



The
International
Trade Association
of Greater Chicago

ILLINOIS INTERNATIONAL BUSINESS CALENDAR

December 3, 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

- 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; Copa Airlines; The Anderson Law Firm, LLC; ATA Carnets by Roanoke Trade; Barnes, Richardson & Colburn; Daubert Cromwell; 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: rpaulin@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.

FEATURED ITA/GC PROGRAM

- 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.
- Mar. 20 **CHICAGO'S INTERNATIONAL TRADE COMMISSIONERS: WHAT THEY DO, AND WHAT THEY CAN DO FOR YOU.** Panel discussion and networking reception sponsored by the **International Trade Association of Greater Chicago** in collaboration with the **Chicago International Trade Commissioners' Association** (CITCA) and SelectChicago. Collectively, the 50 CITCA members (from more than 40 countries) represent a wealth of international business expertise as they seek to promote bilateral trade & investment opportunities between their respective countries and the Midwest. The purpose of this meeting is for select CITCA members to describe their role and to advise on how best the Midwest business community can utilize them as resources. Panelists include: **Jose Luis Cabascango**, Trade Commissioner, Trade Office of **Ecuador**; **Dr. John Gatto**, President, FrankfurtRheinMain Corporation (**Germany**); **Winchell Cheung**, Director, Midwest, **Hong Kong** Trade Development Council; **Marco Saladini**, Trade Commissioner, **Italian** Trade Agency. Following the panel discussion there will be a networking reception with the panelists and many other CITCA members to promote a clearer understanding of what they can do for your international business. 3:00 – 6:00 p.m., Carlucci Rosemont, 6111 North River Road, Rosemont, IL. ITA/GC & CITCA Members - \$25; Non-members - \$50. For information & registration, please e-mail: rsvp@itagc.org.

Of Note:

Review of Controls for Certain Emerging Technologies – Federal Register Notice: The Bureau of Industry and Security has released an advanced notice of proposed rule making (ANPRM) in the Federal Register on controls for emerging technologies. To help inform this process, this ANPRM proposes several general areas for public comment. Given the challenges involved in identifying emerging and foundational technologies, this ANPRM will help Commerce and other agencies propose specific emerging technologies for control. The Federal Register Notice is here: <https://www.federalregister.gov/documents/2018/11/19/2018-25221/review-of-controls-for-certain-emerging-technologies>.

New WTO Publication Analyses Potential Impact of Blockchain on International Trade: Amid growing interest and debate on Blockchain, the WTO launched a new publication on November 27 that seeks to demystify the technology and analyze its capacity to transform world trade. The publication, entitled *Can Blockchain Revolutionize International Trade?* explores how the technology could enhance areas related to WTO work and examines challenges that will have to be tackled to unlock the technology's potential. For a copy, please see: https://www.wto.org/english/news_e/news18_e/publ_26nov18_e.htm.

USITC and SBA Listening Tour: The U.S. International Trade Commission (USITC) is conducting a study on the trade-related barriers that U.S. small and medium sized enterprises (SMEs) believe are disproportionately affecting their exports to the United Kingdom (UK), as compared to larger U.S. firms. This is particularly important, considering the uncertainty caused by the approaching withdrawal of the UK from the European Union. The USITC welcomes your views on this topic. If you are a U.S.-based SME that exports to the UK either directly or through your supply chain, we are actively seeking out your perspective on this topic. **December 4: 8:30 a.m. – 12:30 p.m., Industrial Council of Nearwest Chicago, 320 North Damen Avenue, Chicago.** No charge; advance registration required. For information & registration, please see: <https://www.eventbrite.com/e/usitc-and-sba-listening-tour-chicago-tickets-52417160137>.

Launch of the WTO Data Portal: On November 16 the WTO launched its new online database. The WTO Data Portal brings together a wide range of statistical indicators on international trade and other WTO-related information. Users can now find in one database both annual and short-term (quarterly and monthly) data on merchandise trade and trade in commercial services as well as information on bound, applied and preferential tariffs, non-tariff measures and Foreign Affiliate Trade Statistics. For more: https://www.wto.org/english/news_e/news18_e/stts_16nov18_e.htm.

