



The
**International
Trade Association**
of Greater Chicago

ILLINOIS INTERNATIONAL BUSINESS CALENDAR

October 29, 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

- Nov. 2 ***OPPORTUNITY: AFRICA***. Executive Roundtable breakfast sponsored by the **International Trade Association of Greater Chicago**. Presentation by **Grant Harris**, CEO, Harris Africa Partners LLC; formerly, Special Assistant to the President and Senior Director for African Affairs, The White House, 2011-2015. 7:30 – 9:30 a.m., Carlucci Rosemont, 6111 North River Road, Rosemont, IL. ITA/GC Members - \$25; Non-members - \$40. For information & registration, please see: http://calendar.itagc.org/docs/ITAGC_Calendar_10613.pdf; or e-mail: 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/>.

- Dec. 3 **HOLIDAY NETWORKING RECEPTION.** Fifteenth annual event sponsored by the: **International Trade Association of Greater Chicago** with: United Airlines; Hong Kong Trade Development Council; **MB Financial Bank**; SelectChicago; Avalon Risk Management; The Anderson Law Firm, LLC; ATA Carnets by Roanoke Trade; Barnes, Richardson & Colburn; Ennes International; First American Bank; IDEAL Agriculture & Marine Insurance; **UPS**; HSBC Bank, and with the support of the Canada-U.S. Business Council Chicago, Central Asian Productivity Research Center, Chicago International Trade Commissioners' Association, and the U.S.-Mexico Chamber of Commerce, Mid-America Chapter. Network with peers, colleagues and international trade commissioners from Chicago's international business community. Buffet dinner, live music, magic, and a Silent Auction for Premier 1K Status on United Airlines, and more. **Please bring an unwrapped toy for donation to Toys for Tots.** 6:00 – 8:30 p.m., Carlucci Rosemont, 6111 North River Road, Rosemont, IL. Members of sponsoring organizations & their guests - \$35; Non-members - \$50. Join the ITA/GC this evening and receive a \$25 credit on your membership dues. **Sponsorship opportunities are available**; please e-mail: rpaullin@itagc.org, or call 773/725-1106. For information & registration, please see: http://calendar.itagc.org/docs/ITAGC_Calendar_10578.pdf.
- Dec. 5 **THE LATEST IP ISSUES RELATING TO INTERNATIONAL TRADE.** Special luncheon program sponsored by the **International Trade Association of Greater Chicago**. Presentations by five IP attachés and one IP specialist assigned to U.S. missions abroad to work on IP matters in the **EU, China, Latin America, South East Asia, the Middle East, and North Africa**, as well as **Dominic Keating**, Director of USPTO's IP attaché program. The attachés will provide insight on a wide range of IP topics relating to international trade, including the current international trade agreement and negotiation landscape, trade reports (e.g., Special 301 report, Notorious Markets report, and Investment Climate statement), and the IP enforcement environment in various countries (e.g., border and anti-counterfeiting efforts). 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_10577.pdf.
- Feb. 20 **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:

USMCA State Fact Sheets: The Office of the U.S. Trade Representative has released state-by-state fact sheets on the effects of USMCA. They are here: <https://ustr.gov/about-us/policy-offices/press-office/fact-sheets/2018/october/usmca-state-fact-sheets>.

EU, U.S. Officials Consider Approaches, Objectives for Trade Negotiating Outcomes: Three months after U.S. and EU leaders agreed to launch an "Executive Working Group" to tackle a series of trade issues, questions over how future talks will proceed and what those efforts will cover substantively remain, with trade officials offering differing public assessments in recent weeks, reports the International Centre for Trade and Sustainable Development. Read more: <https://www.ictsd.org/bridges-news/bridges/news/eu-us-officials-consider-approaches-objectives-for-trade-negotiating>.

Outlook for Latin America and the Caribbean: An Uneven Recovery: According to the International Monetary Fund's *Regional Economic Outlook* report issued October 18, economic recovery in Latin America and the Caribbean (LAC) has both moderated and become more uneven, amid escalating trade tensions, tighter financial conditions, and volatile commodity markets. The recovery has slowed in some of the region's largest economies (Brazil and Mexico), even coming to a halt in the case of Argentina, as the impact of external headwinds has been amplified by country-specific vulnerabilities. For the complete report, please see: <https://www.imf.org/en/Publications/REO/WH/Issues/2018/10/11/wreo1018>.

Oakton Community College Recruiting Instructors for Global Business Studies Program: Oakton is looking for Business/Global Business Studies faculty for the Spring 2019 semester to teach *Introduction to Global Business* and *Import/Export Basics*. For the Job Descriptions and Application, please see: <https://oakton.interviewexchange.com/jobofferdetails.jsp?JOBID=103232>.

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.

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.

