



The
International
Trade Association
of Greater Chicago

ILLINOIS INTERNATIONAL BUSINESS CALENDAR

February 4, 2019

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

- Feb. 14 ***THE MIDDLE EAST: BUSINESS OPPORTUNITIES IN TURBULENT TIMES.*** Special luncheon & business briefing sponsored by the **International Trade Association of Greater Chicago**. Presentation by **Sherwin Pomerantz**, Regional Director, Middle East Office, Illinois Office of Trade & Investment, who will provide insights on: *Doing business in Israel; Key industries: from pharma and high tech to agri-food; Finding the right local partners; Case studies and best practices: successful exporters to the region.* 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_10769.pdf, or e-mail: rsvp@itagc.org.
- 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: **Beatriz Vivas**, Consul General of **Argentina**; **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 see: http://calendar.itagc.org/docs/ITAGC_Calendar_10759.pdf; or e-mail: rsvp@itagc.org.

FEATURED ITA/GC PROGRAMS

April 17 **MARKETING STRATEGIES FOR GLOBAL TRADE SHOWS: ONE SIZE DOES NOT FIT ALL.**
Luncheon program sponsored by the International Trade Association of Greater Chicago.
Presentation by **Larry Kulchawik**, Author, *Trade Shows from One Country to the Next*, who will examine three critical areas when planning for a trade show abroad: Rules & regulation differences; Exhibit design style; Cultural differences when engaging with a global buyer. 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_10852.pdf; or e-mail: rsvp@itagc.org.

Of Note:

Legal Changes Required to Implement USMCA: On January 29 U.S. Trade Representative Robert Lighthizer submitted to Congress a description of changes to existing laws required to bring the U.S. into compliance with the U.S.-Mexico-Canada Agreement (USMCA), an obligation set by Trade Promotion Authority (TPA) legislation that must be completed before the Trump administration submits to Congress any USMCA implementation bill. For the complete text: <https://www.finance.senate.gov/imo/media/doc/USMCA%20Changes%20To%20Existing%20US%20Law%20Document.pdf>.

U.S. Maritime Technology Export Initiative: The Maritime Alliance (TMA) has partnered with the International Trade Administration (ITA) at the U.S. Department of Commerce to organize an initiative to increase exports from small and medium sized maritime technology companies throughout the United States. The U.S. Maritime Technology Export Initiative (USMTEI) will focus on markets primarily in Europe and Latin America, and help offset the cost for U.S. companies to exhibit at trade shows and participate in organized trade missions. For more information and an application, please see: <https://bluetecheports.org/>.

Trade Preference Program for Nepal: In February 2016, President Obama signed the Trade Facilitation and Trade Enforcement Act into law. This legislation mandated the establishment of a trade preferences program for Nepal, intended to promote economic growth in Nepal by providing duty-free entry to the United States for certain products exported from Nepal until December 31, 2025. The list of the 77 products included in the preference program is here: <http://www.nepaltradeportal.gov.np/?r=site/display&id=173>. Also, the related exporters/producers/manufacturers of these products can be found here: http://tepc.gov.np/major_products/full_content/hand-knotted-woolen-carpet-of-nepal.

Study Global Business at the International College of Seville, Spain: Oakton Community College offers a two-week (May 18 – June 1) study abroad opportunity in Seville, Spain. The fee of \$3,128.75 will cover international airfare, tuition, housing and most meals, major field trips, site visits to businesses, required cultural activities, and health insurance. Spanish language ability is not required. Application deadline: **February 15**. For more information, please contact Lisa Cherivtch (lcherivt@oakton.edu, or 847.376.7123).

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.

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.

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 and Fall 2019 semesters 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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- Feb. 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=a07eg275ytva8728895&oseq=&c=&ch=>.
- Feb. 5 **TIPS FOR GLOBAL PROJECT MANAGEMENT.** Webinar sponsored by Global Chamber. Speakers include Dr. **Toby Malichi**, Founder, Malichi Group Worldwide, and **Brad Cartier**, Project Director, Goldratt Consulting North America. 10:00 – 11:00 a.m. CST. GC Members – No charge; Non-members - \$30. For information & registration, please see: <https://members.globalchamber.org/events/globinar-business-tips-on-global-project-management>.
- Feb. 5 **IMPORT PERMITS FOR ANIMAL AND PLANT PRODUCTS.** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will help companies understand the basics of USDA regulation, the types of permits USDA issues, commodities that require permits, and how to manage multiple agency requirements. 1:00 – 2:00 p.m. CST. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/events-Import-Permits-Animal-Plant-Products-020519.html>.
- Feb. 6 **STARTING UP AND TAKING A PERSONAL CARE PRODUCT GLOBAL.** Weggchat™, sponsored by Women Entrepreneurs Grow Global™. Hosted by **Jacqueline Smith**, CEO, Kiesque; moderated by **Laurel Delaney**, founder of GlobeTrade.com and President of Women Entrepreneurs Grow Global. Participants will learn insights, resources and tips on taking a personal care product global, including how to obtain a patent and garner phenomenal global media attention. 11:00 a.m. – 12:00 p.m. CST. No charge; Twitter account and advance registration required. For information & registration, please see: <https://womenentrepreneursgrowglobal.org/programs/weggchats/>.
- Feb. 6 **THE FALSE CLAIMS ACT (FCA) AND INTERNATIONAL TRADE.** Webinar, sponsored by ComplianceOnline, will explain the False Claims Act – and how you and your company may suffer if you or your company has or is violating federal (and state and local) law; for would-be whistleblowers, learn how you can use your knowledge to make a lot of money and help U.S. governments right wrongs. 12:00 – 1:00 p.m. CST. Fee: \$149. For information & registration, please see: <https://www.complianceonline.com/false-claims-act-and-international-trade-webinar-training-705937-prdw>.
- Feb. 6 **HOW SHOULD U.S. COMPANIES RESPOND TO THE 90-DAY U.S.-CHINA TRADE TRUCE?** Webinar workshop sponsored by the U.S.-China Chamber of Commerce. Speakers include: **Eric Rock**, Esq., Founder and Managing Partner, Rock Trade Law LLC; **Mike Cleveland**, Vice President and General Manager, Honeywell UOP; **Govind Arora**, Vice President – Worldwide Strategic Sourcing, Snap-on Incorporated; **David Newsome**, Director, Global Sourcing, NAPA Rayloc & Heavy Vehicle Parts Group. 1:30 – 2:45 p.m. CST. USCCC Members - \$25; Non-members - \$65. For information & registration, please see: www.usccc.org.