The Census Bureau Releases Global Market Finder: The Census Bureau has created a data visualization tool called Global Market Finder: An Interactive Tool for U.S. Exporters. The [tool](#) will help users find detailed international trade in goods statistics for specific commodity codes, countries of destination, and modes of transportation. Through interactive graphs and tables, exporters can see the values, quantities, and unit prices of the goods they produce and potentially find new export markets for their products. The tool also provides a five-year history so that users can see changes and trends over time.

Duty-Free Import Threshold Could be Lowered Under USMCA: As reported in the *STR Trade Report*: The U.S. raised its so-called *de minimis* amount from \$200 to \$800 in 2016. In the newly-concluded USMCA, Canada agreed to raise its *de minimis* level from C\$20 to C\$40 for taxes and provide for duty-free shipments up to C\$150. Mexico pledged to continue to provide US\$50 tax-free *de minimis* and provide duty-free shipments up to the equivalent level of US\$117. However, a footnote in the customs and trade facilitation chapter of the agreement states that if Canada or Mexico maintains a lower *de minimis* value than the U.S., the U.S. may lower its corresponding value for shipments from that country to “a reciprocal amount.” Read the report here: <https://www.strtrade.com/news-publications-USMCA-NAFTA-de-minimis-duty-free-reciprocal-110918.html>.

Latest U.S. Trade Actions/Tariffs and Other Countries’ Retaliatory Measures: Crowell & Moring International Trade Group has just released an updated (October 30) list: <https://www.cmtradelaw.com/2018/10/latest-u-s-trade-actions-tariffs-and-other-countries-retaliatory-measures/>.

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>.

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>.