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. 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. 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.
- 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 ***PANAMA CANAL: IMPROVING TRANSIT OF U.S. LNG.*** Webinar, sponsored by the U.S. Commercial Service, will describe the Panama Canal's new transit guidance for LNG vessels and opportunities for increased U.S. LNG shipments. 10:00 a.m. CDT. Fee: \$25. For information & registration, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=38968&InputType=EVENT.
- Oct. 30 ***U.S. CHAMBER OF COMMERCE BUSINESS MISSION TO BAGHDAD: DECEMBER 9-11, 2018.*** Webinar sponsored by the Bureau of Economic & Business Affairs, U.S. Department of State. Hosts include: **John Sullivan** Deputy Secretary of State; **Douglas Silliman**, U.S. Ambassador to Iraq; and **Steve Lutes**, U.S. Chamber's Vice President for the Middle East, who will describe the first business mission for American companies to Baghdad, Iraq since the 2018 parliamentary elections. Delegates will have an opportunity to meet Iraqi leadership and learn about commercial and investment opportunities across a range of sectors. 10:00 a.m. CDT. No charge; advance registration required. For information & registration, please see: <https://www.state.gov/e/eb/directline/events/286831.htm>.
- 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 ***ENFORCING YOUR CONTRACTS IN THE GLOBAL ECONOMY: INTERNATIONAL ARBITRATION AND THE CROSS-BORDER DEAL.*** Live-streaming event sponsored by: the ICC International Court of Arbitration; ICC USA/United States Council for International Business (USCIB); the International Law Section of the State Bar of Michigan; and Miller Canfield. Panelists include: **Roberto Berry**, Assistant General Counsel, FCA US LLC (Fiat Chrysler); **Mary Kate Wagner**, Deputy Counsel, ICC International Court of Arbitration; **Nancy Thevenin**, General Counsel, United States Council for International Business; **Troy Harris**; Harris Arbitration; **Frederick Acomb** (Moderator), International Disputes Group Leader, Miller Canfield. 7:00 – 9:00 a.m., Miller Canfield, 225 West Washington Street, Suite, 2600, Chicago. No charge; advance registration required. For information & registration, please see: <https://www.millercanfield.com/newsevents-events-856.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. 1 ***ADVANCED CLASSIFICATION, PART 2.*** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will provide continuing coverage of 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>.
- Nov. 1 ***THEMED ATTRACTIONS OPPORTUNITIES IN CHINA.*** Webinar, sponsored by the U.S. Commercial Service, will prepare you for pre-qualified meetings with government authorities, real estate developers and potential themed attractions clients in China at the 2018 IAAPA Attractions Expo in Orlando. 7:00 p.m. CDT. No charge; advance registration required. For information & registration, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=38932&InputType=EVENT.
- Nov. 2 ***OPPORTUNITY: AFRICA.*** Executive Roundtable breakfast sponsored by the **International Trade Association of Greater Chicago**. Presentation by **Grant Harris**, CEO, Harris Africa Partners LLC; formerly, Special Assistant to the President and Senior Director for African Affairs, 2011-2015, The White House. 7:30 – 9:30 a.m., Carlucci Rosemont, 6111 North River Road, Rosemont, IL. ITA/GC Members - \$25; Non-members - \$40. For information & registration, please see: http://calendar.itagc.org/docs/ITAGC_Calendar_10613.pdf; or e-mail: rsvp@itagc.org.
- 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.

- Nov. 6 ***HOW TO AVOID THE PITFALLS OF SECTION 232 AND SECTION 301 TARIFF LIABILITY.*** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will discuss ways to deal with the evolving challenges of Section 232 and Section 301 tariff liability as well as the potential benefits and consequences of those methods. 1:00 – 2:00 p.m. CST. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/events-Avoid-Pitfalls-232-301-Tariff-Liability-110618.html>.
- 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. 7 ***ILLINOIS EXPORT TRENDS AND OPPORTUNITIES.*** Luncheon program sponsored by Global Chamber Chicago. Speakers include: **Tamara Nelsen**, Illinois Farm Bureau; **Nicole Batement**, Midwest Inland Port in Decatur; **Jim Langfelder**, Mayor of Springfield; **Lothar Soliwon**, ZG Worldwide and the Central Illinois Technology Triangle. 10:30 a.m. – 4:30 p.m., Sangamo Club, 227 East Adams Street, Springfield, IL. GC Members - \$25; Non-members - \$35. For information & registration, please see: <https://chicago.globalchamber.org/events/illinois-export-trends-ord>.
- Nov. 7 ***MAKE YOUR GLOBAL ONLINE SHOPPERS FEEL AT HOME WHEREVER THEY ARE.*** Webinar sponsored by Women Entrepreneurs Grow Global. Presentation by **Cristina Bandal**, Industry Segment Manager of Retail and Consumer Goods, UPS, who will demonstrate how to: Offer international consumers the same shopping experience on your website that you offer to shoppers in the U.S.; Avoid complicated and costly international shipping that will ultimately improve your conversion rate; Enable new international markets with just a click and reach a world of consumers; Make your online shoppers feel at home anywhere. 11:00 a.m. – 12:00 p.m. CST. NO charge; advance registration required. For information & registration, please see: <https://womenentrepreneursgrowglobal.org/2018/10/15/make-your-global-online-shoppers-feel-at-home-wherever-they-are/>.
- Nov. 7 ***EXPORT COMPLIANCE TOOLKIT: CHECKLISTS AND WORKFLOWS.*** Webinar, sponsored by the Export Compliance Training Institute, will help companies develop tools to use in the day-to-day processing of export orders and shipments, including: flow charts, checklists, classification questionnaires, and recording documents. 12:00 – 1:30 p.m. CST. Fee: \$195. For information & registration, please see: <https://www.learnexportcompliance.com/webinar/export-compliance-toolkit-checklists-and-workflows/>.
- Nov. 7 ***TOP 10 MISTAKES IMPORTERS MAKE (AND HOW TO AVOID THEM).*** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will review the most important, and potentially costly, mistakes importers make and demonstrates ways to either avoid them altogether or mitigate their effects. 1:00 – 2:00 p.m. CST. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/events-Top-10-Mistakes-Importers-Make-110718.html>.
- Nov. 8 - 10 ***CUBA-U.S. AGRICULTURE BUSINESS CONFERENCE.*** Sponsored by the United States Agriculture 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 ***FOREIGN CORRESPONDENT BANKING: AML RISKS, DE-RISKING ISSUES, AND CURRENT TRENDS.*** Webinar, sponsored by ComplianceOnline, will discuss the many issues related to KYC, CDD, risk rating, and the suspicious activity process as these relate to maintaining foreign correspondent relationships. Also addressed, the “de-risking” issue (a bank terminating a foreign correspondent relationship) and other current trends related to foreign correspondent banking. 1:00 – 2:30 p.m. CST. Fee: \$149. For information & registration, please see: <https://www.complianceonline.com/foreign-correspondent-banking-aml-risks-de-risking-issues-kyc-cdd-risk-rating-webinar-training-705167-prdw>.
- Nov. 8 ***THE NEW NAFTA: LEGISLATIVE AND IMPLEMENTATION TIMELINE FOR THE USMCA.*** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will review the many questions and speculation concerning the timeline for Congressional action and implementation. 1:00 – 2:00 p.m. CST. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/events-New-Nafta-Legislative-Timeline-USMCA-110818.html>.
- 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. 8 ***MAXIMIZING INTERNATIONAL ALUMNI RELATIONSHIPS.*** Webinar, sponsored by the U.S. Commercial Service, reviews six value propositions for global alumni relations and encourages participants to prioritize their next steps for engaging an increasingly valuable constituency. 3:00 p.m. CST. Fee: \$25. For information & registration, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=38950&InputType=EVENT.
- Nov. 8 ***HARLEY-DAVIDSON: A GLOBAL PRODUCT COMPLIANCE PERSPECTIVE.*** Program sponsored by the Metropolitan Milwaukee Association of Commerce’s World Trade Association. Reaching over 100 countries worldwide with a diverse portfolio of product offerings (vehicles, apparel, parts, accessories, and licensed products), Harley-Davidson has significant insight into how global market shifts have affected international compliance regulations and best practices to address these changes. 4:30 – 6:30 p.m., Harley-Davidson Inc., 3700 West Juneau Avenue, Milwaukee, WI. WTA Members - \$25; Non-members - \$40. For information & registration, please see: <http://web.mmac.org/events/HarleyDavidson-A-Global-Product-Compliance-Perspective-2013/details>.
- Nov. 8 ***OPPORTUNITIES IN JAPAN’S MEDICAL DEVICE MARKET.*** Webinar sponsored by the U.S. Commercial Service. Presentation by **Robert E. Claar**, President and CEO, Vorpal Technologies K.K., who has 28 years’ experience focusing on Japan's healthcare ecosystem. 6:00 – 7:30 p.m. CST. Fee: \$25. For information & registration, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=38967&InputType=EVENT.
- Nov. 9 ***SPOTLIGHT ON DOING BUSINESS IN MEXICO: WHAT DOES THE CHANGE IN ADMINISTRATION MEAN FOR RISK MANAGEMENT AND BUSINESS STRATEGY?*** Briefing sponsored by Baker McKenzie. Baker McKenzie practitioners will provide corporate business leaders and senior legal stakeholders with strategies and practical guidance on navigating supply chains, protecting investments and continuing to do business in Mexico taking into consideration tax, foreign trade and other legal aspects that may be implemented by the newly elected Executive Branch in the years to come. 8:00 – 11:00 a.m., Baker McKenzie, 300 East Randolph Street, 50th Floor, Chicago. No charge; advance registration required. For information & registration, please see: <https://static1.squarespace.com/static/58eeef27d1758e9c135afa6e/t/5bbfd94b104c7bc0b21f3a88/1539299660159/USMCoCB%26McKSpotlight+on+Doing+Business+in+Mexico+-+November+9+%28%29.pdf>.