- Feb. 8 **NAVIGATE EXPORT FINANCE.** Workshop sponsored by the Illinois SBDC International Trade Center at the Industrial Council of Nearwest Chicago. Speakers include: **Ursula Wegrzynowicz**, President, EMELEV LLC; **Mike Howard**, Managing Director Central Region, Export-Import Bank of the U.S.; **Alan Lane-Murcia**, Vice President, SBA Program Manager, First American Bank. 8:30 – 10:30 a.m., ICNC, 320 North Damen Avenue, Chicago. No charge; advance registration required. For information & registration, please see: <http://events.r20.constantcontact.com/register/event?oeidk=a07efzjbh5s8fe683c0&llr=ei5vsbcab>.
- Feb. 8 **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, and discuss best practices for successfully passing an audit or becoming an Importer Self-Assessment Program (ISA) member. 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>.
- 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. 12 **EXPORT 101.** Program sponsored by the Illinois SBDC International Trade Center at the Center for Entrepreneurship, College of DuPage. Presentation will help you: Gain basic knowledge about the export process, INCOTERM, payment and much more; Learn how to look for clients in the global market; Determine if your business is ready for exporting and/ or have your mindset prepared. 10:00 a.m. – 12:00 p.m., Center for Entrepreneurship, 2525 Cabot Drive, Lisle, IL. No charge; advance registration required. For information & registration, please see: <https://ilsbdc.ecenterdirect.com/events/30695>.
- Feb. 12 **TRADE COMPLIANCE IN 2019: STRATEGIES FOR SURVIVING AND THRIVING IN A TIME OF DISRUPTION.** Luncheon program sponsored by the Madison International Trade Association. Keynote: **Alec Streeter**, Director of Global Trade Compliance, Oshkosh Corporation, followed by expert roundtables on the following subjects: *Navigating the Tariffs; The Basics of Trade Compliance Internal Audits; Global Export Control Regimes and Your Business; The Customs Broker/Freight Forwarders' View; Export Documentation and Payment Methods; Trade Compliance Violations: To Disclose or Not to Disclose?* 11:30 a.m. – 2:00 p.m., Fluno Center, 601 University Avenue, Madison, WI. MITA Members - \$35 (by February 5; \$45 thereafter); Non-members - \$50 (by February 5; \$60 thereafter). For information & registration, please see: <http://mitatrade.org/events/details/trade-compliance-in-2019-strategies-for-surviving-and-thriving-in-a-time-of>.
- Feb. 12 **FACC MONTHLY LUNCHEON.** Event sponsored by the French-American Chamber of Commerce Chicago. Presentation by **Derrick Graff**, Vice President, Business Development and Sales, Mimbus (a manufacturer of AR/VR simulators that train manual skills). 12:00 – 2:00 p.m., Chez Moi, 2100 North Halsted Street, Chicago. FACC Members - \$44; Non-members - \$55. For information & registration, please see: <http://events.r20.constantcontact.com/register/eventReg?oeidk=a07eg1ndfz6a0fb7699&oseq=&c=&ch=>
- Feb. 12 **WHAT THE U.S., CANADA AND MEXICO WANT FROM A NEW NAFTA.** Webinar, sponsored by ComplianceOnline, will discuss the issues involved in North American trade, the areas and industries that NAFTA negotiations will likely affect and how you can ready your business for a potential impact. 12:30 – 1:30 p.m. CST. Fee: \$179. For information & registration, please see: <https://www.complianceonline.com/what-the-us-canada-and-mexico-want-from-a-new-nafta-webinar-training-705575-prdw>.