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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; Copa Airlines; The Anderson Law Firm, LLC; ATA Carnets by Roanoke Trade; Barnes, Richardson & Colburn; Daubert Cromwell; 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 **USITC AND SBA LISTENING TOUR.** The U.S. International Trade Commission (USITC) is conducting a study on the trade-related barriers that U.S. small and medium sized enterprises (SMEs) believe are disproportionately affecting their exports to the United Kingdom (UK), as compared to larger U.S. firms. This is particularly important, considering the uncertainty caused by the approaching withdrawal of the UK from the European Union. The USITC welcomes your views on this topic. If you are a U.S.-based SME that exports to the UK either directly or through your supply chain, we are actively seeking out your perspective on this topic. 8:30 a.m. – 12:30 p.m., Industrial Council of Nearwest Chicago, 320 North Damen Avenue, Chicago. No charge; advance registration required. For information & registration, please see: <https://www.eventbrite.com/e/usitc-and-sba-listening-tour-chicago-tickets-52417160137>.
- 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 **ANTIDUMPING.** Webinar, sponsored by the World Trade Research Institute, will provide the information needed to help you know what to expect in antidumping investigations. 10:00 – 11:00 a.m. CST. Fee: \$55. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07efvsjic6e54f789e&oseq=&c=&ch=>.
- 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. 4 **THE NEW NAFTA: AUTOMOTIVE PROVISIONS IN THE USMCA.** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will review the USMCA origin rules for passenger vehicles and light trucks as well as the direct materials incorporated into these vehicles. 1:00 – 2:30 p.m. CST. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/events-The-New-NAFTA-Automotive-Provisions-USMCA.html>.
- 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 ***EXPORT OPPORTUNITIES IN THE MIDDLE EAST.*** Webinar, sponsored by the World Trade Research Institute, will cover key tips to selling into the region, avoiding pitfalls and taking advantage of selling duty-free with FTAs. 10:00 – 11:00 a.m. CST. Fee: \$55. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07efvsijetcdb84e8c&oseq=&c=&ch=>.
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- Dec. 5 ***EXPORT COMPLIANCE ESSENTIALS FOR THE AEROSPACE INDUSTRY.*** Webinar, sponsored by the Export Compliance Training Institute, will discuss many particular aspects of export controls compliance that challenge aerospace businesses, and will focus on topics specifically related to your industry in order for you to reduce risk and be more successful. 12:00 – 1:30 p.m. CST. Fee: \$195. For information & registration, please see: <https://www.learnexportcompliance.com/webinar/export-compliance-essentials-for-the-aerospace-industry/>.
- Dec. 5 ***MITIGATING THE IMPACT OF THE US/CHINA TARIFFS.*** Webinar, sponsored by East West Associates, will provide a comprehensive understanding of the risks and pre-emptive measures, so that manufacturers can analyze and determine which global operational, commercial & supply chain strategy is their best approach to mitigating the impacts of the US/China tariffs. 12:00 p.m. CST. No charge; advance registration required. For information & registration, please see: <https://eastwestassoc.us/mitigating-the-impact-webinar/>.
- Dec. 5 ***USING FTZs AND BONDED WAREHOUSES TO MITIGATE SECTION 232/301 TARIFFS.*** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will explain how FTZs and bonded warehouses are used, how to set them up and operate them, and how to determine their practicality and effectiveness for your business. 1:00 – 2:00 p.m. CST. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/events-FTZ-Bonded-Warehouses-Mitigate-232-301-Tariffs-120518.html>.
- 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. 6 ***COUNTERACTIVE STRATEGIES AND IMPLEMENTATION – MITIGATING THE IMPACT OF THE US/CHINA TARIFFS.*** Webinar, sponsored by East West Associates, will provide a comprehensive understanding of the risks and pre-emptive measures, so that manufacturers can analyze and determine which global operational, commercial & supply chain strategy is their best approach to mitigating the impacts of the US/China tariffs. 12:00 – 1:00 p.m. CST. No charge; advance registration required. For information & registration, please see: <https://register.gotowebinar.com/register/6404581959212515842>.
- Dec. 6 ***HEDGING 101: A DETAILED ANALYSIS OF CURRENCY RISK MANAGEMENT BEST PRACTICES AND PROCESS.*** Webinar, sponsored by Cambridge Global Payments, will discuss: The myths and benefits of hedging when it comes to your business; The 5-step foreign exchange risk management process; The tools and strategies for mitigating risk for your business. 1:00 p.m. CST. No charge; advance registration required. For information & registration, please see: <https://event.on24.com/eventRegistration/EventLobbyServlet?target=reg20.jsp&referrer=&eventid=1883950&sessionid=1&key=9D746E96503DAB181DA1F1C429A92506®Tag=&sourcepage=register>.
- Dec. 6 ***WHAT'S NEXT IN THE ANTIDUMPING CASE ON QUARTZ PRODUCTS FROM CHINA?*** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will address the many questions surrounding the future of the quartz slab market in the U.S. 1:00 – 1:30 p.m. CST. Fee: \$50. For information & registration, please see: <https://www.strtrade.com/events-Antidumping-Case-Quartz-Products-from-China-120618.html>.
- Dec. 6 ***REGULATORY PLANNING FOR CUSTOMS & SUPPLY CHAIN CHANGES POST BREXIT FOR EU, UK & US COMPANIES.*** Webinar, sponsored by Online Compliance Panel, allows qualifying companies a greater understanding of Brexit's regulatory measures and supply chain management processes, including documentation on the customs roadmap by reviewing the future exportation and importation procedures for manufacturing and service companies. 1:30 – 2:30 p.m. CST. Fee: \$200. For information & registration, please see: <https://www.onlinecompliancepanel.com/webinar/Regulatory-Planning-for-Customs-Supply-Chain-Changes-post-Brexit-for-EU-UK-US-Companies-509034/CHE-ROSSANO-GERALD-DEC06-EB>.
- Dec. 6 ***THE EVOLVING WORKFORCE IN JAPAN AND ASIA.*** Webinar sponsored by Global Chamber. Presentations by: **Leila Aridi Afas**, Director, International Public Policy, Toyota North America; **Sachiko Yoshimura**, Director-General, Trade Fair Department, JETRO; **Claudio Toyama**, CEO and Founder, Toyama&Co, 6:00 – 7:00 p.m. CST. GC Members – No charge; Non-members - \$30. For information & registration, please see: <https://members.globalchamber.org/events/the-evolving-workforce-in-japan-and-asia>.
- Dec. 6 ***ANNUAL CHRISTMAS DINNER AND FUNDRAISER.*** Networking Reception, Dinner and Auction sponsored by the Swiss American Business Council. SABC Members - \$165; Non-members - \$195. For information & registration, please see: <http://sabcnow.com/product/christmas2018/>.
- 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 ***MEXICO: USMCA AND THE NEW MEXICAN ADMINISTRATION.*** Event sponsored by the Metropolitan Milwaukee Association of Commerce's World Trade Association. Speakers include: **Julian Adem**, Consul General for Mexico in Milwaukee; **Martín Caro**, Trade and Investment Commissioner, ProMéxico Chicago; **Phil Gould**, Sales Manager, ER Wagner. 7:30 – 9:00 a.m., Global Water Center, 247 West Freshwater Way, Milwaukee, WI. WTA Members - \$10' Non-members - \$20. For information & registration, please see: <http://web.mmac.org/events/Mexico-USMCA-and-the-New-Mexican-Administration-2137/details>.