- 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 Pumptis**, 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.
- Nov. 10 - ***TRADE MISSION TO THE UNITED ARAB EMIRATES.*** Sponsored by the International Trade Council, the Mission aims to bring participating foreign companies into contact with potential agents, importers, distributors/wholesalers, retailers, joint venture partners, licensees, local businesses, and government agencies in the United Arab Emirates. All attendees will be provided with a series of 1-on-1 appointments with companies and contacts appropriate to their target market. ITC Members - \$900 (by August 1); Non-members - \$1,125 (by August 1; \$1,950 thereafter). For information & registration, please see: <http://www.dubaitrademission.org>.
- Nov. 11 - ***PRIVATE LABEL BUYERS MISSION AT THE 2018 PRIVATE LABEL MANUFACTURERS ASSOCIATION SHOW.*** Sponsored by Food Export Association of the Midwest USA (Food Export-Midwest) and Food Export USA-Northeast (Food Export-Northeast), the Private Label Buyers Mission provides an opportunity to maximize your opportunities at the show where retailers and wholesalers go to source their private label products. You'll meet with pre-qualified buyers from around the world in pre-arranged, one-on-one meetings, generate new sales leads, and build relationships with key industry players. Rosemont, IL. Fee: \$150 (by **September 10**; \$225 thereafter until **October 1** deadline). For information & registration, please see: <https://www.foodexport.org/programs-services/enter-new-markets/buyers-missions/G18PLM>.
- 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. 12 ***NEW OPPORTUNITIES IN THE STATE OF HIDALGO, MEXICO.*** Breakfast program sponsored by the U.S.-Mexico Chamber of Commerce Mid-America Chapter with ProMéxico and the Governor of the State of Hidalgo. The objective of the session is for the State of Hidalgo to present its plan for developing viable opportunities for trade and investment between the Illinois business community and the State as well as to relate current projects that are underway. Representing the State of Hidalgo: **Omar Fayad Meneses**, Governor of Hidalgo; **José Luis Romo Cruz**, Economic Development Secretary; **Mauricio González Reyna**, Undersecretary for Investment and Productivity; **Lebek Acosta Jurado**, Director General, Hidalgo Infrastructure Development Corporation. 8:30 – 10:30 a.m., Baker McKenzie, 300 East Randolph Drive, 50th Floor, Chicago. No charge; advance registration required. For information & registration, please e-mail: themrbgrp@aol.com.

- 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. 13 ***SAME BED DIFFERENT DREAMS: HOW TO HANDLE JOINT VENTURE DISPUTES IN MAINLAND CHINA.*** Webinar sponsored by Winston & Strawn LLP. Presentation by **Terence Wong**, Partner, Shanghai & Hong Kong, who will discuss how to handle joint venture disputes in a variety of scenarios. 11:00 a.m. CST. No charge; advance registration required. For information & registration, please see: <https://engage.vevent.com/index.jsp?eid=8338&seid=35&nid=0&lc=en&cc=US&page=10000&no-login=false&clearSession=true>.
- Nov. 13 ***THE FUTURE OF FOOD: HOW TECHNOLOGY AND EDUCATION ARE TRANSFORMING FARM TO TABLE.*** Luncheon program sponsored by The Executives' Club of Chicago. Presentation by **James C. Collins, Jr.**, CEO, Corteva Agriscience™, Agriculture Division of DowDuPont™. 11:15 a.m. – 1:15 p.m., The Standard Club, 320 South Plymouth Court, Chicago. ECC Members - \$89; Non-members - \$149. For information & registration, please see: <http://www.executivesclub.org/programs/upcoming/james-collins>.
- Nov. 13 ***INTERNATIONAL BUSINESS: MAKING THE MOST OF YOUR HUMAN RESOURCES.*** Luncheon program sponsored by the Madison International Trade Association. Presentations by **Paul Dalberto**, Vice President of International Sales, The Volrath Co., and **Kelly Fortier**, Attorney and Partner, Michael Best & Friedrich. 11:30 a.m. – 2:00 p.m., Fluno Center, 601 University Avenue, Madison, WI. MITA Members - \$36 (by November 6; \$50 thereafter); Non-members - \$50 (by November 6; \$60 thereafter). For information & registration, please see: <http://mitatrade.org/events/details/international-business-making-the-most-of-your-human-resources>.
- Nov. 13 ***TARIFFS AND YOUR WALLET.*** Luncheon program sponsored by the Parks Chamber of Commerce. Presentations by **Robert Evans**, Professor of Economics, Rockford University, and **Richard Paullin**, Executive Director, International Trade Association of Greater Chicago. 12:00 p.m., Loves Park City Hall, 100 Heart Boulevard, Loves Park, IL. Chamber Members - \$35; Non-members - \$45. For information & registration, please e-mail: info@parkschamber.com.