- Feb. 12 **IMPORT PERMITS FOR ALCOHOL BEVERAGES.** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will help companies understand the basics of TTB regulation, the types of permits TTB issues, commodities that require permits, and how to manage multiple agency requirements. 1:00 – 2:00 p.m. CST. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/events-Import-Permits-Alcohol-Beverages-021219.html>.
- Feb. 12 **TRADE COMPLIANCE 2.0.** Program sponsored by the Madison International Trade Association. Breakout workshop topics include: *A View from the Inside: Opportunities and Challenges of an In-House Trade Compliance Manager; Export Compliance in a Time of Disruption; Internal Compliance Audits 2.0: Conducting, Preparing for, and What You Need to Know; Importing: From the Basics to Beyond.* 2:00 – 4:15 p.m. (Reception follows), Fluno Center, 601 University Avenue, Madison, WI. MITA Members - \$64; Non-members - \$74. For information & registration, please see: <http://mitatrade.org/events/details/trade-compliance-in-2019-strategies-for-surviving-and-thriving-in-a-time-of>.
- Feb. 12 **22ND ANNUAL NEW YEAR DINNER CELEBRATING THE ARRIVAL OF THE YEAR OF THE PIG.** Event sponsored by the U.S.-China Chamber of Commerce. Remarks by The Honorable **Jun Liu** (invited), Acting Consul General, Chinese Consulate in Chicago. 5:30 – 9:00 p.m., The Phoenix Restaurant, 2131 South Archer Avenue, Chicago. USCCC Members - \$60; Non-members - \$80. Advance registration required. For information & registration, please see: www.usccc.org.
- 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. 13 **INTERNATIONAL TAX: CORPORATE, INDIVIDUAL AND MOBILITY CONSIDERATIONS.** Webinar sponsored by Global Chamber. Presentation by **Rodolfo “Rudy” Paredes**, Shareholder, R&A CPAs. 10:00 – 11:00 a.m. CST. GC Members – No charge; Non-members - \$30. For information & registration, please see: <https://members.globalchamber.org/events/globinar-on-international-tax-corporate-individual-and-mobility-considerations>.
- Feb. 14 **THE MIDDLE EAST: BUSINESS OPPORTUNITIES IN TURBULENT TIMES.** Special luncheon & business briefing sponsored by the **International Trade Association of Greater Chicago**. Presentation by **Sherwin Pomerantz**, Regional Director, Middle East Office, Illinois Office of Trade & Investment, who will provide insights on: *Doing business in Israel; Key industries: from pharma and high tech to agri-food; Finding the right local partners; Case studies and best practices: successful exporters to the region.* 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_10769.pdf, or e-mail: rsvp@itagc.org.
- Feb. 14 **ASIA PACIFIC EXPORT CONTROL UPDATE 2019.** Webinar, sponsored by the Export Compliance Training Institute, is intended to help companies in the electronics, industrial manufacturing, logistics, IT, aerospace, chemical, energy, and bio-tech sectors wrap their minds (and compliance programs!) around the ever-dynamic export controls of the APAC region and provide the information and insights that will help businesses maximize their chances for all the good fortune that 2019 and the Year of the Pig is supposed to bring! 12:00 – 1:30 p.m. CST. Fee: \$195. For information & registration, please see: <https://www.learnexportcompliance.com/webinar/asia-pacific-export-control-update-2019/>.

- Feb. 14 ***TRANSFERABLE LETTERS OF CREDIT FOR EXPORT FINANCING.*** Webinar, sponsored by ComplianceOnline, will explain how to use Transferable Letters of Credit to assure payment for exports, how to apply for a Transferable Letter of Credit and what terms and conditions should be used for successful transactions. 12:00 – 1:30 p.m. CST. Fee: \$149. For information & registration, please see: <https://www.complianceonline.com/transferable-letters-of-credit-for-export-financing-webinar-training-702184-prdw>.
- Feb. 14 ***HOW TO AVOID TARIFFS, INCLUDING SECTION 301 DUTIES, ON GOODS FOR THE HANDICAPPED.*** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will review important terms and conditions related to duty-free treatment under HTSUS subheadings 9817.00.92 through 9817.00.96 and how affected companies can take advantage of it. 1:00 – 2:00 p.m. CST. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/events-Nairobi-Protocol-Webinar-021419.html>.
- Feb. 15 ***DOING BUSINESS IN THE KYRGYZ REPUBLIC.*** Direct Line webinar sponsored by the Bureau of Economic & Business Affairs, U.S. Department of State. **Donald Lu**, U.S. Ambassador to the Kyrgyz Republic, will lead a discussion on Central Asia’s “island of democracy,” including a visa-free regime, liberal legislation in support of foreign investment, and a qualified labor force. 8:00 a.m. CST. No charge; advance registration required. For information & registration, please see: <https://www.state.gov/e/eb/directline/events/288680.htm>.
- 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. 15 ***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=a07eg275yx42ca59d&oseq=&c=&ch=>.
- Feb. 16 - ***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 ***EU PRODUCT STANDARDS: HOW TO GET A CE MARK.*** Webinar, sponsored by the World Trade Research Institute, will explain the complicated process for getting a CE Mark which is required to sell your products in the European market. 10:00 – 11:30 a.m. CST. Fee: \$105. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07eg277xfm95e632d4&oseq=&c=&ch=>.
- Feb. 19 ***HARNESSING THE DRAGON: LATEST DEVELOPMENTS REGARDING ARBITRATION IN HONG KONG AND MAINLAND CHINA.*** Webinar, sponsored by Winston & Strawn, will explore the latest developments regarding arbitration in Hong Kong and in Mainland China, including a case handed down by the Court of Final Appeal and a decision of the Indian Court dealing with the split of the China International Economic and Trade Arbitration Commission, which may have an impact on the enforcement of CIETAC arbitral awards in other jurisdictions. 11:00 a.m. – 12:00 p.m. CST. No charge; advance registration required. For information & registration, please see: <https://engage.vevent.com/index.jsp?eid=8338&seid=44>.
- 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. 19 ***EU MEDICAL DEVICE REGULATION (MDR) – UPDATED CE MARKING PROCESS AND ISO 13485:2016 EXPECTATIONS.*** Webinar, sponsored by ComplianceOnline, will provide specific insights from direct involvement and work within the EU and the Commission's major improvement objectives to their system today. 12:00 – 1:30 p.m. CST. Fee: \$229. For information & registration, please see: <https://www.complianceonline.com/eu-medical-device-regulation-ce-marking-process-and-iso-13485-2016-webinar-training-705801-prdw>.
- Feb. 20 ***GLOBAL TRADE AUTOMATION.*** Program sponsored by the Midwest Global Trade Association. Presentation by **Doug Whitman**, BT GTS Global Process Lead, 3Mm who will address: building a business case to get others on board; implementing the right system; and analyzing cost savings, risk reduction and program efficiency. 8:00 – 11:00 a.m., 3M, 2326 Minnehaha Avenue East, St Paul, MN. MGTA Members - \$50; Non-members - \$75. For information & registration, please see: <https://www.mgta.org/events/EventDetails.aspx?id=1191994&group=>.
- 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 ***BLOCKCHAIN IN THE DIGITAL SUPPLY WORLD.*** Executive Briefing and luncheon program sponsored by the U.S. – Mexico Chamber of Commerce, Mid-America Chapter, and the Traffic Club of Chicago. Keynote: **George Abernathy**, Chief Revenue Officer, Freightwaves. Other speakers and panelists include representatives from IBM, the Blockchain in Transportation Alliance, and Caterpillar. 10:00 a.m. – 3:00 p.m., DePaul Center, 1 East Jackson Boulevard., Chicago. USMCoC and TCC Members - \$65; Non-members - \$75. For information & registration, please see: <https://www.usmcoema.org/events>.

