](http://calendar.itagc.org/docs/ITAGC_Calendar_10527.pdf), or e-mail: [rsvp@itagc.org](mailto:rsvp@itagc.org).
- 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](http://calendar.itagc.org/docs/ITAGC_Calendar_10411.pdf); or e-mail: [rsvp@itagc.org](mailto:rsvp@itagc.org).

Nov. 13 - **MAKING DECISIONS IN THE NEW U.S.-CHINA TRADE ORDER.** Nineteenth Annual U.S.-China Trade Conference sponsored by the U.S.-China Chamber of Commerce with: Fragomen, Del Rey, Bernsen & Loewy, LLP; Underwriters Laboratories LLC; Plante Moran, PLLC; Wanxiang America Corporation; Rock Trade Law, LLC; and others. Co-Organizers include the **International Trade Association of Greater Chicago** and Precision Metal Forming Association. Topics include: *U.S. Manufacturing Offshoring in China; Why and How Are Our Business Impacted by the U.S.-China Trade Dispute; Immigration Policy: How to Attract Talent and Capital; Lessons Learned: How Do We Stay Competitive in the Everchanging Global Economic Environment; Tariffs under the Current Administration: Mitigation Strategies and Solutions; Chinese Companies in the U.S.: Rapid Change and the Impacts; The Power of Social Networking in Doing Business in China; Access the Global Capital Market: FinTech, Blockchain and Beyond; Technology Transfer: How Can You Protect Your Investments in U.S.-China Trade.* 8:00 a.m. – 6:00 p.m., Union League Club of Chicago, 65 West Jackson Boulevard, Chicago. USCC Members & Sponsors - \$445; Members of Co-Organizers - \$495; Non-members - \$545. For information & registration, please see: <https://www.usccc.org/>.

### Of Note:

**2018 Export Pitch:** Metro Chicago Exports and the Chicago Regional Growth Corporation invite small to medium-sized companies from the seven-county metropolitan Chicago region to apply for this year's Export Pitch competition. If your company is just starting to export or is already doing some exporting, you should consider joining the competition to win one of three grand prizes. The Export Pitch competition will be held from 2:00 – 6:30 p.m. October 29 at Jenner & Block, 353 North Clark Street, Chicago. For an application, please see: [http://www.metrochicagoexports.com/pitch\\_competitions-2-4/?mc\\_cid=e1de61a059&mc\\_eid=3557b77165](http://www.metrochicagoexports.com/pitch_competitions-2-4/?mc_cid=e1de61a059&mc_eid=3557b77165).

**WTO Downgrades Outlook for Global Trade as Risks Accumulate:** Escalating trade tensions and tighter credit conditions in important markets will slow trade growth for the rest of this year and in 2019, WTO economists expect. Trade will continue to expand but at a more moderate pace than previously forecast. The WTO anticipates growth in merchandise trade volume of 3.9% in 2018, with trade expansion slowing further to 3.7% in 2019. The new forecast for 2018 is below the WTO's April estimate of 4.4% but falls within the 3.1% to 5.5% growth range indicated at that time. Trade growth in 2018 is now most likely to fall within a range from 3.4% to 4.4%. For the complete report, please see: [https://www.wto.org/english/news\\_e/pres18\\_e/pr822\\_e.htm](https://www.wto.org/english/news_e/pres18_e/pr822_e.htm).

**Section 301 Remedy HTSUS Reference Guide:** U.S. Customs & Border Protection has just released this guide for the June 20, 2018 list, effective July 6, 2018. The list comprises 818 eight-digit HTSUS subheadings, and can be found here: <https://www.cbp.gov/trade/programs-administration/entry-summary/section-301-trade-remedies/htsus-reference-guide>.