- Nov. 13 ***A DEEP DIVE INTO AES.*** Webinar, sponsored by the Export Compliance Training Institute, will attempt to answer as many questions about the oddball scenarios, latest regulatory changes, and AES data elements as possible within the allotted time. Topics will include split shipments, the original ITN field, HTS vs. Schedule B, and an in-depth look at each of the parties involved in an export transaction. 12:00 – 1:30 p.m. CST. Fee: \$195. For information & registration, please see: <https://www.learnexportcompliance.com/webinar/a-deep-dive-into-aes/>.
- Nov. 13 ***HOW TO SURVIVE CBP FREE TRADE AGREEMENT VERIFICATION.*** Webinar, sponsored by ComplianceOnline, will provide participants tools to ensure they comply with rules and regulations applicable to Free Trade Agreement (FTA) and special trade program claims. 1:00 – 2:00 p.m. CST. Fee: \$149. For information & registration, please see: <https://www.complianceonline.com/how-to-survive-cbp-free-trade-agreement-verification-webinar-training-703258-prdw>.
- Nov. 13 ***THE NEW NAFTA: TEXTILE & APPAREL GOODS IN THE USMCA.*** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will review the changes in the new agreement and how they impact the qualification of textiles and apparel for duty-free treatment, as well as the impact on documenting claims. 2:30 – 3:30 p.m. CST. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/events-NAFTA-Revisions-Textile-Apparel-111318.html>.
- Nov. 13 ***IERG NETWORKING MIXER.*** Event, sponsored by the International Executive Resources Group, 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., Ranalli's, 1925 North Lincoln Avenue, Chicago. No charge; cash bar. For information & registration, please see: <http://evite.me/jXtMUK1d8>.
- Nov. 14 ***HTS & COMMODITY CLASSIFICATION BASICS + ACE.*** Seminar, sponsored by BDG International, will help you: understand the Harmonized Tariff System for imports and the Schedule B listing for exports; learn and review the 6 General Rules of Interpretation (GRI) used to classify every product; go through instructor and Customs & Border Protection (CPB) based sample classifications using each of the General Rules; and will show you how CBP reviews binding ruling requests and what that means for your products. 7:30 a.m. – 12:00 p.m., Comfort Inn Arlington Heights - O'Hare, 2120 South Arlington Heights Road, Arlington Heights IL. Fee: \$175. For information & registration, please see: <https://www.regonline.com/registration/Checkin.aspx?EventID=2542489>.
- 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 ***DUTIES AND TAXES: THE FULL LANDED COST.*** Webinar, sponsored by the World Trade Research Institute, will help you know what prices you can charge in different markets and help you target certain markets where you can be more price competitive. 10:00 – 11:00 a.m. CST. Fee: \$55. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07efqilzdr8168a68&oseq=&c=&ch=>.
- Nov. 14 ***HOW TO PROMOTE YOUR BUSINESS ONLINE IN CHINA.*** Go Global webinar sponsored by IBT Online. Presentations by **Vanessa Li Adamson**, Senior Digital Marketing Manager, IBT Online and **Susanna Hardy**, Chief Content Officer, IBT Online. 10:00 a.m. CST. No charge; advance registration required. For information & registration, please see: <https://info.ibt.onl/webinar-how-to-promote-your-business-online-in-china>.

- 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.
- Nov. 14 **MEMBERS IN THE SPOTLIGHT: DISTRICON.** Networking luncheon program, sponsored by the Dutch American Chamber of Commerce, highlights member Districon. 12:00 – 2:00 p.m., Sofitel Chicago Magnificent Mile, Cafe des Architectes, 20 East Chestnut Street, Chicago. DACC Members – No charge; Non-members - \$45. For information & registration, please see: <https://www.eventbrite.com/e/dutch-american-chamber-networking-luncheon-tickets-51617087097>.
- 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 **TRADE WARS: HOW WILL THEY IMPACT YOUR BUSINESS? GET UP-TO-DATE INFORMATION ON THE LATEST IN TRADE POLICY.** Workshop sponsored by the Midwest International Trade Association. Speakers include **Nithya Nagarajan**, Partner, Husch Blackwell LLP, Washington, D.C., and **John Kirchner**, Executive Director, Congressional and Public Affairs for the Midwest Region, U.S. Chamber of Commerce. 8:00 – 11:30 a.m., Tiburon Golf Course Clubhouse, 10302 South 168th Street, Omaha, NE. Fee: \$75. For information & registration, please see: <http://mitaonline.org/events/trade-wars-will-impact-business-get-date-information-latest-trade-policy/>.
- 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 **LOOKING INWARD.** Luncheon program sponsored by the British - American Business Council, Chicago. Presentation by **Carl Tannenbaum**, Chief Economist, Northern Trust. 11:30 a.m. – 1:00 p.m., Maggiano's, 516 North Clark Street, Chicago. BABC Members - \$35; Non-members - \$45. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07efslqrb391904914&oseq=&c=a1b75a20-e12e-11e3-9cd1-d4ae5284205e&ch=a1f3c6e0-e12e-11e3-9cd1-d4ae5284205e>.
- Nov. 15 **UPCOMING INFRASTRUCTURE PROJECTS IN URUGUAY.** Webinar, sponsored by the U.S. Commercial Service, will describe Uruguay's plan to invest more than \$24 billion in infrastructure by 2030, including transportation, housing and information & communications. 12:00 – 1:15 p.m. CST. Fee: \$40. For information & registration, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=38976&InputType=EVENT.

