



The
**International
Trade Association**
of Greater Chicago

ILLINOIS INTERNATIONAL BUSINESS CALENDAR

April 8, 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

- 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. 30 **STOPFAKES ROADSHOW.** Event organized by the U.S. Department of Commerce, sponsored and hosted by K&L Gates LLP, and supported by the: Illinois District Export Council; Illinois Office of Trade & Investment; **International Trade Association of Greater Chicago**; Organization of Women in International Trade; Women Entrepreneurs Grow Global. Experts from multiple government agencies will deliver critical information about intellectual property to audiences that need it most – start-ups, entrepreneurs, small and medium-sized businesses, independent creators, and inventors. Participants will receive information on a range of topics, including: identifying and protecting their various intellectual property assets; mechanisms for obtaining IP protection in overseas markets; strategies for determining where to seek protection; and the value of copyright and trade secrets protection to their businesses. Presentations will also address how to combat counterfeits on international e-commerce sites and what additional government resources are available to help U.S. business bolster intellectual property protections. 8:30 a.m. – 5:00 p.m., K&L Gates, 70 West Madison Street, Chicago. Fee: \$45. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=9QE9>.
- May 15 **BUILDING THE KIND OF INTERNATIONAL DISTRIBUTION ORGANIZATION THAT DRIVES 4-DIGIT GROWTH.** Luncheon program sponsored by the **International Trade Association of Greater Chicago**. Presentation by **Zach Selch**, Vice President, Global Sales, Pharmajet Corp., who will distill 30 years of experience to give you some practical, actionable tools that you can take away and use tomorrow to grow your international sales. 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_11005.pdf; or e-mail: rsvp@itagc.org.

FEATURED ITA/GC PROGRAM

June 26 **TRADE IN THE TRENCHES.** Breakfast Roundtable sponsored by the **International Trade Association of Greater Chicago.** Please join us for an informal, enlightened discussion of trade issues and remedies. 7:00 – 9:00 a.m., Comfort Inn O’Hare/Des Plaines, 2175 East Touhy Avenue, Des Plaines, IL. ITA/GC Members - \$20; Non-members - \$30. For information & registration, please see: http://calendar.itagc.org/docs/ITAGC_Calendar_11004.pdf, or e-mail: rsvp@itagc.org.

Of Note:

Ursula Wegrzynowicz/Emelev is EXIM’s New Broker of the Year: ITA/GC Board member **Ursula Wegrzynowicz**, founder of Emelev, LLC, received the New Broker of the Year award at the Export-Import Bank of the United States’ 2019 Annual Conference on March 29. Emelev is an export-focused company providing trade finance, risk management, and advisory services to U.S. small and medium-sized companies (SMEs) seeking to grow through exporting. Emelev currently serves clients in Illinois and the surrounding states. In the first eight months since becoming a registered EXIM broker, Emelev facilitated an impressive number of EXIM Express, multi-buyer, and single-buyer policies. Nearly all of the insured businesses are new to EXIM. *Congratulations, Ursula, from your ITA/GC colleagues on this well-deserved honor!* Ms. Wegrzynowicz can be reached at: ursula@emelevllc.com.

Global Trade Growth Loses Momentum as Trade Tensions Persist: World trade will continue to face strong headwinds in 2019 and 2020 after growing more slowly than expected in 2018 due to rising trade tensions and increased economic uncertainty, according to the World Trade Organization. WTO economists expect merchandise trade volume growth to fall to 2.6% in 2019 – down from 3.0% in 2018. Trade growth could then rebound to 3.0% in 2020; however, this is dependent on an easing of trade tensions. See the complete report here: https://www.wto.org/english/news_e/pres19_e/pr837_e.htm.

USTR Releases 2019 National Trade Estimate Report: The Office of the U.S. Trade Representative has issued its annual National Trade Estimate report, which describes significant foreign barriers to U.S. exports of goods and services, foreign direct investment, and e-commerce as well as the actions being taken to address those barriers. The NTE report covers significant barriers, including those that may be consistent with international trade rules (e.g., very high tariffs), affecting U.S. exports to 61 countries, the European Union, Taiwan, Hong Kong, and the Arab League. The NTE is here: <https://ustr.gov/about-us/policy-offices/press-office/press-releases/2019/march/ustr-releases-2019-national-trade>.

Truck Wait Times Rise to 5 Hours as CBP Reassigns Staff on U.S.-Mexico Border: Federal officials announced the Bridge of the Americas port of entry will close to cargo shipments on Saturdays, and President Trump may decide upon further closures this week, according to Supply Chain Dive. The complete text is here: <https://www.supplychaindive.com/news/truck-wait-times-rise-US-Mexico-border-CBP/552033/>.

OPIC to Become the U.S. International Development Finance Corporation: President Trump signed the Better Utilization of Investments Leading to Development (BUILD) Act into law on October 5, 2018 to create a new federal agency to help address development challenges and foreign policy priorities of the United States. The U.S. International Development Finance Corporation (“USDFC”) will be a modern, consolidated agency that brings together the capabilities of OPIC and USAID’s Development Credit Authority, while introducing new and innovative financial products to better bring private capital to the developing world. For more information, please see: <https://www.opic.gov/build-act/overview>.