**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>.

**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](http://www.thewrongapproach.com).

**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.

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- 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 ***THE VIEW FROM WASHINGTON.*** Luncheon program sponsored by the International Air Cargo Association of Chicago. Presentation by **Brandon Fried**, Executive Director, Airforwarders Association. 11:15 a.m. – 2:00 p.m., City of Chicago Department of Aviation, 10510 West Zemke Road, Chicago. IACAC Members - \$35; Non-members - \$45. For information & registration, please see: <https://www.iacac.com/events/2018-october-luncheon/>.
- 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. 9 ***FACC MONTHLY LUNCHEON.*** Program sponsored by the French-American Chamber of Commerce Chicago. Presentation by **Diego Menezes**, Managing Director, Forizons Consulting. 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=a07eewmisoxa5a5806f&oseq=&c=&ch=>.
- Oct. 9 ***CBP CUSTOMS BOND SUFFICIENCY AND INCREASED TARIFFS.*** Webinar sponsored by the National Customs Brokers and Forwarders Association of America. Experts from CBP's Revenue Division will provide useful tips on how to help your importer clients obtain the proper bond amount. 12:00 – 1:00 p.m. CDT. Fee: \$25. For information & registration, please see: [http://www.ncbfaa.org/Scripts/4Disapi.dll/4DCGI/events/825.html?Action=Conference\\_Detail&ConfID\\_W=825&menukey=events](http://www.ncbfaa.org/Scripts/4Disapi.dll/4DCGI/events/825.html?Action=Conference_Detail&ConfID_W=825&menukey=events).
- Oct. 9 ***IERG NETWORKING MIXER.*** Event, sponsored by the International Executive Resources Group – executives who have held significant leadership roles outside of their home countries – provides an opportunity to network with others from a wide variety of professional backgrounds who share an interest in global business opportunities. Presentation by **Bill Stranberg**, Principal, Stranberg Resource Group. 5:30 – 8:00 p.m., Ranalli's, 1925 North Lincoln Avenue, Chicago. No charge; cash bar. For information & registration, please see: [https://www.evite.com/event/0126B4TXHZTL4MIRCEPIYHCQ6PM3ME/rsvp?utm\\_campaign=send\\_sharable\\_link&utm\\_medium=sharable\\_invite&utm\\_source=NA](https://www.evite.com/event/0126B4TXHZTL4MIRCEPIYHCQ6PM3ME/rsvp?utm_campaign=send_sharable_link&utm_medium=sharable_invite&utm_source=NA).
- Oct. 9 ***CHINA'S EMERGENCE AS A DIGITAL PIONEER.*** Meetup sponsored by the Chicago China Club. Presentation by John Hackett, Sales Director, Export Now, who will examine China's dynamic digital landscape: the major players, recent advancements, and to what degree Chinese digital culture has impacted the West. 6:00 – 9:00 p.m., Sedgwick Stop, 1612 North Sedgwick Street, Chicago. No charge; no RSVP required. For information, please see: <https://www.meetup.com/CCClub/>.

- 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 **HEALTHCARE: UPDATE ON MEDICAL INDUSTRY OPPORTUNITIES.** Webinar sponsored by Global Chamber. Speakers include: **Ricardo Vanella**, International Team Member, Meditar (Argentina); **Tatyana Kanzaveli**, Founder/CEO, Open Health Network (Bay Area); **Alejandro Infante**, Founder, Procursum Medical (Miami area); **Mirosław Manicki**, Health Financial Consultant (Poland); Dr. **Krishna Karthik Bhogavalli**, International Health Consultant (Austria). 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-healthcare-global-updates-on-the-medical-industry>.
- 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 **CHINA'S ECONOMY AND CHINA'S CONSUMERS: THE LONG-TERM OUTLOOK.** Program sponsored by The Chicago Council on Global Affairs. Presentations by: **Angela Lee**, Mechtchild Esser Nemmers Professor of Marketing, Kellogg School of Management, Northwestern University; **Paul Schickler**, Former President, DuPont Pioneer; **Vivian Lin Thurston**, Partner and Global Research Analyst, William Blair. 1:45 – 3:00 p.m., CCGA Conference Center, 130 East Randolph Street, Chicago. CCGA Members - \$10; Non-members - \$20. For information & registration, please see: <https://www.thechicagocouncil.org/event/chinas-economy-and-chinas-consumers-long-term-outlook>.
- 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. 10 **JAPANESE INNOVATION: DEVELOPMENTS IN MANUFACTURING TECHNOLOGY AND THE JAPANESE MANUFACTURING INNOVATION EXPERIENCE IN THE U.S.** Program hosted by the Center for Professional Exchange (CEPEX) and supported by the Consulate-General of Japan in Chicago. Presentations by **Yukio Tada**, Chairman, Sunrock Institute, Fellow, Hokkaido University, Nitobe College; and **Yoshihiro Sasaki**, President & CEO, Funai Service Corp. 4:00 – 5:30 p.m. (Reception follows), Consulate-General of Japan in Chicago, Japan Information Center, 737 North Michigan Avenue, Suite 1000, Chicago. No Charge; advance registration required. For information & registration, please e-mail: [craven.jacquelyn@cepex.org](mailto:craven.jacquelyn@cepex.org), or call 202/429-0282.