- 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. 15 **INTERNATIONAL TRADE FINANCE: GETTING PAID.** Webinar, sponsored by the World Trade Research Institute, will describe the range of payment methods used in international transactions to reduce risk. 2:00 – 3:00 p.m. CST. Fee: \$55. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07efqi7oxb4116ae5f&oseq=&c=&ch=>.
- 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. 16 **TIPS FOR EVERY IMPORTER: THE BASICS OF IMPORTING.** Webinar, sponsored by ComplianceOnline, will provide the basic building blocks you will need to develop & maintain for your company's import compliance program, including: the practical entry requirements and operations; principles of import compliance; and the basic elements that Customs & Border Protection expect from every importer. 12:00 – 1:00 p.m. CST. Fee: \$129. For information & registration, please see: <https://www.complianceonline.com/tips-for-every-importer-the-basics-of-importing-webinar-training-701813-prdw>.
- Nov. 19 **MARKET DIVERSIFICATION TOOL HOW-TO.** Webinar, sponsored by the U.S. Commercial Service, will describe how to use International Trade Administration's new Market Diversification Tool. Using information on the products you export and the markets you currently export to, the Market Diversification Tool's algorithm ranks potential markets you may want to consider as future export markets. 2:00 p.m. CST. No charge; advance registration required. For information & registration, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=38988&InputType=EVENT.
- 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. 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.
- Nov. 28 **EXPORTING TO AUSTRALIA: WHAT YOU NEED TO KNOW.** Webinar, sponsored by the World Trade Research Institute, will cover advantages and opportunities for exporting to Australia and how to sell duty-free through the Free Trade Agreement. 10:00 – 11:00 a.m. CST. Fee: \$55. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07efqi7oy14fe62d3e&oseq=&c=&ch=>.
- Nov. 28 **EMERGING EDUCATION MARKETS IN CENTRAL EUROPE AND BEST3.** Webinar, sponsored by the U.S. Commercial Service, will feature the education markets for Austria, Czech Republic, Hungary, and Slovakia, and will also include information on the BeSt3 Student Fair, Vienna, Austria, March 7-10, 2019. 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=38971&InputType=EVENT.
- Nov. 28 **MARKET DIVERSIFICATION TOOL HOW-TO.** Webinar, sponsored by the U.S. Commercial Service, will describe how to use International Trade Administration's new Market Diversification Tool. Using information on the products you export and the markets you currently export to, the Market Diversification Tool's algorithm ranks potential markets you may want to consider as future export markets. 3:00 p.m. CST. No charge; advance registration required. For information & registration, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=38989&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. 29 **TRADE WARS, EPISODE IX [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. CST. Fee: \$50. For information & registration, please see: <https://www.strtrade.com/events-Trade-Wars-Monthly-Update-112918.html>.
- Nov. 29 **HOW TO WRITE AN EFFECTIVE EXPORT PLAN**. Webinar, sponsored by the World Trade Research Institute, will describe all the aspects that go into an export plan and how to put them together for success in foreign markets. 2:00 – 3:00 p.m. CST. Fee: \$55. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07efqi7oy9f11b20a8&oseq=&c=&ch=>.
- 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>.
- Nov. 30 **2018 CHICAGO CONSULAR CORPS GALA: CELEBRATING CHICAGO'S GLOBAL COMMUNITY**. Black-tie event, sponsored by the Chicago Consular Corps with Chicago Sister Cities International and World Business Chicago, supporting the work of World Business Chicago, Chicago Sister Cities International, and Chicago Consular Corps scholarships to the University of Illinois at Chicago. Key business and civic leaders will be honored. This year's Global Citizen Award honors **Oscar Munoz**, CEO, United Airlines, Inc. 6:00 p.m., Hilton Chicago, 720 South Michigan Avenue, Chicago. Fee: \$500. For information & registration, please see: <http://www.worldbusinesschicago.com/consular-corps-gala/>.
- 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.
- 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. 3 **HOLIDAY NETWORKING RECEPTION.** Fifteenth annual event sponsored by the: **International Trade Association of Greater Chicago** with: United Airlines; Hong Kong Trade Development Council; **MB Financial Bank**; SelectChicago; Avalon Risk Management; The Anderson Law Firm, LLC; ATA Carnets by Roanoke Trade; Barnes, Richardson & Colburn; Ennes International; First American Bank; IDEAL Agriculture & Marine Insurance; **UPS**; HSBC Bank, and with the support of the Canada-U.S. Business Council Chicago, Central Asian Productivity Research Center, Chicago International Trade Commissioners' Association, and the U.S.-Mexico Chamber of Commerce, Mid-America Chapter. Network with peers, colleagues and international trade commissioners from Chicago's international business community. Buffet dinner, live music, magic, and a Silent Auction for Premier 1K Status on United Airlines, and more. **Please bring an unwrapped toy for donation to Toys for Tots.** 6:00 – 8:30 p.m., Carlucci Rosemont, 6111 North River Road, Rosemont, IL. Members of sponsoring organizations & their guests - \$35; Non-members - \$50. Join the ITA/GC this evening and receive a \$25 credit on your membership dues. **Sponsorship opportunities are available**; please e-mail: rpaullin@itagc.org, or call 773/725-1106. For information & registration, please see: http://calendar.itagc.org/docs/ITAGC_Calendar_10578.pdf.
- 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 **DIGITAL HEALTH OPPORTUNITIES IN THE UKRAINE HEALTH IT [SECTOR].** Webinar, sponsored by the U.S. Commercial Service, will provide an overview of the Ukrainian healthcare market and will highlight: opportunities emerging in the Ukrainian market with the development of healthcare reform; model, development and integration, current state and prospects of eHealth System in Ukraine' opportunities emerging with the development of digital infrastructure in clinics and laboratories. 10:00 a.m. CST. No charge; advance registration required. For information & registration, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=39005&InputType=EVENT.
- 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.
- 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. 5 **[OVERVIEW OF] HEALTHCARE TRADE MISSION TO SAUDI ARABIA, KUWAIT, AND QATAR.** Webinar, sponsored by the U.S. Commercial Service, will provide an overview of what to expect on the upcoming Healthcare Trade Mission to Saudi Arabia, Kuwait, and Qatar (April 6-11) as representatives from all three markets will be on hand to discuss opportunities for companies. 10:00 – 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=38992&InputType=EVENT.