The President’s Authority to Withdraw the United States from NAFTA: On March 5 the Congressional Research Service released a report examining the President’s authority to terminate the United States’ international obligations under NAFTA without further action from Congress. The report also examines whether the NAFTA Implementation Act, the primary federal statute that implements the agreement in domestic law, would remain in effect if the President successfully terminated U.S. obligations under the agreement. In analyzing these issues, the report focuses on three related questions: (1) whether, under international law, the President may terminate U.S. international obligations under NAFTA without congressional approval; (2) whether, under domestic law, the President, relying on constitutional or statutory authority, may terminate U.S. international obligations under NAFTA unilaterally; and (3) whether the NAFTA Implementation Act would remain in effect if the President successfully terminated U.S. international obligations under the agreement. The full report is here: <https://crsreports.congress.gov/product/pdf/R/R45557>.

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- 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. 9 **UAVS AND THEIR IMPACT ON AIR CARGO.** Luncheon program sponsored by the International Air Cargo Association of Chicago. Presentation by **Ed De Reyes**, CEO, Sabrewing Aircraft Company. 11:15 a.m. – 2:00 p.m., City of Chicago Department of Aviation, 10510 West Zemke Road, Chicago. IACAC Members - \$35; Nonmembers - \$45. For information & registration, please see: <https://www.iacac.com/events/april-2019-luncheon-ed-dereyes/>.
- Apr. 9 **RUSSIA: CROSS-BORDER TRADE.** Webinar, sponsored by the U.S. Commercial Service, features representatives from one of the largest Russian e-commerce platforms, MyMall, and an innovative e-commerce project. 11:30 a.m. CDT. Fee: \$45. For information & registration, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=39364&InputType=EVENT.
- Apr. 9 **FDA REGULATIONS AND NEW LEGISLATION FOR MARKETING COSMETICS IN THE U.S.** Webinar, sponsored by ComplianceOnline, will cover FDA regulations for marketing cosmetics and help attendees learn about new proposed legislation which will place new requirements on cosmetic product marketing in the U.S. 12:00 – 1:00 p.m. CDT. Fee: \$229. For information & registration, please see: <https://www.complianceonline.com/fda-regulations-and-new-legislation-for-marketing-cosmetics-in-the-us-webinar-training-704317-prdw>.
- Apr. 9 **APPAREL CLASSIFICATION SERIES: THE BASICS.** First in a five-part series of webinars, sponsored by Sandler, Travis & Rosenberg, P.A., will review a variety of apparel samples and discuss the specific features that U.S. Customs and Border Protection focuses on when determining the correct HTS classification and duty rate. 1:00 – 2:00 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/events-Apparel-Classification-The-Basics-040919.html>.
- Apr. 9 **INTERNATIONAL JOB SEARCH: CORPORATE AND CANDIDATE PERSPECTIVES.** Program and networking sponsored by the International Executive Resource Group (IERG) – Chicago Chapter and Z.H. Island International USA. Speakers include **Betty Flasch** and **Bill Stranberg**. 5:30 – 8:00 p.m., Z.H. Island International USA, 333 South Wabash Avenue, Suite 2700, Chicago. No charge; cash bar; advance registration required. For information & registration, please see: https://www.iergonline.org/index.php?option=com_mc&view=mc&mcid=72&eventId=554559&orgId=ierg&recurringId=0.
- Apr. 10 **DOING BUSINESS IN THE ATLANTIC PROVINCES OF CANADA.** Webinar, sponsored by the U.S. Commercial Service, is designed to educate U.S. companies on market opportunities and key projects in the Atlantic Provinces in Canada. Best prospect sectors include marine technologies, port infrastructure, and architecture and engineering services. 10:00 a.m. CDT. Fee: \$35. For information & registration, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=39285&InputType=EVENT.

- Apr. 10 ***CREATING A STRONG NATURAL DEODORANT BRAND WITH WORLDWIDE APPEAL.*** Webinar sponsored by Women Entrepreneurs Grow Global. Presentation by **Sarah Ribner**, Co-founder, PiperWai, the first all-natural, charcoal-based, nontoxic deodorant. 11:00 a.m. – 12:00 p.m. CDT. No charge; advance registration required. For information & registration, please see: <https://womenentrepreneursgrowglobal.org/2019/03/15/creating-a-strong-natural-deodorant-brand-with-worldwide-appeal/>.
- Apr. 10 ***WHAT IS DRIVING THE NORDIC CYBERSECURITY MARKET IN 2019?*** Webinar sponsored by the U.S. Commercial Service. Presentations by **Jens Monrad**, Head of Intelligence, EMEA, FireEye Inc., and **Tony Kylberg**, Head of Group Security & Cyber Defense, SEB, who will share insights on threat intelligence, market trends, and business opportunities in Denmark, Norway and Sweden. 11:00 a.m. CDT. Fee: \$15. For information & registration, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=39242&InputType=EVENT.
- Apr. 10 ***CORNERSTONES OF EAR COMPLIANCE: TECHNOLOGY & SOFTWARE CLASSIFICATION, AND NO LICENSE REQUIRED (NLR) DETERMINATION.*** Webinar, sponsored by the Export Compliance Training Institute, will highlight and explain the key areas of the CCL and the EAR that play a decisive role in determining the ECCN for your technology and software. 12:00 – 1:30 p.m. CDT. Fee: \$195. For information & registration, please see: <https://www.learnexportcompliance.com/webinar/cornerstones-of-ear-compliance-technology-software-classification-and-no-license-required-nlr-determination/>.
- Apr. 10 ***FACC MONTHLY LUNCHEON.*** Event sponsored by the French-American Chamber of Commerce, Chicago. Presentation by **Sebastien de Longeaux**, Managing Director – North America, Ubitransport. 12:00 – 2:00 p.m., Bistronic, 840 North Wabash Avenue, Chicago. FACC Members - \$44; Non-members - \$55. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07eg1o1abq44bad2da&oseq=&c=&ch=>.
- Apr. 10 ***IMPORT COMPLIANCE BOOTCAMP.*** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will provide comprehensive overview of import laws, regulations and best practices, and will give you the resources and information you need to tackle a variety of trade compliance issues with authority. 1:00 – 2:00 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/events-Import-Compliance-Bootcamp-041019.html>.
- Apr. 11 ***U.S. DEPARTMENT OF COMMERCE RESOURCES FOR U.S. EDUCATIONAL INSTITUTIONS.*** Webinar sponsored by the U.S. Commercial Service. Speakers from the various divisions of the Department, including: the International Trade Administration's U.S. Commercial Service, Industry and Analysis, and Advocacy Center; the Bureau of Industry and Security; and, the U.S. Patent and Trademark Office will highlight available resources and services for U.S. schools. Topics include: *where to find market research on overseas markets; educational programs and webinars; export statistics for the education services sector; dealing with foreign governments and complex rules; applicable export regulations; and, protecting intellectual property abroad.* 12:00 – 1:30 p.m. CDT. No charge; advance registration required. For information & registration, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=39296&InputType=EVENT.
- Apr. 11 ***PREPARING FOR A CUSTOMS INVESTIGATION.*** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will review the different types of investigations and how to handle them. 1:00 – 2:00 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/events-Preparing-for-a-Customs-Investigation-041119.html>.
- Apr. 12 ***IMPLEMENTING A REGIONAL FDI ECOSYSTEM: CASE STUDIES FROM WORKS IN PROGRESS.*** FDI 201 Breakfast Workshop sponsored by SelectChicago®. Come find out what over 47 communities, counties and regions 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., Rosalind Franklin University, 3333 Green Bay Road, North Chicago, IL. Fee: \$30 in advance; \$40 at the door. For information & registration, please see: <https://www.eventbrite.com.au/e/foreign-direct-investment-workshop-fdi-201-tickets-57831985024>.