- Feb. 20 ***HOW TO EVALUATE SUPPLIER RISK: A PRACTICAL APPROACH TO GLOBAL SUPPLIER RISK MANAGEMENT.*** Webinar, sponsored by RapidRatings, will address why you should be making supply chain resilience a priority and how to create an actionable supplier risk management program. 10:00 – 11:00 a.m. CST. No charge; advance registration required. For information & registration, please see: <https://fhr.rapidratings.com/evaluate-supplier-risk-webinar>.
- Feb. 20 ***INTERNATIONAL TRADE FINANCE: GETTING PAID.*** Webinar, sponsored by the World Trade Research Institute, will explain the range of payment methods used in international transactions to reduce risk, and will help you evaluate which is best whether you are a buyer or seller. 10:00 – 11:00 a.m. CST. Fee: \$55. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07eg27ai5r72482115&oseq=&c=&ch=>.
- Feb. 20 ***LOCALIZATION, LANGUAGE AND MOBILITY IN EUROPE.*** Webinar sponsored by Global Chamber. Speakers include: **Clivia Bettelli Baskin**, CEO & Founder, Place2Place; **Cyle Adair**, Director of Business Development, InWhatLanguage; **Florian Auckenthaler**, Founder, DesigningIT. 10:00 – 11:00 a.m. CST. GC Members – No charge; Non-members - \$30. For information & registration, please see: <https://members.globalchamber.org/events/globinar-on-cross-cultural-localization-language-and-mobility>.
- Feb. 20 ***FATCA – THE FOREIGN ACCOUNTS TAX COMPLIANCE ACT.*** Webinar, sponsored by ComplianceOnline, will explain the reporting and withholding obligations to avoid huge penalties that can accrue for noncompliance. 11:00 a.m. – 12:30 p.m. CST. Fee: \$199. For information & registration, please see: <https://www.complianceonline.com/complying-with-fatca-the-foreign-accounts-tax-compliance-act-webinar-training-703242-prdw>.
- 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. 20 ***THE “NEW NAFTA”: THE USMCA.*** Webinar, sponsored by ComplianceOnline, will cover the biggest changes in agricultural, manufactured products, labor conditions, digital trades area and how to qualify your products, certifications, and filings. 12:00 – 1:00 p.m. CST. Fee: \$149. For information & registration, please see: <https://www.complianceonline.com/the-new-nafta-usmca-webinar-training-705941-prdw>.
- Feb. 20 ***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, Palmer House Hilton, 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=a07eg0syghg4a374ebe&oseq=&c=&ch=>.