- 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. 10 **HOW TO PREPARE A CUSTOMS COMPLIANCE MANUAL.** Webinar, sponsored by ComplianceOnline, will explain how to prepare a Customs manual that complies with CBP laws and regulations. 1:00 – 2:00 p.m. CST. Fee: \$129. For information & registration, please see: <https://www.complianceonline.com/customs-compliance-manual-webinar-training-703319-prdw>.
- Dec. 11 **NAFTA & U.S. TRADE POLICY ISSUES.** Breakfast roundtable (tenth in a series) sponsored by the U.S.-Mexico Chamber of Commerce, Mid-America Chapter, with MB Financial Bank; supported by: Global Midwest Alliance; Illinois District Export Council; **International Trade Association of Greater Chicago**; Metro Chicago Exports; ProMexico; and Chicago Regional Growth Corp. Agenda includes: *Update of USMCA Timeline; Outlook for Legislative Action on USMCA; Canada's Trade Deals Going Forward (CETA, CPTPP and USMCA); and U.S. - China Trade Post G20: War or Peace?* 8:30 – 11:00 a.m., MB Financial Bank, Mid-City B (2nd Floor) Conference Room, 6111 North River Road, Rosemont, IL. Members of sponsoring & supporting organizations – \$20; Non-members - \$35. For information & registration, please see: <https://www.usmccocma.org/events>, or contact Ralph Biedermann, Executive Director, at ralph.b@usmccoc.org.
- 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 **EU PRODUCT STANDARDS: HOW TO GET A CE MARK.** Webinar, sponsored by the World Trade Research Institute, features a guest speaker from the U.S. Department of Commerce who will explain how to obtain a CE Mark. 10:00 – 11:30 a.m. CST. Fee: \$105. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07efvsnr5ue0f4563b&oseq=&c=&ch=>.
- Dec. 11 **USA EXPORT DOCUMENTATION AND PROCEDURES.** Webinar, sponsored by ComplianceOnline, will assist U.S. companies who export goods to understand the Bureau of Industry and Security U.S. export procedures and regulations and the Foreign Trade Regulations for reporting electronic export information in the Automated Export System (AES) to U.S. Census. 12:00 – 1:30 p.m. CST. Fee: \$199. For information & registration, please see: <https://www.complianceonline.com/usa-export-documentation-and-procedures-webinar-training-705536-prdw>.
- 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 **EXPORTING TO KOREA DUTY-FREE.** Webinar, sponsored by the World Trade Research Institute, will explain the benefits of the U.S.-Korea Free Trade Agreement and provide details on taking advantage of this exciting opportunity. 10:00 – 11:00 a.m. CST. Fee: \$55. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07efvsnr7b5f60df4f&oseq=&c=&ch=>.
- Dec. 12 **THE RECENT CHANGES IN THE BRAZILIAN REGULATORY SYSTEM – WHAT ARE THE PREDICTIONS FOR PHARMACEUTICAL, MEDICAL, COSMETIC AND FOOD CONTROL IN THE NEW GOVERNMENT?** Webinar, sponsored by ComplianceOnline, will describe the system of Brazilian regulatory affairs (for pharmaceuticals, food, and medical, cosmetic, veterinary and household products) and help the participants acquire RA knowledge and understand how to obtain their product approval as per Anvisa legislation. 12:00 – 3:00 p.m. CST. Fee: \$349. For information & registration, please see: <https://www.complianceonline.com/health-product-marketing-authorization-in-brazil-webinar-training-705675-prdw>.
- 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. 12 **2018 HKBAM HOLIDAY NETWORKING RECEPTION.** Event sponsored by the Hong Kong Business Association of the Midwest with Hong Kong Trade Development Council, Hong Kong Economic & Trade Office, and The Langham, Chicago. 5:30 – 8:00 p.m., The Langham, 330 North Wabash Avenue, Chicago. HKBAM Members - \$35; Non-members - \$45. For information & registration, please see: <https://www.eventbrite.com/e/2018-hkbam-holiday-reception-tickets-52319578267>.
- 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. 13 **EDUCATION MARKET OPPORTUNITIES IN BRAZIL AND COLOMBIA.** Webinar, sponsored by the U.S. Commercial Service, is for U.S. institutions of secondary and higher education, both undergraduate and graduate, and Intensive English Programs, to explore the markets in Brazil and Colombia, and gain valuable insights to develop partnerships and recruit students. 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=39071&InputType=EVENT.
- Dec. 13 **CYBER SECURITY LANDSCAPE IN ARGENTINA, CHILE AND PERU.** Webinar sponsored by the U.S. Commercial Service. Industry experts in Argentina, Chile and Peru will describe how to position your company for success by analyzing industry drivers, trends, and key players. 11:00 a.m. – 12:00 p.m. CST. Fee: \$25. For information & registration, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=39049&InputType=EVENT.