- Oct. 11 ***SPOOKY STUFF: TARIFFS, QUOTAS (AND THINGS THAT GO “TRUMP” IN THE NIGHT)***. Seminar, sponsored by the Midwest Global Trade Association, will provide an overview of the battlefield, and discuss how to work some of the weapons being developed for this combat: Presentations by **John Peterson**, Partner, and **Maria Celis**, Partner, Neville Peterson LLP. 7:30 a.m. – 12:00 p.m., Smiths Medical, 6000 Nathan Lane North, Plymouth, MN. For information & registration, please see: <https://www.mgta.org/events/EventDetails.aspx?id=1147443&group=>.
- Oct. 11 ***THE GROWING TRADE AND INVESTMENT RELATIONSHIP BETWEEN MEXICO AND CHINA.*** Program sponsored by the U.S.-Mexico Chamber of Commerce, Mid-America Chapter, and Wells Fargo. Agenda includes presentations on: the historical relationship between the two countries; the tax and trade considerations for Chinese investment in Mexico; and Chinese investment projects already taking place in North America. **Speakers include: the Business and Political Consuls of the People’s Republic of China; DePaul University; Plante Moran; Schude Trade Law; Wells Fargo; ProMexico; and US-Mexico Partners.** 8:00 – 11:30 a.m., Wells Fargo, 10 South Wacker Drive, Chicago. USMCOC Members – \$40; Non-members - \$60. For information & registration, please see <https://www.usmcocma.org/events> or contact Ralph Biedermann, Executive Director, at: [ralph.b@usmcoc.org](mailto:ralph.b@usmcoc.org).
- Oct. 11 ***NAFTA: HOW THE NORTH AMERICAN FREE TRADE AGREEMENT BENEFITS SMALL BUSINESSES.*** Breakfast workshop sponsored by the Illinois SBDC International Trade Center at the Industrial Council of Nearwest Chicago and the Illinois Office of Trade & Investment. Presentation by **Lisa Victoria Waller**, Vice President, BDG International, who will help you analyze and streamline the import/export process for Canada and Mexico. 9:00 a.m. – 12:00 p.m., ICNC, 320 North Damen Avenue, Chicago. No charge; advance registration required. For information & registration, please see: [http://events.r20.constantcontact.com/register/event?llr=ei5vsbcab&oeidk=a07efkxoe8522befe8&condition=SO\\_OVERRIDE](http://events.r20.constantcontact.com/register/event?llr=ei5vsbcab&oeidk=a07efkxoe8522befe8&condition=SO_OVERRIDE).
- Oct. 11 ***LOCAL SUCCESS STORY – OXBOW ANIMAL HEALTH (OXBOW’S STORY PLUS FACILITY TOUR).*** Program, facility tour and luncheon sponsored by the Midwest International Trade Association. 9:30 a.m. – 12:30 p.m., Oxbow Animal Health, 11902 South 150th Street, Omaha, NE. MITA Members - \$35; Non-members - \$75. For information & registration, please see: <http://mitaonline.org/wp-content/uploads/2018/09/18.1011-Oxbow-Tour.pdf>.
- Oct. 11 ***GO GLOBAL: DOING BUSINESS IN CHINA.*** Webinar sponsored by the Illinois SBDC International Trade Center at the Center for Entrepreneurship, College of DuPage. Presentation by **Kimberly Kirkendall**, CPA, International Resource Development, Inc. 12:00 – 1:00 p.m. CDT. No charge; advance registration required. For information & registration, please see: <https://ilsbdc.ecenterdirect.com/events/30398>.
- Oct. 14 - 16 ***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](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 **WORKING EFFECTIVELY WITH JAPANESE.** Seminar, sponsored by Japan Intercultural Consulting, is for Americans who work with Japanese to get their questions answered by an expert who is highly skilled in explaining the intricacies of Japanese business and society; proper Japanese etiquette for meals and social activities will also be explained. 9:00 a.m. – 4:30 p.m., Courtyard Chicago Arlington Heights/South – Marriott, 100 West Algonquin Road, Arlington Heights, IL. Fee: \$295. For information & registration, please see: <https://japanintercultural.com/en/events/default.aspx?eventid=2440>.
- 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. 16 **HOW TO GET YOUR PRODUCT EXCLUDED FROM THE SECTION 232 TARIFFS ON STEEL AND ALUMINUM.** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will discuss which products and countries are covered by the tariffs as well as the procedures and timeline for requesting an exclusion. 1:00 – 1:30 p.m. CDT. Fee: \$50. For information & registration, please see: <https://www.strtrade.com/events-Exclusion-232-webinar-Steel-Aluminum-101618.html>.