- Feb. 20 ***SUCCEEDING AT TRADE IN AN ERA OF TRADE TENSIONS.*** Dinner program sponsored by the Minnesota China Business Council. Panelists include: **Tom Hanson**, Diplomat in Residence, University of Minnesota and former U.S. Diplomat; **Ben Baker**, Vice President Global Sourcing, Blu Dot; **Chad Laden**, Regional Vice President of Operations, Global Transportation Services, Inc.; **Sue Ye**, Chief Economist and Director of Market Research, Minnesota Department of Agriculture; **Larry Mahoney**, CEO and Founder, Asia Direct Resource. 5:30 – 8:30 p.m., Metropolitan Ballroom, 5418 Wayzata Boulevard, Golden Valley, MN. Fee: \$45. For information & registration, please see: <https://www.minnesotachinabusinesscouncil.org/seminar-events/2019/2/20/succeeding-at-trade-in-an-era-of-trade-tensions>.
- Feb. 21 ***TAKING THE MYSTIQUE OUT OF LETTERS OF CREDIT.*** Workshop sponsored by the Midwest International Trade Association. Presentation by **Roy Becker**, Owner of Roy Becker Seminars, Corporate Trainer/Consultant on International Trade, who will teach companies who import and export how to mitigate their risk and improve cash flow. 8:00 a.m. to 4:00 p.m., Tiburon Golf Course Clubhouse, 10302 South 168th Street, Omaha, NE. Fee: \$75. For information & registration, please see: <http://mitaonline.org/events/taking-mystique-letters-credit/>.
- 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. 21 ***EXPORT CONTROLS AND ENFORCEMENT.*** Workshop sponsored by the Illinois SBDC International Trade Center at the College of Lake County. Presentation by **Peter Zube**, Special Agent, Chicago Field Office, Office of Export Enforcement (OEE), Bureau of Industry and Security (BIS), U.S. Department of Commerce. Topics include: *Export enforcement including the export control and enforcement community; Identifying red flags; Best practices for export compliance; Reporting and disclosing potential violations of the Export Administration Regulations (EAR).* 11:00 a.m. – 1:30 p.m., College of Lake County - Southlake Campus, 1120 South Milwaukee Avenue, Room V328, Vernon Hills, IL. Fee: \$30. For information & registration, please see: <https://www.eventbrite.com/e/export-controls-and-enforcement-spring-2019-tickets-50918022175>.
- Feb. 21 ***HOT TOPICS IN US SANCTIONS: RECENT ENFORCEMENT AND COMPLIANCE BEST PRACTICES.*** Webinar, sponsored by the Export Compliance Training Institute, will provide valuable insight on the current state of U.S. sanctions, along with practical advice for complying with sanctions both now and in the future. 12:00 – 1:30 p.m. CST. Fee: \$195. For information & registration, please see: <https://www.learnexportcompliance.com/webinar/hot-topics-in-us-sanctions-recent-enforcement-and-compliance-best-practices/>.
- 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 ***THE GLOBAL COMMITMENT TO SUSTAINABLE DEVELOPMENT.*** Symposium sponsored by The Chicago Council on Global Affairs. Speakers include: **Ertharin Cousin**, Distinguished Fellow, Global Food and Agriculture; **Dan Glickman**, Distinguished Fellow, Global Food and Agriculture Program; **Kaoru Nemoto**, Director, United Nations Information Centre, Tokyo; **Takao Toda**, Vice President, Human Securities and Global Health, Japan International Cooperation Agency. 8:30 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/symposium-global-commitment-sustainable-development>.
- Feb. 22 ***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 opportunity. 10:00 – 11:00 a.m. CST. Fee: \$55. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07eg27aim4ea5a48bb&oseq=&c=&ch=>.
- Feb. 22 ***TIPS FOR EVERY IMPORTER: THE BASICS OF IMPORTING.*** Webinar, sponsored by ComplianceOnline, will help you understand the basics of importing and discuss how to create and maintain an import compliance program and implement mandatory internal controls. 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>.
- 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. 25 ***HOW TO EMPLOY TALENT IN CHINA – WITH OR WITHOUT AN ON THE GROUND STRUCTURE.*** Webinar, sponsored by Woodburn Accountants & Advisors, will examine how to develop a structure on the ground to hire local and foreign employees. 3:30 – 4:30 a.m. CST. No charge; advance registration required. For information & registration, please see: <https://www.woodburnglobal.com/events>.
- Feb. 25 ***EXPORT CONTROLS & COMPLIANCE.*** Webinar, sponsored by the World Trade Research Institute, will cover U.S. export controls including Export Administration Regulations, ITAR, and Trade Sanctions. 10:00 – 11:00 a.m. CST. Fee: \$55. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07eg27aimw9c8b7a77&oseq=&c=&ch=>.
- Feb. 25 ***HOW TO FIND THE RIGHT PEOPLE FOR A SUCCESSFUL SALES ORGANIZATION IN CHINA.*** Webinar, sponsored by Woodburn Accountants & Advisors, will present the ingredients to a successful recruitment of the top sales person for your Chinese organization as well as the pitfalls that might happen along the way; we will highlight salary ranges so that you are aware when to accept an offer and when to keep on searching for more cost-effective candidates. 7:30 – 8:30 p.m. CST. No charge; advance registration required. For information & registration, please see: <https://www.woodburnglobal.com/events>.