- Dec. 5 **THE LATEST IP ISSUES RELATING TO INTERNATIONAL TRADE.** Special luncheon program sponsored by the **International Trade Association of Greater Chicago**. Presentations by five IP attachés and one IP specialist assigned to U.S. missions abroad to work on IP matters in the **EU, China, Latin America, South East Asia, the Middle East, and North Africa**, as well as **Dominic Keating**, Director of USPTO's IP attaché program. The attachés will provide insight on a wide range of IP topics relating to international trade, including the current international trade agreement and negotiation landscape, trade reports (e.g., Special 301 report, Notorious Markets report, and Investment Climate statement), and the IP enforcement environment in various countries (e.g., border and anti-counterfeiting efforts). 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_10577.pdf.
- 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. 7 **2018 LEGISLATIVE UPDATE.** Program sponsored by the Midwest Global Trade Association. Presentations by **Marianne Rowden**, President and CEO, American Association of Exporters and Importers, and **Kathleen Murphy**, Partner, Drinker Biddle & Reath LLP. 7:30 a.m. – 12:00 p.m., HB Fuller, 1200 Willow Lake Boulevard, Vadnais Heights, MN. MGTA Members - \$50; Non-members - \$75. For information & registration, please see: https://www.mgta.org/event/2018_legislative_update.
- Dec. 7 **INTERNATIONAL TRAFFIC IN ARMS REGULATION.** 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. CST. Fee: \$345. For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/specialty/itar>.
- 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. 11 **2019 CHINA MEDICAL EQUIPMENT FAIR AND THE CEO PROGRAM.** Webinar, sponsored by the U.S. Commercial Service, will provide an overview of the 2019 CMEF Show. and opportunities for exhibiting U.S. companies, and an introduction to the Corporate Executive Office (CEO) Program for U.S. companies at CMEF. 5:00 – 6:30 p.m. CST. No charge; advance registration required. For information & registration, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=38961&InputType=EVENT.

- 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. 12 **MARKET DIVERSIFICATION TOOL HOW-TO.** Webinar, sponsored by the U.S. Commercial Service, will describe how to use International Trade Administration's new Market Diversification Tool. Using information on the products you export and the markets you currently export to, the Market Diversification Tool's algorithm ranks potential markets you may want to consider as future export markets. 3:00 p.m. CST. No charge; advance registration required. For information & registration, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=38990&InputType=EVENT.
- 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 **MARKET DIVERSIFICATION TOOL HOW-TO.** Webinar, sponsored by the U.S. Commercial Service, will describe how to use International Trade Administration's new Market Diversification Tool. Using information on the products you export and the markets you currently export to, the Market Diversification Tool's algorithm ranks potential markets you may want to consider as future export markets. 9:00 a.m. CST. No charge; advance registration required. For information & registration, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=38991&InputType=EVENT.
- 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 p.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 **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 December 22; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/export-documentation>.
- 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.
- Jan. 23 **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 December 23; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/international-logistics>.

- Jan. 28 - **ARAB HEALTH (DUBAI)**. Illinois small businesses are invited to join the Illinois Department of
31 Commerce and Economic Opportunity, Office of Trade & Investment to exhibit in the Illinois Pavilion at the largest, and most comprehensive, healthcare exhibition in the Middle East and the second largest in the world. Companies who qualify will receive: • Exhibit space; Pre-scheduled B2B Matchmaking; Partial reimbursement of lodging and airfare costs in accordance with guidelines; Briefing material: Pre-show promotion; Assistance with travel logistics. For information & registration, please see:
<https://www2.illinois.gov/dceo/SmallBizAssistance/Export/Documents/Mission%20Flyers/FY19/ArabHealth2019.pdf>.
- Jan. 28 **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 December 28; \$595 thereafter). For information & registration, please see:
<http://www.globaltrainingcenter.com/webinars/webinar-topics/tariff-classification>.
- Jan. 29 **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 December 29; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/nafta>.
- Jan. 30 **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 December 30; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/import-documentation>.
- Jan. 31 **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 December 31; \$595 thereafter). For information & registration, please see:
<http://www.globaltrainingcenter.com/webinars/webinar-topics/importing-201>.
- Feb. 12 **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 January 12; \$395 thereafter). For information & registration, please see:
<http://www.globaltrainingcenter.com/webinars/webinar-topics/incoterms-rules>.
- Feb. 13 **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 January 13; \$395 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/export-to-mexico-documentation-procedures>.

- Feb. 15 **INTERNATIONAL TRAFFIC IN ARMS REGULATION.** 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. CST. Fee: \$345. For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/specialty/itar>.
- Feb. 16 - 21 **STATE OF ILLINOIS TRADE MISSION TO ISRAEL.** Illinois small businesses are invited to join the Illinois Department of Commerce and Economic Opportunity, Office of Trade & Investment on this mission. Participants will attend: group and customized one-on-one meetings with potential business partners in Tel Aviv: at least one site visit to an industry specific facility; and two networking dinners. Companies who qualify will receive: Pre-scheduled B2B matchmaking; Partial reimbursement of lodging and airfare costs in accordance with guidelines; Briefing material; Assistance with travel logistics. Fee: \$250. Registration deadline: **December 1.** For information & registration, please see: <https://www2.illinois.gov/dceo/SmallBizAssistance/Export/Documents/Mission%20Flyers/FY19/Israel2019.pdf>.
- Feb. 19 **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 January 19; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/seminars/topics/letters-of-credit#course-agenda>.
- 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.
- Feb. 20 **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>.
- Feb. 20 **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.