- Oct. 17 **TRADE IN THE TRENCHES.** Breakfast Roundtable sponsored by the **International Trade Association of Greater Chicago.** Please join us for an informal discussion of trade issues and remedies. 7:00 – 9:00 a.m., Comfort Inn O'Hare/Des Plaines, 2175 East Touhy Avenue, Des Plaines, IL. ITA/GC Members - \$20; Non-members - \$30. For information & registration, please see: [http://calendar.itagc.org/docs/ITAGC\\_Calendar\\_10527.pdf](http://calendar.itagc.org/docs/ITAGC_Calendar_10527.pdf), or e-mail: [rsvp@itagc.org](mailto:rsvp@itagc.org).
- 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 **FRAUD AROUND THE WORLD.** Webinar sponsored by Global Chamber. Speakers include **Bill Papazian**, CEO & Founder, Lightstone Solutions, and **Jovan Israel**, Regional Director, Creditsafe. 19:00 – 11:00 a.m. CDT. GC Members – No charge; Non-members - \$30. For information & registration, please see: <https://members.globalchamber.org/events/globinar-on-fraud-around-the-world>.
- 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. 17 ***TAKE CONTROL OF YOUR FREIGHT AT THE MEXICO BORDER AND BEYOND.*** Webinar, sponsored by American Shipper and Schneider, will focus on specific shipper-of-choice characteristics that shippers can work to achieve between their U.S. and Mexico counterparts, as well as what to look for in a cross-border carrier. 1:00 p.m. CDT. No charge; advance registration required. For information & registration, please see: [https://www.americanshipper.com/main/checkemailnxpo.aspx?fdid=9159510a-a892-4e3e-80d0-567b30db7f24&source=mc&utm\\_source=American+Shipper&utm\\_campaign=f16eead014-EMAIL\\_CAMPAIGN\\_2018\\_04\\_16\\_COPY\\_01&utm\\_medium=email&utm\\_term=0\\_e234e13f4d-f16eead014-89947141](https://www.americanshipper.com/main/checkemailnxpo.aspx?fdid=9159510a-a892-4e3e-80d0-567b30db7f24&source=mc&utm_source=American+Shipper&utm_campaign=f16eead014-EMAIL_CAMPAIGN_2018_04_16_COPY_01&utm_medium=email&utm_term=0_e234e13f4d-f16eead014-89947141).
- Oct. 17 ***HAITI HOPE FOR APPAREL & BAGS.*** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will discuss how you can use the Haiti HOPE duty-free apparel preference program to mitigate 301 duties. 1:00 – 2:00 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/events-Haiti-HOPE-for-Apparel-Bags-101718.html>.
- Oct. 17 ***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=a07efocqli50dbc084&oseq=&c=&ch=>.
- Oct. 18 ***CROSS-CULTURAL TRAINING: INTRODUCTION TO THE GREATER CHINA REGION.*** Training session sponsored by the Racine County Economic Development Corporation and presented by the U.S.-China Chamber of Commerce. Topics include: *Overview of Greater China: History and Economics; Cultural Dos and Don’ts; Introduction to Chinese Language; Business Practices in China: Building and Managing Relationships, Understanding Similarities and Differences within Communities in the Greater China Region.* 8:00 a.m. – 12:00 p.m., SC Johnson iMET Center, 2320 Renaissance Boulevard, Sturtevant, WI. RCEDC Investors - \$35; Non-investors - \$50. For information & registration, please see: <http://events.r20.constantcontact.com/register/event?llr=eddonycab&oeidk=a07efq3qegza7212995>.
- Oct. 18 ***UPCOMING INFRASTRUCTURE PROJECTS IN MEXICO.*** Webinar, sponsored by the U.S. Commercial Service, will forecast Mexico’s new administration’s infrastructure priorities before 2022, including: rail (passenger and cargo); public transportation (highways and roads); airports; ports; oil & gas; among other sectors. 1:00 – 2:45 p.m. CDT. Fee: \$40. For information & registration, please see: [https://2016.export.gov/eac/show\\_detail\\_trade\\_events.asp?EventID=38858&InputType=EVENT](https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=38858&InputType=EVENT).
- Oct. 18 ***CUSTOMS VALUATION 101.*** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., provides the basic concepts and terminology of customs valuation to aid importers and brokers in meeting their reasonable care obligations and also provides information useful to buyers and finance staff in understanding how customs valuation can impact a company’s bottom line. 1:00 – 2:00 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/events-Customs-Valuation-101-Webinar-101818.html>.
- Oct. 18 ***A CANADIAN ENTREPRENEUR LINKING DRUGS, DOCS & PATIENTS.*** Program sponsored by the Canada-U.S. Business Council. Presentation by **Gule Sheikh**, Co-founder, eazyScripts, who will share how she is managing the growing pains of a fast-moving healthcare company, overcoming challenges faced by women in startups, and offer a Canadian’s perspective on healthcare in the United States. 5:00 – 7:00 p.m., Paddy O’Fegans, 204 North Halsted Street, Chicago. CUSBC Members - \$15; Non-members - \$20. For information & registration, please see: <https://www.cusbc.org/events.html>.