- Apr. 12 **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. CDT. Fee: \$55. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07eg73vtds05df7bc6&oseq=&c=&ch=>.
- Apr. 12 **U.S.-MEXICO CHAMBER OF COMMERCE, MID-AMERICA CHAPTER 25TH ANNIVERSARY CELEBRATION LUNCHEON.** Event sponsored by the U.S.-Mexico Chamber of Commerce, Mid-America Chapter with Constellation Brands, Ingredion, Citibank, United Airlines, Baker & McKenzie. Invited honored guests are: the Honorable **Martha Bárcena Coqui**, Mexican Ambassador to the United States; the Honorable **James R. Jones**, former U.S. Ambassador to Mexico; the Honorable **William M. Daley**, Former White House Chief of Staff and Recipient of the U.S.-Mexico Chamber's Good Neighbor Award; and **Gery Chico**, Immediate Past President of the Mid-America Chapter. 11:30 a.m., The Peninsula Chicago, 108 East Superior Street, Chicago. For further information on attendance or sponsorship, please see: <https://www.usmcocma.org>, or contact Ralph Biedermann at ralph.b@usmcoc.org.
- Apr. 12 **MASTERING U.S. EXPORT ADMINISTRATION REGULATIONS.** Webinar, sponsored by ComplianceOnline, will give your company the tools to assess potential gaps in your programs, including: commodity classification of exported products; denied parties screening; diversion risk & proliferation concerns; export licensing overview. 12:00 – 1:00 p.m. CDT. Fee: \$159. For information & registration, please see: <https://www.complianceonline.com/mastering-us-export-administration-regulations-webinar-training-700398-prdw>.
- Apr. 15 - **IE EXPO (SHANGHAI).** Illinois small businesses are invited to join the Illinois Department of Commerce and Economic Opportunity, Office of Trade & Investment to exhibit in the Illinois Pavilion. China is the largest and fastest growing emerging market for environmental technologies. Companies who qualify will receive: Exhibit space; Partial reimbursement of lodging and airfare costs in accordance with guidelines; Briefing material; Pre-show promotion; Assistance with travel logistics. Fee: \$250. Application deadline: **January 31**. For information & registration, please see: <https://www2.illinois.gov/dceo/SmallBizAssistance/Export/Documents/Mission%20Flyers/FY19/IE%20Expo2019.pdf>.
- Apr. 15 **IMPORT DOCUMENTATION.** Webinar sponsored by the Global Training Center. Topics include: *The Import Regulatory Environment; Valuation; Country of Origin Marking; Duty Determination; Entry; Record Keeping; Other Import Considerations; Customs Enforcement; Customs Security.* 8:30 a.m. – 4:00 p.m. CDT. Fee: \$545 (by March 15; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/import-documentation>.
- Apr. 16 **IMPORTING 201.** Webinar sponsored by the Global Training Center. Topics include: *The legal requirement for compliance; The Types of CBP Audits and Enforcement; Responding to CBP Audit Inquiries with a Focus on the FA; Long before the Audit: Preparing Your Company for Regulatory Enforcement. Practical Techniques and Solutions; Trusted Trader/ISA.* 8:30 a.m. – 4:00 p.m. CDT. Fee: \$545 (by March 16; \$595 thereafter). For information & registration, please see: <http://www.globaltrainingcenter.com/webinars/webinar-topics/importing-201>.
- Apr. 16 **EXPORT ESSENTIALS: GROWING MINORITY AND WOMEN-OWNED SMALL BUSINESSES.** Symposium sponsored by the Organization of Women in International Trade, Chicago and the Export-Import Bank of the United States (EXIM). Topics include: *EXIM Overview; How to Increase Your Export Sales Using "Open Account" Credit Terms; SBA's International Trade Finance Products; U.S. Commercial Service Products.* 9:00 a.m. – 12:00 p.m., The Edge Loft and Tower, 210 South Desplaines Street, Chicago. No charge; advance registration required. For information & registration, please see: <https://grow.exim.gov/export-essentials-chicago-2019>.
- Apr. 16 **EXPORT2EUROPE: DOING BUSINESS IN THE NORDICS.** Webinar, sponsored by the U.S. Commercial Service, will provide a briefing on trends and opportunities in the Nordics: Sweden, Finland, Denmark, and Norway. 11:00 a.m. CDT. Fee: \$50. For information & registration, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=39256&InputType=EVENT.