- 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. 26 **EXPORT STRATEGIC PLANNING.** Program sponsored by the Illinois SBDC International Trade Center at the Center for Entrepreneurship, College of DuPage. Presentation will address building an export plan from scratch to get you started on your own export plan. 10:00 a.m. – 12:00 p.m., Center for Entrepreneurship, 2525 Cabot Drive, Lisle, IL. No charge; advance registration required. For information & registration, please see: <https://ilsbdc.ecenterdirect.com/events/30698>.
- Feb. 26 **HANDLING VOLUNTARY DISCLOSURES AND INTERNAL INVESTIGATIONS.** Webinar, sponsored by the Export Compliance Training Institute, is intended to bring organizations up-to-speed on administering an effective compliance program and how to deal with the voluntary disclosure process before DDTC and BIS. 12:00 – 1:30 p.m. CST. Fee: \$195. For information & registration, please see: <https://www.learnexportcompliance.com/webinar/handling-voluntary-disclosures-and-internal-investigations/>.
- Feb. 26 **HOW TO HIRE THE RIGHT PLANT MANAGER TO ENSURE A SMOOTH PRODUCTION FACILITY [IN CHINA].** Webinar, sponsored by Woodburn Accountants & Advisors, will provide tips on how you can ensure ending up with two great fit candidates instead of having only one mediocre plant manager you are forced to hire because you have run out of time. 11:30 p.m. – 12:30 a.m. (Feb. 27) CST. No charge; advance registration required. For information & registration, please see: <https://www.woodburnglobal.com/events>.
- 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. 27 **ADVANCED MANUFACTURING PROCUREMENT: EXPAND YOUR BUSINESS IN CROATIA.** Webinar, sponsored by the U.S. Commercial Service, will allow you to gain an understanding of of select Croatian companies' processes and opportunities for lasting business relationship to become their supplier. 10:00 a.m. CST. Fee: \$25. For information & registration, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=39119&InputType=EVENT.

- Feb. 27 ***CORNERSTONES OF ITAR COMPLIANCE: CONTROLLED ITEMS, ACTIVITIES & TECHNICAL DATA.*** Webinar, sponsored by the Export Compliance Training Institute, will guide you through the questions, and possible issues, you need to address when you are determining how the International Traffic in Arms Regulations (ITAR) apply to an activity you may be looking to proceed with. 12:00 – 1:30 p.m. CST. Fee: \$195. For information & registration, please see: <https://www.learnexportcompliance.com/webinar/cornerstones-of-itar-compliance-controlled-items-activities-technical-data/>.
- Feb. 27 ***TRADE IN TURMOIL [MONTHLY UPDATE].*** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will provide an update on the latest trade policy developments and predictions on what we can expect in the near future. 1:00 – 1:30 p.m. CST. Fee: \$50. For information & registration, please see: <https://www.strtrade.com/events-Trade-In-Turmoil-Update-022719.html>.
- Feb. 28 ***INDIVIDUAL INCOME TAX REFORM [IN CHINA].*** Webinar, sponsored by Woodburn Accountants & Advisors, will discuss the reforms, their broad impact, the challenges faced by individual taxpayers as well as enterprises, and what individuals and companies can do to prepare for the upcoming changes. 3:30 – 4:30 a.m. CST. No charge; advance registration required. For information & registration, please see: <https://www.woodburnglobal.com/events>.
- 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>.
- Feb. 28 ***FOREIGN DIRECT INVESTMENT WORKSHOP (FDI 101).*** Program sponsored by SelectChicago®. Come find out what over 28 Chicago area communities did to increase their business recruitment and expansion through Foreign Direct Investment (FDI) in 2018 and how SelectChicago can help attract FDI throughout Chicagoland. 8:30 – 11:30 a.m., The Enclave for Entrepreneurs, 75 Turner Avenue, Elk Grove Village, IL. SC Members – No charge; Non-members - \$25; At the door - \$35. For information & registration, please see: https://www.eventbrite.com.au/e/foreign-direct-investment-workshop-fdi-101-tickets-55054426271?aff=2ae32390f4&mc_eid=1385197cd5&mc_cid=302f516475.
- Feb. 28 ***WHAT DOES THE USMCA MEAN TO IMPORTERS?*** Workshop sponsored by the International Trade Club of Chicago. Presentation by **Lawrence M. Friedman**, Barnes, Richardson & Colburn, LLP, who will review the changes that are most likely to impact importers and brokers. 9:00 – 11:00 a.m., Wintrust Financial Corp, 9700 West Higgins Road, 2nd FL, Rosemont, IL. ITCC Members - \$60; Non-members - \$95. For information & registration, please see: <https://itcc.wildapricot.org/event-3242373>.
- Feb. 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=a07eg27aioc7df98471&oseq=&c=&ch=>.
- Feb. 28 ***THE FUNDAMENTALS OF PRODUCT CLASSIFICATION.*** Webinar, sponsored by the Export Compliance Training Institute, will address the differences behind Commodity Jurisdiction determinations and Commodity Classifications and will help you create effective processes to classify and document product classifications. 12:00 – 1:30 p.m. CST. Fee: \$195. For information & registration, please see: <https://www.learnexportcompliance.com/webinar/the-fundamentals-of-product-classification/>.