- Dec. 13 ***EUROPEAN UNION INVESTMENT CLIMATE AND ECONOMIC FORECAST.*** Lunch Conversation sponsored by WorldChicago. Presentations by **Kristian Orsini** and **Ben Carliner**, Economic and Financial Affairs, Delegation of the European Union to the United States. 12:00 – 1:30 p.m., Union League Club, 65 West Jackson Boulevard, Chicago. No charge; advance registration required. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07efuljnnj77dddaf4&oseq=&c=&ch=>.
- Dec. 13 ***UPCOMING INFRASTRUCTURE PROJECTS IN ECUADOR.*** Webinar, sponsored by the U.S. Commercial Service, will describe Ecuador's ambitious infrastructure expansion in oil refineries, hydroelectric power, ports, roads, water, and hospitals. 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=39050&InputType=EVENT.
- Dec. 13 ***SIGNAL AND NOISE: CURRENCY OUTLOOK 2019.*** Webinar, sponsored by Cambridge Global Payments, will explore the most important stories driving foreign exchange markets into 2019 – analyzing how the noise surrounding trade disputes, populist politics, soaring debt levels, and increasing economic fragility could interact with fundamental developments to drive exchange rates in the year to come. 1:00 p.m. CST. No charge; advance registration required. For information & registration, please see: <https://event.on24.com/eventRegistration/EventLobbyServlet?target=reg20.jsp&referrer=&eventid=1883941&sessionid=1&key=C16303A3C41257158FE3BBBF5905FC6C®Tag=&sourcepage=register>.
- Dec. 13 ***SELLING TO EUROPE AND EXHIBITING AT HANNOVER MESSE 2019.*** Webinar, sponsored by the U.S. Commercial Service, will describe industry-specific opportunities in Europe and the benefits of Hannover Messe, the world's leading industrial technology trade show, held April 1-5, 2019. 1:00 p.m. CST. No charge; advance registration required. For information & registration, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=39080&InputType=EVENT.
- Dec. 13 ***GLOBAL E-COMMERCE.*** Webinar, sponsored by the World Trade Research Institute, will provide information you will need to complete international online sales and explain how to integrate that information in your sales fulfillment process. 2:00 – 3:00 p.m. CST. Fee: \$55. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07efvsnra9afb8f215&oseq=&c=&ch=>.
- Dec. 13 ***GLOBAL OPPORTUNITIES 2019 & THE TRUTH ABOUT INTERNATIONAL TRADE.*** Holiday Social and program sponsored by the Metropolitan Milwaukee Association of Commerce's World Trade Association. Speakers include **Ulice Payne**, President, Addison-Clifton, LLC, and **Katy Sinnott**, Vice President of International Business Development, Wisconsin Economic Development Corporation. 5:00 – 7:30 p.m., MMAC, 756 North Milwaukee Street, Suite 400, Milwaukee, WI. WTA Members - \$40; Non-members - \$60. For information & registration, please see: <http://web.mmac.org/events/WTA-Holiday-Social-Global-Opportunities-2019-2134/details>.
- Dec. 14 ***PREPARING FOR A BSA/OFAC REGULATORY EXAMINATION.*** Webinar, sponsored by ComplianceOnline, will address steps a company can take in advance to optimize the progress of a BSA/OFAC regulatory examination, including guidelines for positively and accurately representing your AML and OFAC programs to regulators for the most efficacious outcome. 1:00 – 2:00 p.m. CST. Fee: \$149. For information & registration, please see: <https://www.complianceonline.com/preparing-for-a-bsa-ofac-regulatory-examination-webinar-training-703554-prdw>.
- 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. 17 **GLOBALIZE YOUR WEBSITE.** Webinar, sponsored by the World Trade Research Institute, will provide you with many tools and resources for updating your website and increasing your international sales. 10:00 – 11:00 a.m. CST. Fee: \$55. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07efvsnrdfefafa8a19&oseq=&c=&ch=>.
- 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. 19 **EXPORTING TO BRAZIL.** Webinar, sponsored by the World Trade Research Institute, will cover the opportunities and challenges that companies may face in Brazil and will include strategies for entering the market. 10:00 – 11:00 a.m. CST. Fee: \$55. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07efvsnrh535ef538c&oseq=&c=&ch=>.
- Dec. 19 **EUROPEAN PROFESSIONALS NETWORKING COCKTAIL.** Event sponsored by the French-American Chamber of Commerce Chicago and the German-American Chamber of Commerce, Midwest in partnership with: Advantage Austria; Danish-American Chamber of Commerce-Midwest; Dutch-American Chamber of Commerce; Finnish-American Chamber of Commerce; Italian-American Chamber of Commerce; Latvian-American Chamber of Commerce; Norwegian-American Chamber of Commerce; Polish-American Chamber of Commerce; Swedish-American Chamber of Commerce; & the Trade Commission of Spain. 5:30 – 7:30 p.m., Potter's Burger Bar, 17 East Monroe Street, Chicago. Members of sponsoring organizations - \$15; Non-members - \$25. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07efqsq785af3b1ed6&oseq=&c=&ch=>.