- Apr. 16 ***CFIUS UPDATE: NEW REQUIREMENTS TO MEET, NEW INDUSTRIES AFFECTED.*** Webinar, sponsored by the Export Compliance Training Institute, will provide an overview of the current CFIUS rules, including when a mandatory declaration is required and the details such a declaration must include. 11:00 a.m. – 12:30 p.m. CDT. Fee: \$195. For information & registration, please see: <https://www.learnexportcompliance.com/webinar/cfius-update-new-requirements-to-meet-new-industries-affected/>.
- Apr. 16 ***EXPORT WHILE PROTECTING YOUR COMPANY'S INTELLECTUAL PROPERTY.*** Luncheon program sponsored by the Illinois SBDC International Trade Center at the Industrial Council of Nearwest Chicago. Presentation by **Randy Micheletti**, Founder. Incubate IP, who will discuss how to protect your company's identity, product/services branding, and even proprietary technologies and methods. 11:30 a.m. – 1:30 p.m., ICNC, 320 North Damen Avenue, Chicago. No charge; advance registration required. For information & registration, please see: <http://events.r20.constantcontact.com/register/event?llr=ei5vsbcab&oeidk=a07eg5841f334f282cb>.
- Apr. 16 ***CUSTOMS AUDITS 101: WHAT TO EXPECT.*** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will discuss Focused Assessments as well as CBP's more recent audit methods and what importers can expect with each. 1:00 – 2:00 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/events-Customs-Audits-101-What-to-Expect-041619.html>.
- Apr. 16 ***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. 2:00 – 3:00 p.m. CDT. Fee: \$55. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07eg73vtmac34f4d38&oseq=&c=&ch=>.
- Apr. 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. 17 ***CORNERSTONES OF EAR COMPLIANCE: UNDERSTANDING LICENSE EXCEPTIONS & END-USE(R) CONTROLS.*** Webinar, sponsored by the Export Compliance Training Institute, will highlight the issues to address when you use an exception and focus on the most widely used authorizations under the EAR. 12:00 – 1:30 p.m. CDT. Fee: \$195. For information & registration, please see: <https://www.learnexportcompliance.com/webinar/cornerstones-of-ear-compliance-understanding-license-exceptions-end-user-controls/>.
- Apr. 17 ***GEOPOLITICAL RISKS: CAUSES AND CONSEQUENCES.*** Program and reception sponsored by the Loyola University Quinlan Series on the Future of Business Education in partnership with the Canadian Consulate General of Chicago. Presentation by **Gary Doer**, Former Canadian Ambassador to the U.S., who will share his perspectives on a wide range of key geopolitical issues, including: The U.S./Canada/Mexico relationship; The future of Brexit; Risks and opportunities in the Korean Peninsula, the Middle East, Iran, Russia, and China. 5:30 – 8:30 p.m., Schreiber Center, 10th Floor, 16 East Pearson Street, Chicago. No charge for faculty, staff, and students at Loyola; General public - \$30. For information & registration, please see: <https://securelb.imodules.com/s/1548/alumni/index.aspx?sid=1548&gid=2&pgid=5235&cid=9431&appealcode=19B29>.