- 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=a07efhfgq2i37e9e934&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. 19 **TOUR OF PORT OF MILWAUKEE.** Sponsored by the Central Asian Productivity Research Center, the purpose is to study the usage and economic impact of the port. Presentations by **Peter Hirthe**, Senior Trade Development Representative, FTZ, and **Khay Khong**, Wisconsin Economic Development Corporation. 10:30 a.m., Port of Milwaukee, Milwaukee, WI. Fee: \$35. For information & registration, please e-mail: [lepinske@sbcglobal.net](mailto:lepinske@sbcglobal.net).
- Oct. 23 **TRADE & TARIFFS: IMPROVE YOUR COMPETITIVE ADVANTAGE.** Luncheon program sponsored by Grand Forks Economic Development. Learn how you can use a Foreign Trade Zone to help reduce logistics costs and add to your company's bottom line. 11:30 a.m., Alerus Center, Grand Forks, ND. No charge; advance registration required. For information & registration, please see: [https://grandforks.org/wp-content/uploads/2018/10/FTZ-Luncheon-Flyer\\_2018.pdf](https://grandforks.org/wp-content/uploads/2018/10/FTZ-Luncheon-Flyer_2018.pdf).
- 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](http://calendar.itagc.org/docs/ITAGC_Calendar_10411.pdf); or e-mail: [rsvp@itagc.org](mailto: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](https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=38842&InputType=EVENT).
- Oct. 23 ***IMPORT AND EXPORT WITH LATIN AMERICA: ARGENTINA, BRAZIL AND VENEZUELA.*** Webinar, sponsored by ComplianceOnline, will detail: the U.S. requirements to export and import procedures to Latin America; discuss commercial and customs document requirements, tariffs and applicable duties, countervailing and antidumping duties; and highlight the difference between automatic and non-automatic import licenses. 12:00 – 3:00 p.m. CDT. Fee: \$299. For information & registration, please see: <https://www.complianceonline.com/import-and-export-with-latin-america-argentina-brazil-and-venezuela-nafta-tpp-webinar-training-704646-prdw>.
- Oct. 23 ***FAST AND FREE INTERNATIONAL DUE DILIGENCE.*** Webinar sponsored by the Illinois SBDC International Trade Center at the College of DuPage. Presentation by **Louise M. Kern**, Managing Director, GloBIS, Global Business Information Services, Inc. 12:00 – 1:00 p.m. CDT. No charge; advance registration required. For information & registration, please see: <https://ilsbdc.ecenterdirect.com/events/30358>.
- Oct. 23 ***TRADE WARS, EPISODE VIII [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-102318.html>.
- Oct. 23 ***THE NORDIC SUCCESS STORY: WHAT'S THE SECRET BEHIND THE HIGH GLOBAL RANKING?*** Program sponsored by the Swedish-American Chamber of Commerce Chicago with the: Consulate General of Sweden; Danish American Chamber of Commerce Midwest; Finnish American Chamber of Commerce Midwest; and others. Presentations by **Linda Åkeson McGurk**, Swedish American journalist, blogger and author, and **Charles Peterson**, Academic Dean, North Park University. 6:30 – 8:30 p.m., North Park University, Johnson Center, Room 314, 3225 West Foster Avenue, Chicago. Members of sponsoring organizations - \$20; Non-members - \$30. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07efooki7y49327228&oseq=&c=&ch=>.
- 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](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](http://www.globalmidwestalliance.org/EVENT_2018_10_24_The_Resource_Challenge_How_to_Scale_for_Growth.html).
- Oct. 24 ***AGOA FOR APPAREL, HATS & BAGS.*** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will discuss how you can use the African Growth & Opportunity Act (AGOA) duty-free preference program to mitigate 301 duties. 1:00 – 2:00 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/events-AGOA-Apparel-Hats-Bags-102418.html>.
- Oct. 25 ***OPPORTUNITIES IN THE FILM INDUSTRY IN MAURITIUS.*** Direct Line webinar sponsored by the Bureau of Economic & Business Affairs, U.S. Department of State. **David Reimer**, U.S. Ambassador to Mauritius, will discuss the film rebate scheme that has attracted more than 100 film projects and other investment opportunities in this emerging sector. 8:00 a.m. CDT. NO charge; advance registration required. For information & registration, please see: <https://www.state.gov/e/eb/directline/events/286367.htm>.