- Feb. 28 **COUNTRY OF ORIGIN MARKING FOR IMPORTS/EXPORTS.** Webinar, sponsored by ComplianceOnline, will focus on regulations that apply to most goods imported into the United States and illustrate them with examples; it will also address country of origin marking for exports from the United States to other countries. 12:00 – 1:00 p.m. CST. Fee: \$149. For information & registration, please see: <https://www.complianceonline.com/marketing-requirements-for-us-imports-exports-rules-of-origin-exempt-articles-webinar-training-704785-prdw>.
- Feb. 28 **MITIGATING THE RISK OF SUPPLY CHAIN DISRUPTION IN CHINA.** Webinar, sponsored by East West Associates, will provide companies with a comprehensive understanding of the current threats to their supply chain and a detailed explanation of the best strategies to mitigate the risk of supply chain disruption in China. 1:00 p.m. CST. No charge; advance registration required. For information & registration, please see: <https://eastwestassoc.us/supply-chain-webinar/>.
- Feb. 28 **FOREIGN INVESTMENT REVIEWS: WHAT CFIUS' EXPANDED POWERS MEAN FOR YOU.** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will describe the expanded powers of CFIUS under the 2018 Foreign Investment Risk Review Modernization Act, and examine how they may impact those involved in international trade and commerce. 1:00 – 2:00 p.m. CST. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/events-What-CFIUS-Expanded-Powers-Mean-for-You-022819.html>.
- Mar. 1 **THE BEST INCOTERMS – MITIGATING YOUR LIABILITY WHEN IMPORTING OR EXPORTING.** Quarterly Compliance Roundtable sponsored by the Metropolitan Milwaukee Association of Commerce's World Trade Association. Presentations by **Margaret Lange**, Compliance Director, LCB, CCS, and **Brian Shea**, Export Manager, TSA Security Coordinator and IATA Hazmat Certified. 8:00 – 10:00 a.m., M.E. Dey & Company Inc., 700 West Virginia Street, 3rd Floor, Milwaukee, WI. WTA Members - \$20; Non-members - \$35. For information & registration, please see: <http://web.mmac.org/events/WTA-Quarterly-Compliance-Roundtable-2197/details>.
- 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. 6 ***CORNERSTONES OF ITAR COMPLIANCE: REGISTRATION, EMPOWERED OFFICIALS & EXEMPTIONS.*** Webinar, sponsored by the Export Compliance Training Institute, will address: registering with the State Department; what it means to be an empowered official and what the ITAR requires of those in the role; ITAR exemptions. 12:00 – 1:30 p.m. CST. Fee: \$195. For information & registration, please see: <https://www.learnexportcompliance.com/webinar/cornerstones-of-itar-compliance-registration-empowered-officials-exemptions/>.
- 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. 12 ***EXPORT 101.*** Program sponsored by the Illinois SBDC International Trade Center at the Center for Entrepreneurship, College of DuPage. Presentation will help you: Gain basic knowledge about the export process, INCOTERM, payment and much more; Learn how to look for clients in the global market; Determine if your business is ready for exporting and/ or have your mindset prepared. 10:00 a.m. – 12:00 p.m., Center for Entrepreneurship, 2525 Cabot Drive, Lisle, IL. No charge; advance registration required. For information & registration, please see: <https://ilsbdc.ecenterdirect.com/events/30696>.
- Mar. 12 ***FROM METALS TO MILK: THE IMPACT OF TRADE POLICY ON WISCONSIN BUSINESS.*** Luncheon program sponsored by the Madison International Trade Association. Presentations by: **Kelsey Murphy**, Compliance Counsel, Modine Manufacturing, and **Shawna Morris**, Vice President, Trade Policy, U.S. Dairy Export Council. 11:30 a.m. – 2:00 p.m., Fluno Center, 601 University Avenue, Madison, WI. MITA Members - \$35 (by March 5; \$45 thereafter); Non-members - \$50 (by March 5; \$60 thereafter). For information & registration, please see: <http://mitatrade.org/events/details/from-metals-to-milk-the-impact-of-trade-policy-on-wisconsin-business>.
- Mar. 13 ***CORNERSTONES OF ITAR COMPLIANCE: LICENSES & AGREEMENTS.*** Webinar, sponsored by the Export Compliance Training Institute, will address the Department of State's licenses and agreements, including Technical Assistance Agreements (TAA), Manufacturing License Agreements (MLA), and the Warehouse and Distribution Agreement (WDA). 12:00 – 1:30 p.m. CST. Fee: \$195. For information & registration, please see: <https://www.learnexportcompliance.com/webinar/cornerstones-of-itar-compliance-licenses-agreements/>.
- Mar. 14 ***NAFTA-USMCA UPDATES.*** Workshop sponsored by the Illinois SBDC International Trade Center at the College of Lake County. Presentation by **Lisa Victoria Waller**, Vice President and Co-owner, BDG International, Inc., who will help you analyze your current practices and maintain proper export documentation and shipping processes to Mexico and Canada. 11:00 a.m. – 12:30 p.m., College of Lake County - Southlake Campus, 1120 South Milwaukee Avenue, Room V328, Vernon Hills, IL. Fee: \$30. For information & registration, please see: <https://www.eventbrite.com/e/nafta-usmca-updates-spring-2019-tickets-52052671943>.
- Mar. 18 - 22 ***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. 19 **HOW TO ACCESS THE HEALTHCARE MARKET IN BRAZIL.** Webinar, sponsored by the U.S. Commercial Service, will address the new government’s plan to invest billions in healthcare expansion, mostly in: data management; services; prevention; senior care; diagnostics; chronic disease treatment; and professional education. 12:00 – 1:00 p.m. CST. Fee: \$25. For information & registration, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=39173&InputType=EVENT.
- 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 **CORNERSTONES OF ITAR COMPLIANCE: ADMINISTRATION, DOCUMENTATION & SHIPPING.** Webinar, sponsored by the Export Compliance Training Institute, will address the specific actions you need to take when you export hardware under a license, hardware under an exemption, or if you are exporting data under a license, agreement, or exemption. 12:00 – 1:30 p.m. CST. Fee: \$195. For information & registration, please see: <https://www.learnexportcompliance.com/webinar/cornerstones-of-itar-compliance-administration-documentation-shipping/>.