- Apr. 17 ***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=a07eg61ciar84eaf06e&oseq=&c=&ch=>.
- Apr. 18 ***NAVIGATE EXPORT FINANCE***. Workshop sponsored by the Illinois SBDC International Trade Center, Joseph Business School. Speakers include: **Ursula Wegrzynowicz**, President, EMELEV LLC; **Jan Blaho**, Deputy Managing Director - Central Region, Export-Import Bank of the U.S.; **Alan Lane-Murcia**, Vice President, SBA Program Manager, First American Bank. 9:30 – 11:30 a.m., Joseph Business School, 7600 W. Roosevelt Road, Forest Park, IL. No charge; advance registration required. For information & registration, please contact Brian Butler at bbutler@jbs.edu.
- Apr. 18 ***WIN CONTRACTS AT THE WORLD BANK***. Webinar, sponsored by the World Trade Research Institute, will describe a wide variety of development projects at the World Bank, how to find out about those projects, and how your company can win contracts at the World Bank. 10:00 – 11:00 a.m. CDT. Fee: \$55. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07eg73vu0u60016b41&oseq=&c=&ch=>.
- Apr. 18 ***SHIP AND BUNKER FUEL DYNAMICS IMO 2020***. Executive luncheon meeting sponsored by the Midwest Foreign Commerce Club. Presentations by **Matt Muenster**, Senior Manager, Breakthrough, and **Lincon Pei**, Head of Westbound Trade N.A. APL. 11:30 a.m., Carmine’s, 9850 Berwyn Avenue, Rosemont, IL. MFCC Members - \$50; Non-members - \$60. For information & registration, please see: <http://www.mwfcc.org/>.
- Apr. 18 ***CUSTOMS VALUATION 101***. Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., provides the basics concepts and terminology of customs valuation to aid importers and brokers in meeting their reasonable care obligations and also provides information useful to buyers and finance staff in understanding how customs valuation can impact a company’s bottom line. 1:00 – 2:00 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/events-Customs-Valuation-101-Webinar-041819.html>.
- Apr. 18 ***HUDL FACILITY VISIT: INTERNATIONAL BUSINESS AT THE INTERSECTION OF SPORTS AND TECHNOLOGY***. Facility tour sponsored by the Midwest International Trade Association. **Mark Ketcham**, Hudl’s Vice President of Operations, will make a presentation on Hudl’s international operations and lead a tour of their global corporate headquarters. 2:00 – 4:30 p.m. (Reception follows), Hudl, 600 P Street, Lincoln, NE. MITA Members - \$35; Non-members - \$75. For information & registration, please see: <http://mitaonline.org/wp-content/uploads/2019/03/19.0418-HudlMaster.pdf>.
- 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. 23 ***HOW TO IMPROVE EXPORT COMPLIANCE WITH EFFECTIVE AUDITS.*** Webinar, sponsored by the Export Compliance Training Institute, will provide practical instruction on what you need to know about audits, including: *Vocabulary; Why a company should conduct an audit; BIS Audit Guidelines; Options for doing the audit: internal vs. external resources; Vetting outside law firms and consulting firms; How to budget and create a time table for an audit; How to develop an audit module; How to figure out who to interview and which documents to review.* 12:00 – 1:30 p.m. CDT. Fee: \$195. For information & registration, please see: <https://www.learnexportcompliance.com/webinar/how-to-improve-export-compliance-with-effective-audits/>.
- Apr. 23 ***HONG KONG SUPPORTS TECH ENTREPRENEURS.*** Direct Line webinar sponsored by the Bureau of Economic & Business Affairs, U.S. Department of State. U.S. Consul General **Kurt Tong** leads a discussion with **Annie Choi**, Hong Kong Commissioner for Innovation and Technology, and **Jonathan Everhart**, CEO of Global ReEnergy Holdings, who will describe the incentives and support Hong Kong offers tech entrepreneurs. 7:00 p.m. CDT. No charge; advance registration required by April 22. For information & registration, please see: <https://www.state.gov/e/eb/directline/events/290915.htm>.
- Apr. 24 ***THE CHALLENGES OF GLOBAL PRODUCT COMPLIANCE.*** Breakfast program sponsored by the Metropolitan Milwaukee Association of Commerce's World Trade Association. Presentation by **Angus Low**, Global Product Standards and Regulations Manager, Rockwell Automation. 7:30 – 9:30 a.m., 756 North Milwaukee Street, Suite 400, Milwaukee, WI. WTA Members - \$20; Non-members - \$35. For information & registration, please see: <http://web.mmac.org/events/The-Challenges-of-Global-Product-Compliance-2222/details>.
- Apr. 24 ***EXPORT2EUROPE: DOING BUSINESS IN AUSTRIA AND HUNGARY.*** Webinar, sponsored by the U.S. Commercial Service, will provide an overview of each market, trends, business opportunities, and key projects with practical advice from European experts. 10:00 – 11:00 a.m. CDT. Fee: \$50. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=9QE1>.
- Apr. 24 ***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. CDT. Fee: \$55. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07eg73yow9839e9a8e&oseq=&c=&ch=>.
- Apr. 24 ***CORNERSTONES OF EAR COMPLIANCE: LICENSE APPLICATION PROCESS & EXPORT CLEARANCE.*** Webinar, sponsored by the Export Compliance Training Institute, will walk you through the web-based system (SNAP-R) and explain how to tell the story of your application with the Who, What, and How of your transaction to BIS. 12:00 – 1:30 p.m. CDT. Fee: \$195. For information & registration, please see: <https://www.learnexportcompliance.com/webinar/cornerstones-of-ear-compliance-license-application-process-export-clearance/>.
- Apr. 25 ***ECONOMIC CONTRIBUTION OF INDIANA'S PORTS.*** Breakfast program sponsored by the Northwest Indiana World Trade Alliance. Presentation by **Vanta E. Coda II**, CEO, Ports of Indiana. 7:30 – 9:30 a.m., Avalon Manor Banquet Center, 3550 East Lincoln Highway, Merrillville, IN. NWIWTA Members - \$18; Non-members - \$22. For information & registration, please see: <https://www.eventbrite.com/e/nwiwta-breakfast-economic-contribution-of-indianas-ports-tickets-59377553862>.