- Oct. 25 ***INVEST JAPAN.*** Seminar sponsored by JETRO Chicago. **Richardson RFPD** and **Invenergy** will share their stories on how they successfully entered the Japanese market and have grown their business presence. 9:00 – 11:00 a.m., TechNexus, 20 North Wacker Drive, Suite 1200 Chicago. NO charge; advance registration appreciated. For information & registration, please e-mail: [Madeline\\_Anderson@jetro.go.jp](mailto:Madeline_Anderson@jetro.go.jp).
- 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](https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=38808&InputType=EVENT).
- Oct. 25 ***WHAT IMPORTERS NEED TO KNOW ABOUT CHINA CUSTOMS REFORMS.*** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will examine the ongoing reforms at China Customs that aim to optimize trade flows and support trade policy pronouncements by the State Council. 1:00 – 2:00 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/events-What-Importers-Need-to-Know-About-China-Customs-Reforms-102518.html>.
- 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 - 30 ***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](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. 29 **UNDERSTANDING BRAZIL'S BIODIVERSITY LAW.** Webinar, sponsored by the U.S. Commercial Service, will feature a presentation by Rafael de Sá Marques, President of the Genetic Heritage Management Council at Brazil's Ministry of Environment with other Brazilian government staff and Brazilian companies. 12:30 – 1:30 p.m. CDT. No charge; advance registration required. For information & registration, please see: [https://2016.export.gov/eac/show\\_detail\\_trade\\_events.asp?EventID=38907&InputType=EVENT](https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=38907&InputType=EVENT).
- Oct. 29 **US VS. THEM: THE FAILURE OF GLOBALISM.** Program sponsored by The Chicago Council on Global Affairs. Presentation by **Ian Bremmer**, Author; President and Founder, Eurasia Group and GZERO Media. 5:15 – 6:30 p.m., CCGA Conference Center, 130 East Randolph Street, Chicago. CCGA Members - \$10; Non-members - \$20. For information & registration, please see: <https://www.thechicagocouncil.org/event/us-vs-them-failure-globalism>.
- 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>.
- Oct. 30 **EXPORT & INVESTMENT OPPORTUNITIES IN GEORGIA.** Webinar sponsored by Global Chamber. Presentation by His Excellency **David Bakradze**, Ambassador of Georgia to the U.S. 11:00 a.m. – 12:00 p.m. CDT. GC Members – No charge; Non-members - \$30. For information & registration, please see: <https://members.globalchamber.org/events/david-bakradze-ambassador-of-georgia-to-the-united-states>.
- Oct. 30 **CBP ORGANIZATION AND OPERATIONS.** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., reviews CBP's basic operations as well as its organizational structure and various components. 1:00 – 2:00 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/events-CBP-Organization-Operations-103018.html>.
- Oct. 31 **THE TRUMP ECONOMY: TAKING STOCK.** Luncheon program sponsored by The Chicago Council on Global Affairs. Presentation by **Glenn Hubbard**, Dean and Russell L. Carson Professor of Finance and Economics, Columbia Business School. 11:45 a.m. – 1:15 p.m., CCGA Conference Center, 130 East Randolph Street, Chicago. CCGA Members - \$60; Non-members - \$75. For information & registration, please see: <https://www.thechicagocouncil.org/event/trump-economy-taking-stock>.
- Oct. 31 **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>.
- Nov. 1 **NAFTA RULES OF ORIGIN AND DOCUMENTATION (WITH UPDATES ON RENEGOTIATIONS).** Webinar, sponsored by ComplianceOnline, will help you understand how to meet the rules that are required to qualify imports/exports between the three NAFTA countries, and discuss the status and topics of concern on renegotiations of NAFTA. 12:00 – 1:30 p.m. CDT. Fee: \$149. For information & registration, please see: <https://www.complianceonline.com/nafta-rules-of-origin-and-documentation-with-updates-on-renegotiations-webinar-training-705498-prdw>.