- 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: **Beatriz Vivas**, Consul General of **Argentina**; **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 see: http://calendar.itagc.org/docs/ITAGC_Calendar_10759.pdf.
- Mar. 21 ***WATER INDUSTRY WORKSHOP AND PROCUREMENT SEMINAR WITH THE WORLD BANK.*** Event sponsored by the U.S. Commercial Service Wisconsin, The Water Council, and the Wisconsin Economic Development Corporation. In addition to learning about water-related procurement opportunities through World Bank-financed projects and recent World Bank procurement reforms, water industry sub-sector roundtables will be offered with World Bank officials. Roundtable participants will help identify recurring procurement problems in Bank-financed projects in the water sector and suggest solutions to achieve improved procurement and development outcomes. One-on-one meeting opportunities will be available in the afternoon with World Bank officials, The Water Council, Wisconsin Economic Development Corporation, and U.S. Commercial Service representatives. 8:00 a.m. – 4:00 p.m., Badger Meter Inc., 4545 West Brown Deer Road, Milwaukee, WI. No charge; advance registration required. For information & registration, please see: <https://www.eventbrite.com/e/water-industry-workshop-and-procurement-seminar-with-the-world-bank-registration-53968845269>.
- Mar. 24 - 29 ***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. 26 **TRADE FINANCE & FOREIGN EXCHANGE.** Program sponsored by the Illinois SBDC International Trade Center at the Center for Entrepreneurship, College of DuPage. Presentations by **Angie Kappel**, Vice President Foreign Exchange, Associated Bank, and **Paul Eversman**, Vice President Foreign Exchange & Trade Finance, Associated Bank. 10:00 a.m. – 12:00 p.m., Center for Entrepreneurship, 2525 Cabot Drive, Lisle, IL. No charge; advance registration required. For information & registration, please see: <https://ilsbdc.ecenterdirect.com/events/30686>.
- 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. 2 **EXPORTING 101.** Workshop sponsored by the Illinois SBDC International Trade Center at the College of Lake County. Presentation by **Jong Hyoung (Kevin) Kim**, International Trade Specialist, Illinois SBDC International Trade Center at the College of Lake County, who will provide an entry-level overview of the requirements, procedures and best practices for a successful exporting program. 11:30 a.m. – 1:00 p.m., College of Lake County - Grayslake Campus, 19351 West Washington Street, Room E118, Grayslake, IL. Fee: \$20. For information & registration, please see: <https://www.eventbrite.com/e/exporting-101-spring-2019-tickets-51781840880>.
- Apr. 6 - **HEALTHCARE TECHNOLOGIES AND SERVICES TRADE MISSION TO SAUDI ARABIA, KUWAIT,**
11 **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. 9 **EXPORT 101.** Program sponsored by the Illinois SBDC International Trade Center at the Center for Entrepreneurship, College of DuPage. Presentation will help you: Gain basic knowledge about the export process, INCOTERM, payment and much more; Learn how to look for clients in the global market; Determine if your business is ready for exporting and/ or have your mindset prepared. 10:00 a.m. – 12:00 p.m., Center for Entrepreneurship, 2525 Cabot Drive, Lisle, IL. No charge; advance registration required. For information & registration, please see: <https://ilsbdc.ecenterdirect.com/events/30697>.
- 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>.
- April 17 **MARKETING STRATEGIES FOR GLOBAL TRADE SHOWS: ONE SIZE DOES NOT FIT ALL.** Luncheon program sponsored by the International Trade Association of Greater Chicago. Presentation by **Larry Kulchawik**, Author, *Trade Shows from One Country to the Next*, who will examine three critical areas when planning for a trade show abroad: Rules & regulation differences; Exhibit design style; Cultural differences when engaging with a global buyer. 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_10852.pdf; or e-mail: rsvp@itagc.org.
- Apr. 23 **NEW NAFTA 2.0 – USMCA.** Program sponsored by the Illinois SBDC International Trade Center at the Center for Entrepreneurship, College of DuPage. Presentation by **Lisa Victoria Waller**, Vice President and Co-owner, BDG International, Inc., who will discuss: USMCA vs. NAFTA; Rules to qualify and classify products; NAFTA Certificate of Origin; Best practices of maintaining proper export documents and shipping process. 10:00 a.m. – 12:00 p.m., Center for Entrepreneurship, 2525 Cabot Drive, Lisle, IL. No charge; advance registration required. For information & registration, please see: <https://ilsbdc.ecenterdirect.com/events/30687>.

- 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. 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 - 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 - 21 **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/FOMA2019.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.