- Apr. 25 ***COMPLIANCE & MINIMIZING DUTY EXPOSURE – HOW CAN IMPORTERS ACHIEVE BOTH?***
Program sponsored by the Midwest Global Trade Association. Presentation by **David P. Sanders**, Partner, Cassidy Levy Kent (USA) LLP, who will focus on core areas of customs compliance (tariff classification, valuation, country of origin, etc.) in a period where U.S. imports are being subjected to a broad array of international trade policy measures (initiated by the Executive Branch) which result in additional duty exposure, whether by Section 232 (National Security), Section 301 (Unfair Trade Practices), Section 201 (Safeguards) and AD/CVD (Antidumping and Countervailing Duty) Investigations. 11:30 a.m. – 4:00 p.m., Quality Bicycle Products, 6400 West 105th Street, Bloomington, MN. MGTA Members - \$75; Non-members - \$100. For information & registration, please see:
https://www.mgta.org/events/EventDetails.aspx?id=1215230&group=&utm_source=events&utm_medium=email.
- Apr. 25 ***TRENDS IN INTERNATIONAL ARBITRATION AND OTHER MEANS OF DISPUTE RESOLUTION.***
18th Annual Folsom Lecture in International Business and Trade Law sponsored by The John Marshall Law School Center for International Law. Presentation by **Daniel Girsberger**, Professor for Swiss and International Private, Business and Procedural Law and Comparative Law, Chairman of the Center for Conflict Resolution, University of Lucerne. 11:30 a.m. – 2:00 p.m., The John Marshall Law School, 315 South Plymouth Court, Chicago. No charge; advance registration required. For information & registration, please see: <https://www.eventbrite.com/e/18th-annual-folsom-lecture-in-international-business-and-trade-law-registration-57635403042>.
- Apr. 25 ***DOCUMENTARY TRADE CREDITS AND PAYMENTS TERMS AND CONDITIONS.*** Webinar, sponsored by ComplianceOnline, will demonstrate: how to use Documentary Trade Credits and Payments to assure payment for exports; how to apply for a Documentary Trade Credit and Payment; and what terms and conditions should be used for successful transactions. 12:00 – 1:30 p.m. CDT. Fee: \$149. For information & registration, please see:
<https://www.complianceonline.com/documentary-trade-credits-and-payments-terms-and-conditions-webinar-training-702214-prdw>.
- Apr. 25 ***THE BRAZILIAN [HEALTHCARE] REIMBURSEMENT SYSTEM.*** Webinar, sponsored by ComplianceOnline, will detail the legal and regulatory framework for reimbursement system in Brazil to have better and effective result when marketing with medical and drug products in Brazil. 12:00 – 1:00 p.m. CDT. Fee: \$229. For information & registration, please see:
<https://www.complianceonline.com/brazilian-reimbursement-system-webinar-training-706031-prdw>.
- Apr. 25 ***DOCUMENTARY TRADE CREDITS AND PAYMENTS TERMS AND CONDITIONS.*** Webinar, sponsored by ComplianceOnline, will help exporters and importers understand Documentary Trade Credit & Payment terms and conditions that go into structuring a transaction for successful payment and receipt of goods online via the Internet. 12:00 – 1:30 p.m. CDT. Fee: \$149. For information & registration, please see: <https://www.complianceonline.com/documentary-trade-credits-and-payments-terms-and-conditions-webinar-training-702214-prdw>.
- Apr. 25 ***USMCA: WHAT'S IN IT, HOW IT WILL AFFECT US MANUFACTURING, AND WHAT'S NEXT.***
Webinar sponsored by Amber Road. Presentations by: **Brian Bradley**, Associate Editor, American Shipper; **Phani Reddy**, Director, Trade Agreement Management Solutions, Amber Road; **Suzanne Richer**, Director, Global Trade Advisory Services, Amber Road. 1:00 p.m. CDT. No charge; advance registration required. For information & registration, please see:
<https://www.americanshipper.com/webinar-register/65393/?source=webinars-listing-page>.