- Feb. 21 **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 January 21; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/seminars/topics/export-documentation-seminar#course-agenda>.
- Feb. 22 **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 January 22; \$395 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/seminars/topics/incoterms-rules#course-agenda>.
- Feb. 22 **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 January 22; \$395 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/seminars/topics/incoterms-strategies#course-agenda>.
- Feb. 25 - 28 **MOBILE WORLD CONGRESS (BARCELONA).** Illinois small businesses are invited to join the Illinois Department of Commerce and Economic Opportunity, Office of Trade & Investment to exhibit in the Illinois Pavilion at the world's largest annual gathering for the mobile communication and information technology industry. Companies who qualify will receive: Exhibit space; Partial reimbursement of lodging and airfare costs in accordance with guidelines; Briefing material; Pre-show promotion; Assistance with travel logistics. Fee: \$250. Application deadline: **November 1.** For information & registration, please see: <https://www2.illinois.gov/dceo/SmallBizAssistance/Export/Documents/Mission%20Flyers/FY19/MobileWorld2019.pdf>.
- Feb. 26 **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 January 26; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/seminars/topics/tariff-classification#course-agenda>.
- Feb. 26 **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 January 26; \$395 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/incoterms-strategies>.

- Feb. 27 **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 January 27; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/seminars/topics/nafta#course-agenda>.
- Feb. 27 **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 January 27; \$395 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/ctpat>.
- Feb. 28 **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>.
- Mar. 1 **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 February 1; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/seminars/topics/importing-201#course-agenda>.
- Mar. 5 **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 February 5; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/export-documentation>.
- Mar. 6 **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 February 6; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/letters-of-credit>.
- Mar. 7 **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 February 7; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/international-logistics>.

- Mar. 18 - **STATE OF ILLINOIS MULTI-SECTOR MISSION TO AFRICA (ADDIS ABABA, NAIROBI)**. Illinois
22 small business are invited to join the Illinois Department of Commerce and Economic Opportunity, Office of Trade & Investment on this mission. For information & registration, please e-mail: sam.ntum@illinois.gov.
- Mar. 18 **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 February 18; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/tariff-classification>.
- Mar. 19 **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 February 19; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/nafta>.
- Mar. 20 - **WATER PHILIPPINES 2019 (MANILA)**. Illinois small businesses are invited to join the Illinois
22 Department of Commerce and Economic Opportunity, Office of Trade & Investment to exhibit in the Illinois Pavilion at the leading international water supply, sanitation, industrial wastewater treatment and purification event in the southeast Asia. Companies who qualify will receive: Exhibit space; Partial reimbursement of lodging and airfare costs in accordance with guidelines; Briefing material; Pre-show promotion; Assistance with travel logistics. Fee: \$250. Application deadline: **January 1**. For information & registration, please see: <https://www2.illinois.gov/dceo/SmallBizAssistance/Export/Documents/Mission%20Flyers/FY19/WaterPhil2019.pdf>.
- Mar. 24 - **TRADE MISSION TO SOUTHERN CONE REGION**. The United States Department of Commerce,
29 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
29 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/>.

- Mar. 26 **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. CDT. Fee: \$345. For information & registration, please see: www.globaltrainingcenter.com/webinars/webinar-topics/specialty/classification-for-the-automotive-industry.
- Mar. 27 **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. CDT. Fee: \$345. For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/specialty/automotive-nafta>.
- 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.
- Apr. 8 - **STATE OF ILLINOIS MULTI-SECTOR MISSION TO SOUTH KOREA.** Illinois small business are invited to join the Illinois Department of Commerce and Economic Opportunity, Office of Trade & Investment on this mission. U.S. companies will find market opportunities in leading industries such as: life sciences; healthcare (medical devices, pharmaceuticals, and biotechnology); industrial chemicals; IT components; semiconductor manufacturing equipment; aerospace/defense; energy; environmental technology; and transportation, among many others. For information & registration, please e-mail: godfrey.angara@illinois.gov.
- Apr. 15 - **IE EXPO (SHANGHAI).** Illinois small businesses are invited to join the Illinois Department of Commerce and Economic Opportunity, Office of Trade & Investment to exhibit in the Illinois Pavilion. China is the largest and fastest growing emerging market for environmental technologies. Companies who qualify will receive: Exhibit space; Partial reimbursement of lodging and airfare costs in accordance with guidelines; Briefing material; Pre-show promotion; Assistance with travel logistics. Fee: \$250. Application deadline: **January 31**. For information & registration, please see: <https://www2.illinois.gov/dceo/SmallBizAssistance/Export/Documents/Mission%20Flyers/FY19/IE%20Expo2019.pdf>.
- Apr. 15 **IMPORT DOCUMENTATION.** Webinar sponsored by the Global Training Center. Topics include: *The Import Regulatory Environment; Valuation; Country of Origin Marking; Duty Determination; Entry; Record Keeping; Other Import Considerations; Customs Enforcement; Customs Security.* 8:30 a.m. – 4:00 p.m. CDT. Fee: \$545 (by March 15; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/import-documentation>.