- 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. 18 **CENTRAL ASIA'S ROLE IN WORLD ENERGY.** Energy Security seminar sponsored by the Central Asian Productivity Research Center with support from the Consulate General of the Republic of Turkey. Topics include: *Overview of Central Asian Energy Resources; Sustainability in the Energy Industry; Opportunities in Global Renewable Energy; Energy Prices and Risks.* 10:30 a.m. – 12:00 p.m., Consulate General of the Republic of Turkey, 455 North Cityfront Plaza Drive, Suite 2900, Chicago. No charge; advance registration required. For information & registration, please e-mail: lepinske@sbcglobal.net.
- 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. 28 **AMERICA FIRST MEETS MEXICO FIRST?** Program sponsored by The Chicago Council on Global Affairs. Presentations by **Antonio Ortiz-Mena**, Senior Vice President, Albright Stonebridge Group, and **Andrew Selee**, President, Migration Policy Institute; Former Executive Vice President, Woodrow Wilson International Center for Scholars. 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/america-first-meets-mexico-first>.
- 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 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 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. 20 **CHICAGO'S INTERNATIONAL TRADE COMMISSIONERS: WHAT THEY DO, AND WHAT THEY CAN DO FOR YOU**. Panel discussion and networking reception sponsored by the **International Trade Association of Greater Chicago** in collaboration with the **Chicago International Trade Commissioners' Association (CITCA)** and SelectChicago. Collectively, the 50 CITCA members (from more than 40 countries) represent a wealth of international business expertise as they seek to promote bilateral trade & investment opportunities between their respective countries and the Midwest. The purpose of this meeting is for select CITCA members to describe their role and to advise on how best the Midwest business community can utilize them as resources. Panelists include: **Jose Luis Cabascango**, Trade Commissioner, Trade Office of **Ecuador**; **Dr. John Gatto**, President, FrankfurtRheinMain Corporation (**Germany**); **Winchell Cheung**, Director, Midwest, **Hong Kong** Trade Development Council; **Marco Saladini**, Trade Commissioner, **Italian** Trade Agency. Following the panel discussion there will be a networking reception with the panelists and many other CITCA members to promote a clearer understanding of what they can do for your international business. 3:00 – 6:00 p.m., Carlucci Rosemont, 6111 North River Road, Rosemont, IL. ITA/GC & CITCA Members - \$25; Non-members - \$50. For information & registration, please e-mail: rsvp@itagc.org.