- Apr. 25 **2019 EXPORT PITCH.** Event sponsored by Chicago Regional Growth Corporation and UPS. Ten finalists, representing small and medium-sized companies throughout the region, will pitch to a panel of judges on their plans for going global and win one of three grand prizes (\$5,000; \$2,500; \$1,000). 2:00 – 6:30 p.m., PowerForward DuPage, 28600 Bella Vista Parkway, IBEW Local 701 Building, Warrenville, IL. No charge; advance registration required. For information on becoming a participant or to attend as a guest, please see: https://www.eventbrite.com/e/2019-export-pitch-tickets-57029974188?mc_cid=bd80c5f2fc&mc_eid=3557b77165.
- Apr. 26 **HOW TO IMPROVE EXPORT COMPLIANCE WITH EFFECTIVE AUDITS.** Webinar, sponsored by the Export Compliance Training Institute, will provide a practical and instructive session on what you need to know about audits, including: *Vocabulary; Why a company should conduct an audit; BIS Audit Guidelines; Options for doing the audit: internal vs. external resources; Vetting outside law firms and consulting firms; How to budget and create a time table for an audit; How to develop an audit module; How to figure out who to interview and which documents to review.* 12:00 – 1:30 p.m. CDT. Fee: \$195. For information & registration, please see: <https://www.learnexportcompliance.com/webinar/how-to-improve-export-compliance-with-effective-audits/>.
- Apr. 29 **SPEAK THEIR LANGUAGE: TRANSLATION CONSIDERATIONS FOR COMPANIES WORKING INTERNATIONALLY.** Webinar, sponsored by the U.S. Commercial Service, will cover: How professional language services can support you from early relationship building stages all the way through post-sale support; How to prepare for interpretation and translation services to ensure that your messaging is effectively communicated across cultural borders. 10:00 – 11:00 a.m. CDT. No charge; advance registration required. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=9QEQ>.
- Apr. 28 **ANTIDUMPING.** Webinar, sponsored by the World Trade Research Institute, will provide the information needed to help you know what to expect in antidumping investigations. 10:00 – 11:00 a.m. CDT. Fee: \$55. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07eg754e8c64cbf000&oseq=&c=&ch=>.
- Apr. 29 **PRACTICAL TOOLS FOR EXPORTERS.** Webinar, sponsored by the U.S. Commercial Service, will provide a brief overview of these tools, how they work, and how to use them to get information relevant to your company: TradeStats Express; Trade Policy Information System; Free Trade Agreement Tariff Tool; Market Diversification Tool. 12:00 – 1:00 p.m. CDT. No charge; advance registration required. For information & registration, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=39316&InputType=EVENT.
- Apr. 29 **MEDICAL CANNABIS – BOOMING BUSINESS OPPORTUNITIES.** Spring Innovation Spotlight sponsored by the America – Israel Chamber of Commerce Chicago and the America – Israel Economic Forum. Panelists include: **Michael Gruber**, Managing Partner, Salveo Capital; **Scott Mandell**, President, Cannabistry Labs; **Dina Rollman**, Chief Compliance Counsel, Green Thumb Industries; **Randy Shipley**, Vice-President of Sales and member of the Executive Team, VividGro. 5:30 – 8:30 p.m., Marshall’s Landing, 222 West Merchandise Mart Plaza #225, Chicago. AICC Members - \$95; Non-members - \$125. For information & registration, please see: <http://www.americaisrael.org/2019-spring-spotlight>.
- 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 ***STOPFAKES ROADSHOW***. Event organized by the U.S. Department of Commerce, sponsored and hosted by K&L Gates LLP, and supported by the: Illinois District Export Council; Illinois Office of Trade & Investment; **International Trade Association of Greater Chicago**; Organization of Women in International Trade; Women Entrepreneurs Grow Global. Experts from multiple government agencies will deliver critical information about intellectual property to audiences that need it most – start-ups, entrepreneurs, small and medium-sized businesses, independent creators, and inventors. Participants will receive information on a range of topics, including: identifying and protecting their various intellectual property assets; mechanisms for obtaining IP protection in overseas markets; strategies for determining where to seek protection; and the value of copyright and trade secrets protection to their businesses. Presentations will also address how to combat counterfeits on international e-commerce sites and what additional government resources are available to help U.S. business bolster intellectual property protections. 8:30 a.m. – 5:00 p.m., K&L Gates, 70 West Madison Street, Chicago. Fee: \$45. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=9QE9>.
- 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>.
- Apr. 30 ***INTERNATIONAL TAX COMPLIANCE AND PLANNING: WHAT YOU DON'T KNOW MAY HURT!*** Webinar, sponsored by FGMK, will help you gain a greater understanding of the increasingly more sophisticated international compliance responsibilities, as well as to provide the key strategies that may be of great value to closely-held business owners, foreign trusts and estates, as well as high-net-worth individuals who either hold or are considering holding foreign interests. 10:00 – 11:00 a.m. CDT. No charge; advance registration required. For information & registration, please see: <https://register.gotowebinar.com/register/5684353467560036363>.
- Apr. 30 ***GENERIC MARKETS – WHY THEY DIFFER SO MUCH WITHIN EUROPE***. Webinar, sponsored by ComplianceOnline, will provide insights into the European generic market, its regulatory procedures and the impact of the differing national pricing and healthcare environments that have shaped the individual country markets. 11:00 a.m. – 12:00 p.m. CDT. Fee: \$229. For information & registration, please see: <https://www.complianceonline.com/why-generic-markets-differ-within-europe-webinar-training-706049-prdw>.
- Apr. 30 ***DIGITAL STRATEGIES FOR ECOMMERCE: EXPLORING THE ECOMMERCE SALES CHANNELS***. Webinar, sponsored by the U.S. Commercial Service, will provide an overview of the ecommerce sales channel, and how developing a digital strategy can help you to organize your business processes. 12:00 – 1:00 p.m. CDT. No charge; advance registration required. For information & registration, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=39259&InputType=EVENT.
- Apr. 30 ***USA IMPORT COMPLIANCE PROGRAM AND WRITTEN PROCEDURES***. Webinar, sponsored by ComplianceOnline, will assist you in identifying potential risk factors in the area of import compliance that could subject you to severe penalties and delays in clearing goods through CBP. It will also provide recommendations for some best practices that may resolve non-compliant import procedures and documentation or improve existing procedures. 12:00 – 1:30 p.m. CDT. Fee: \$199. For information & registration, please see: <https://www.complianceonline.com/update-on-usa-import-compliance-program-and-written-procedures-webinar-training-705467-prdw>.