- Nov. 6 **EXPORT COMPLIANCE 201.** Program presented by Allocca Enterprises in cooperation with the U.S. Commercial Service and the Nebraska District Export Council. Topics include: *Understanding the six ways to Export/Import Duty Free; Determining the Country of Origin vs. Marking the Origin; Exporting Samples, Warranties, Repairs & Replacements; Proper Customs Valuation as well as Transfer Pricing with Related Parties; Three Drop Shipment Scenarios with Proper Customs Values & Documents; Learning more about the Foreign Corrupt Practices Act; Successor Liability; Best Practices.* 8:30 a.m. – 4:30 p.m., First National Bank of Omaha, First National Bank Tower, 16th & Dodge Street, Omaha, NE. Fee: \$225 (by October 22; \$275 thereafter). For information & registration, please see: [http://www.alloccaenterprises.com/calendar/pdf/Export\\_Compliance\\_201\\_Invitation.pdf](http://www.alloccaenterprises.com/calendar/pdf/Export_Compliance_201_Invitation.pdf).
- Nov. 7 **TOOLS TO AVOID LETTER OF CREDIT PROBLEMS FOR EXPORTERS.** Workshop sponsored by the Midwest Global Trade Association with the National Association of Credit Management North Central. Presentation by **Cathy Petersen**, Consultant and Instructor, CJ Petersen & Associates LLC, who will provide the fundamentals of letters of credit and hands on experience throughout the workshop. 7:30 a.m. – 12:00 p.m., Polaris, 9955 59th Avenue North, Plymouth, MN. Members of sponsoring organizations - \$50; Non-members - \$75. For information & registration, please see: <https://www.mgta.org/events/EventDetails.aspx?id=1149903&group=>.
- 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. 9 **LITHUANIA AND CENTRAL ASIA: HISTORIC TRADING PARTNERS.** Seminar sponsored by the Central Asian Productivity Research Center. Presentations by: Professor **Harry Lepinske**, Chairman, CAPRC; **Alexander Rimas Domanskis**, Attorney, Boodell and Domanskis; **Saulius Pumputis**, Consul for Economic Affairs, Lithuanian Consulate General of Chicago; **Andrew Johansson**, U.S.-Latvian Chamber of Commerce. 10:30 a.m., Balzekas Museum of Lithuanian Culture, 6500 South Pulaski Road, Chicago. No charge; advance registration required. For information & registration, please e-mail: [lepinske@sbcglobal.net](mailto:lepinske@sbcglobal.net).
- 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 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 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 - **MAKING DECISIONS IN THE NEW U.S.-CHINA TRADE ORDER.** Nineteenth Annual U.S.-China Trade Conference sponsored by the U.S.-China Chamber of Commerce with: Fragomen, Del Rey, Bernsen & Loewy, LLP; Underwriters Laboratories LLC; Plante Moran, PLLC; Wanxiang America Corporation; Rock Trade Law, LLC; and others. Co-Organizers include the **International Trade Association of Greater Chicago** and Precision Metal Forming Association. Topics include: *U.S. Manufacturing Offshoring in China; Why and How Are Our Business Impacted by the U.S.-China Trade Dispute; Immigration Policy: How to Attract Talent and Capital; Lessons Learned: How Do We Stay Competitive in the Everchanging Global Economic Environment; Tariffs under the Current Administration: Mitigation Strategies and Solutions; Chinese Companies in the U.S.: Rapid Change and the Impacts; The Power of Social Networking in Doing Business in China; Access the Global Capital Market: FinTech, Blockchain and Beyond; Technology Transfer: How Can You Protect Your Investments in U.S.-China Trade.* 8:00 a.m. – 6:00 p.m., Union League Club of Chicago, 65 West Jackson Boulevard, Chicago. USCC Members & Sponsors - \$445; Members of Co-Organizers - \$495; Non-members - \$545. For information & registration, please see: <https://www.usccc.org/>.
- Nov. 13 **TARIFF CLASSIFICATION.** Seminar sponsored by the Global Training 445Center. 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. 14 **INDIA: SELL TO THE WORLD'S FASTEST GROWING MARKET AND MIDDLE CLASS.** Webinar, sponsored by the U.S. Commercial Service, will feature speakers from the U.S. Embassy in New Delhi who will cover best industry prospects and strategies to succeed in this dynamic and diverse country. 11:00 a.m. CST. No charge; advance registration required. For information & registration, please see: [https://2016.export.gov/eac/show\\_detail\\_trade\\_events.asp?EventID=38862&InputType=EVENT](https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=38862&InputType=EVENT).
- Nov. 14 **AN EXPORT COMMODITY CLASSIFICATION NUMBER – ECCN.** Webinar, sponsored by the Foreign Trade Association, will take you through the rules of determining an ECCN classification, interpreting the information that goes with it, and provide examples of ECCN classification and using it to determine license or license exception eligibility. 1:00 – 2:00 p.m. CST. Fee: \$25. For information & registration, please see: <https://foreigntradeassociation.com/event-2986125>.
- 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. 15 **CAFTA-DR FOR TEXTILES, APPAREL, BAGS, HATS, FOOTWEAR.** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will discuss how you can use the CAFTA-DR duty-free program to mitigate 301 duties. 1:00 – 2:00 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/events-CAFTA-DR-Webinar-111518.html>.
- 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](https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=38843&InputType=EVENT).