- Mar. 24 - **TRADE MISSION TO SOUTHERN CONE REGION.** The United States Department of Commerce, International Trade Administration is organizing this trade mission to Argentina, Uruguay, Paraguay, Bolivia and Chile (Southern Cone Region) that will include the Trade Americas – Business Opportunities in the Southern Cone Region Conference in Buenos Aires, Argentina. Mission participants will attend a mission briefing and will engage in one-on-one consultations with U.S. and Foreign Commercial Service (US&FCS) Commercial Officers and/or Economic/Commercial Officers from U.S. Embassies in the Southern Cone Region. The mission is open to U.S. companies from a cross section of industries with growing potential in the Southern Cone Region, but is focused on U.S. companies representing best prospects sectors such as: infrastructure and construction; architecture services; engineering services; construction equipment; building products; airports; ports; transportation; housing; environmental technologies; safety & security; energy & oil & gas; mining equipment; medical equipment; aerospace & defense; ICT & digital services; and logistics. For information & an application, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=38696&InputType=EVENT.
- Mar. 24 - **TRADE MISSION TO BRAZIL & COLOMBIA.** Organized by the Great Lakes St. Lawrence Governors and Premiers, this trade mission is for multi- sector companies looking to expand and grow sales in South America. The mission delegation will make stops in Brazil and Colombia. Each mission participant will receive a customized schedule of B2B meetings to meet with prospective customers, distributors and/or business partners. Participants will also benefit from networking events and logistical support provided by the GSGP Trade Offices. Grant funding is available for eligible Illinois companies to offset travel and participation costs. Registration deadline: **January 22**. For more information, please see: <http://www.gsgp.org/projects/international-trade/trade-missions/brazil-colombia-trade-mission-2019/>.
- 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
12 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
17 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
May 2 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>.
- 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 - **GLOBAL SUPPLY CHAIN MANAGEMENT: BEST PRACTICES IN IMPORT AND EXPORT**
11 **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. Course includes new content on *Guidance on Mitigating the Impact of the 232 and 301 Tariffs.* 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 - **EXPO PACK (GUADALAJARA).** Illinois small businesses are invited to join the Illinois Department of
13 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
21 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
12 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.**
27 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.