- Apr. 16 **IMPORTING 201**. Webinar sponsored by the Global Training Center. Topics include: *The legal requirement for compliance; The Types of CBP Audits and Enforcement; Responding to CBP Audit Inquiries with a Focus on the FA; Long before the Audit: Preparing Your Company for Regulatory Enforcement. Practical Techniques and Solutions; Trusted Trader/ISA*. 8:30 a.m. – 4:00 p.m. CDT. Fee: \$545 (by March 16; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/importing-201>.
- Apr. 30 - **SIAL CANADA 2019 (TORONTO)**. Illinois small businesses are invited to join the Illinois Department of Commerce and Economic Opportunity, Office of Trade & Investment to exhibit in the Illinois Pavilion in Canada's largest trade show for the retail and foodservice trade. Companies who qualify will receive: Exhibit space; Partial reimbursement of lodging and airfare costs in accordance with guidelines; Briefing material; Pre-show promotion; Assistance with travel logistics. Fee: \$250. For information & registration, please see: <https://www2.illinois.gov/dceo/SmallBizAssistance/Export/Documents/Mission%20Flyers/FY19/SIAL%20Canada2019.pdf>.
- May 2
- Apr. 30 **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 March 30; \$395 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/incoterms-rules>.
- May 1 **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 April 1; \$395 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/export-to-mexico-documentation-procedures>.
- May 2 **EXPORT TO CANADA**. Webinar sponsored by the Global Training Center. Topics include: *An Overview of Canada; Exporting from the U.S.; Importing into Canada; Special Import & Duty Reduction Programs; Enforcement – Administrative Monetary Penalties; Other Programs*. 9:00 a.m. – 12:30 p.m. CDT. Fee: \$345 (by April 2; \$395 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/export-to-canada>.
- May 14 **EXPORT DOCUMENTATION**. Webinar sponsored by the Global Training Center. Topics include: *Structuring Export Sales to Foreign Markets; Negotiating Your Contract and Meeting Its Terms; Incoterms® 2010, Product Transportation & Risk of Loss; Forms of Payment; Customs & Tariff Planning Considerations; Export Controls; Freight Forwarders, Packing and Transportation; Reporting the Export; Export Documentation*. 8:30 a.m. – 4:00 p.m. CDT. Fee: \$545 (by April 14; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/export-documentation>.
- May 15 **LETTERS OF CREDIT**. Webinar sponsored by the Global Training Center. Topics include: *Methods of Payment; Letters of Credit; Import Letters of Credit; Export Letters of Credit; Special Types of Letters of Credit and Trade Finance; Uniform Customs and Practice for Documentary Credits, UCP 600*. 8:30 a.m. – 4:00 p.m. CDT. Fee: \$545 (by April 15; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/letters-of-credit>.

- May 16 **INTERNATIONAL LOGISTICS.** Webinar sponsored by the Global Training Center. Topics include: *International Logistics Partners; Securing Your International Supply Chain; Ocean Bills of Lading and Common Carrier's Obligations Toward the Shipper; Ocean Transportation; Air Waybills of Lading; Air Freight Transportation; Insurance; Incoterms® 2010 Product Transportation & Risk of Loss.* 8:30 a.m. – 4:00 p.m. CDT. Fee: \$545 (by April 16; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/international-logistics>.
- May 20 **ROAD TO C-TPAT CERTIFICATION.** Webinar sponsored by the Global Training Center. Topics include: *C-TPAT Basics; Why C-TPAT?; C-TPAT Mechanics; Validations and Revalidations; C-TPAT Maintenance.* 9:00 a.m. – 12:30 p.m. CDT. Fee: \$345 (by April 20; \$395 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/ctpat>.
- May 22 **INTERNATIONAL TRAFFIC IN ARMS REGULATION.** 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>.
- May 28 - 30 **AFRICA HEALTH (JOHANNESBURG).** Illinois small businesses are invited to join the Illinois Department of Commerce and Economic Opportunity, Office of Trade & Investment to exhibit in the Illinois Pavilion at the largest Health care trade show in the region and the biggest gathering of healthcare professionals in Africa. Companies who qualify will receive: Exhibit space; Pre-scheduled B2B Matchmaking; Partial reimbursement of lodging and airfare costs in accordance with guidelines; Briefing material; Pre-show promotion; Assistance with travel logistics. Fee: \$500. Application deadline: **February 1.** For information & registration, please see: <https://www2.illinois.gov/dceo/SmallBizAssistance/Export/Documents/Mission%20Flyers/FY19/AfricaHealth2019.pdf>.
- May 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 April 30; \$395 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/incoterms-strategies>.
- June 10 - 11 **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>.
- June 11 - 13 **EXPO PACK (GUADALAJARA).** Illinois small businesses are invited to join the Illinois Department of Commerce and Economic Opportunity, Office of Trade & Investment to exhibit in the Illinois Pavilion at one of the most recognized trade events showcasing the latest solutions in packaging and processing machinery, materials, and containers. Companies who qualify will receive: Exhibit space; Pre-scheduled B2B Matchmaking; Partial reimbursement of lodging and airfare costs in accordance with guidelines; Briefing material; Pre-show promotion; Assistance with travel logistics. Fee: \$250. Application deadline: **January 31.** For information & registration, please see: <https://www2.illinois.gov/dceo/SmallBizAssistance/Export/Documents/Mission%20Flyers/FY19/ExpoPac2019.pdf>.

- June 17 - **PARIS AIR SHOW 2019**. Illinois small businesses are invited to join the Illinois Department of Commerce and Economic Opportunity, Office of Trade & Investment at this premier event for the aerospace industry. For information & registration, please e-mail: iwona.bochenska@illinois.gov.
- July 9 - **FOOMA JAPAN (TOKYO)**. Illinois small businesses are invited to join the Illinois Department of Commerce and Economic Opportunity, Office of Trade & Investment to exhibit in the Illinois Pavilion at this showcase of products, technologies, and services for food processing and related operations. Companies who qualify will receive: Exhibit space; Pre-scheduled B2B Matchmaking; Partial reimbursement of lodging and airfare costs in accordance with guidelines; Briefing material; Pre-show promotion; Assistance with travel logistics. Fee: \$250. Application deadline: **February 1**. For information & registration, please see: <https://www2.illinois.gov/dceo/SmallBizAssistance/Export/Documents/Mission%20Flyers/FY19/FOOMA2019.pdf>.
- Sept. 23 - **CYBER-SECURITY BUSINESS DEVELOPMENT MISSION TO DENMARK, NORWAY, AND SWEDEN**. Organized by the U.S. Department of Commerce, this mission aims to introduce U.S. firms and trade associations to Northern Europe's information and communication technology (ICT), security, and critical infrastructure protection markets. Participating firms will gain market insights, make industry contacts, solidify business strategies, and advance their own specific projects, all with the goal of increasing U.S. product and service exports to the region. This mission will include customized, one-on-one, business appointments with pre-screened potential buyers, agents, distributors, and joint venture partners. It will also allow for meetings with industry leaders as well as state and local government officials, along with other networking events. For information and an application, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=38836&InputType=EVENT.

About the ITA/GC

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

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