- Nov. 21 **TITLE 19 CFR 171 – U.S CUSTOMS PRIOR DISCLOSURE: MITIGATE RISKS AND AVOID PENALTIES.** Webinar, sponsored by ComplianceOnline, will objectively: evaluate customs errors and mistakes; define the pros and cons of disclosing to customs; demonstrate the consequences of disclosure or non-disclosure and remedial measures. 12:00 – 1:30 p.m. CST. Fee: \$149. For information & registration, please see: <https://www.complianceonline.com/title-19-cfr-171-us-customs-prior-disclosure-mitigate-risks-and-avoid-penalties-webinar-training-704691-prdw>.
- 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](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](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 - 7 **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](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. 4 **SELECTUSA AUSTRALIA HIGH TECH.** Webinar, sponsored by the U.S. Commercial Service, is designed to help Australian tech firms and startups learn best practices, procedures, and golden rules to help them open offices, hire American employees and establish a presence in the United States. 11:00 a.m. CST. No charge; advance registration required. For information & registration, please see: [https://2016.export.gov/eac/show\\_detail\\_trade\\_events.asp?EventID=38865&InputType=EVENT](https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=38865&InputType=EVENT).
- 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](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](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](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](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](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/>.
- Apr. 6 - **HEALTHCARE TECHNOLOGIES AND SERVICES TRADE MISSION TO SAUDI ARABIA, KUWAIT, AND QATAR.** Organized by the U.S. Department of Commerce, International Trade Administration, the purpose of the mission is to introduce U.S. firms to the rapidly expanding healthcare sectors in these three countries and to assist U.S. companies in pursuing opportunities in this sector. Target sectors include: Home healthcare and rehabilitation; Medical devices; Trauma care and training; Emergency services, training and equipment; Hospital operation and management; Healthcare training and staffing services; Healthcare education; Health information technology. The mission will help participating U.S. firms and associations/organizations gain market insights, make industry and government contacts, solidify business strategies and advance specific projects with the goal of increasing U.S. healthcare exports. For information & an application, please see: [https://2016.export.gov/eac/show\\_detail\\_trade\\_events.asp?EventID=38840&InputType=EVENT](https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=38840&InputType=EVENT).
- June 10 - **GLOBAL SUPPLY CHAIN MANAGEMENT: BEST PRACTICES IN IMPORT AND EXPORT OPERATIONS.** Course, sponsored by the American Management Association, will provide a comprehensive and contemporary foundation in: regulations; procedures; global security; documentation; dealing with customs and other government agencies; trade compliance; HTS classifications; managing freight; and much more. 9:00 a.m. – 5:00 p.m., Summit Executive Centre, 205 North Michigan Avenue, 9th Floor, Chicago. AMA Members - \$1,995; Non-members - \$2,195. For information & registration, please see: <https://www.amanet.org/training/seminars/global-supply-chain-management-best-practices-in-import-and-export-operations.aspx>.

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## About the ITA/GC

Founded in December 1977, **The International Trade Association of Greater Chicago (ITA/GC)** was incorporated in January 1979 as an Illinois not-for-profit, voluntary business association dedicated to promoting international commerce in all its forms by providing a forum for the exchange of practical information and insight within the international business community. The ITA/GC's focus is on practicality: on building knowledge and enabling relationships that help people do international business. While our scope of interest is diverse – all aspects of trading and commercial activity across all geographies and all industries – our work is simple: **to help others gain understanding that is personal, current and actionable.**

Annual membership dues are: Individual - \$150; Consular/Diplomatic - \$75 (up to 3 members); Academic/Faculty - \$200 (up to 8 designated faculty members); Student from a participating academic institution - \$25; Regular student - \$50; Associate/Non-resident (more than 150 miles from O'Hare International Airport) - \$50; Retired/Job Transition - \$50; Corporate (up to 8 designated members) - \$300. For a Membership Application, please call 773/725-1106; e-mail: [info@itagc.org](mailto:info@itagc.org); or visit: [www.itagc.org](http://www.itagc.org).