- Apr. 30 ***IMPORTING DONE RIGHT – GRASPING AND IMPLEMENTING THE CORE ELEMENTS OF U.S. CUSTOMS COMPLIANCE.*** Webinar, sponsored by the Export Compliance Training Institute, is intended to give executives, compliance managers, and personnel in purchasing, finance, and logistics functions a thorough understanding of the core customs compliance requirements, including CBP’s expectations for “reasonable care” and “informed compliance.” 12:00 – 1:30 p.m. CDT. Fee: \$195. For information & registration, please see: <https://www.learnexportcompliance.com/webinar/importing-done-right-grasping-and-implementing-the-core-elements-of-u-s-customs-compliance/>.
- Apr. 30 ***USA IMPORT COMPLIANCE PROGRAM AND WRITTEN PROCEDURES.*** Webinar, sponsored by ComplianceOnline, will detail how to pass a focused assessment by the U.S. CBPs Regulatory Audit Division, reduce your risk of non-compliance with import requirements and evaluation of internal controls. 12:00 -1:30 p.m. CDT. Fee: \$199. For information & registration, please see: <https://www.complianceonline.com/update-on-usa-import-compliance-program-and-written-procedures-webinar-training-705467-prdw>.
- 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 1 ***LEARN HOW TO EXPAND YOUR GLOBAL REACH ONLINE.*** Chat, sponsored by Women Entrepreneurs Grow Global, with **John Yunker**, Co-founder, Byte Level Research, who will discuss how to grow global. 11:00 a.m. CDT. No charge; advance registration required. For information & registration, please see: <https://womenentrepreneursgrowglobal.org/2019/04/03/starting-u/>.
- May 1 ***PRACTICAL TOOLS TO SELECT MARKETS & EXPORT SUCCESSFULLY.*** Webinar, sponsored by the U.S. Commercial Service, will describe how to use ITA’s new Market Diversification Tool that brings together a host of product-specific trade and tariff data and economy-level macroeconomic and governance data to provide a picture of which markets make sense for further research. 12:00 – 1:00 p.m. CDT. No charge; advance registration required. For information & registration, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=39317&InputType=EVENT.
- May 1 ***GDPR AND HOW IT IMPACTS MANUFACTURES.*** Webinar, sponsored by the U.S. Commercial Service, will review the basics of the regulation, who it applies to and how it is impacting manufacturing. 1:30 – 2:30 p.m. CDT. No charge; advance registration required. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=9QER>.
- 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 2 ***CHINA RAIL MAINTENANCE EQUIPMENT REVERSE TRADE MISSION.*** Business Briefing sponsored by the U.S. Trade & Development Agency. Led by senior officials from the China Railway Corporation, the delegation will include experts on track maintenance, power supply, telecommunications and signaling. Following the briefing, there will be an opportunity to meet one-on-one with the Chinese delegates. 9:00 a.m. – 4:30 p.m., Hyatt Centric Magnificent Mile Hotel, 633 North St. Claire Street, Chicago. Fee: \$50. For information & registration, please see: <https://kealtd.com/event/china-rail-maintenance-equipment-reverse-trade-mission/>.

- May 2 ***HEALTH CANADA REGULATIONS ON NHP'S VS. FDA'S DIETARY SUPPLEMENT REGULATIONS.*** Webinar, sponsored by ComplianceOnline, will offer an overview of what Health Canada considers to be a Natural Health product (NHP) and review Canadian regulatory requirements for Natural Health products. It will compare Canadian requirements with U.S. FDA requirements for marketing and labeling dietary supplements and convey an understanding of how they differ. 12:00 – 1:00 p.m. CDT. Fee: \$229. For information & registration, please see: <https://www.complianceonline.com/health-canada-regulations-on-nhp-vs-fda-dietary-supplement-regulations-webinar-training-705497-prdw>.
- May 2 ***FIVE MAJOR LESSONS COMPLIANCE PROFESSIONALS CAN LEARN FROM RECENT ENFORCEMENT ACTIONS.*** Webinar, sponsored by the Export Compliance Training Institute, will review pertinent recent enforcement actions with a focus on: identifying and mitigating diversion risks for U.S. exporters; identifying Specially Designated National (SDN) risks posed to world-wide businesses (with a special emphasis on financial institutions); supply chain risks for any U.S. importer; the special export controls and sanctions risks posed by U.S. persons and U.S. goods; and, the sectors that have been heavily targeted by U.S. enforcement agencies. 12:00 – 1:30 p.m. CDT. Fee: \$195. For information & registration, please see: <https://www.learnexportcompliance.com/webinar/5-major-lessons-compliance-professionals-can-learn-from-recent-enforcement-actions/>.
- May 2 ***HOW TO SURVIVE A CBP WATCH AUDIT AND INCREASE DUTY SAVINGS AND COMPLIANCE ALONG THE WAY.*** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will examine how to best address CBP's watch inquiries and audits, and to identify opportunities to reduce duty payments. 1:00 – 2:00 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/events-How-to-Survive-a-CBP-Watch-Audit-050219.html>.
- May 6 - ***TRADE WINDS 2019: INDO PACIFIC FORUM & MISSION.*** Sponsored by the U.S. Commercial Service, the 2019 Trade Winds program includes an Indo-Pacific focused business forum in New Delhi, India consisting of regional and industry specific conference sessions as well as pre-arranged consultations with U.S. Diplomats representing commercial markets throughout the region. Customize an optional business matchmaking schedule, based on input from U.S. Commercial Specialists throughout the region, and grow your international sales through meetings with pre-screened potential buyers, agents, distributors and joint-venture partners in the following Indian cities on May 8-10: New Delhi, Mumbai, Ahmedabad, Bengaluru, Chennai, Hyderabad, Kolkata. Optional business matchmaking appointments may also be arranged in Bangladesh or Sri Lanka on May 13. Registration fees vary; deadline: **March 1**. For information & registration, please see: <https://live.eventtia.com/en/tradewinds19/Home>.
- May 8 ***ACCELERATE GROWTH THROUGH TRADE.*** 2019 Wisconsin International Trade Conference sponsored by the Metropolitan Milwaukee Association of Commerce's World Trade Association. Topics include: *International Trade & Finance Café Roundtable; Staying Competitive in an Ever-Changing Trade Environment: Strategies to Mitigate Import Duties; International Marketing Strategy – Global Branding and International eBusiness Strategies; USMCA & Free Trade Agreements; Compliance Café Roundtable; International Marketing & Analytics.* 7:30 a.m. – 5:00 p.m., Wisconsin Center, 400 West Wisconsin Avenue, Milwaukee, WI. WTA Members - \$195; Non-members - \$275. For information & registration, please see: <http://www.wisconsintradeconference.org/why-attend/>.
- May 9 ***INTERNATIONAL DOCUMENTATION TRAINING.*** Seminar sponsored by Allocca Enterprises and the U.S. Commercial Service. This program will help you understand when and how you should be filling out certain international documents. We will go through each document, step by step, and you will know where to go and what to look for in your own documents to be able to fill them out accurately and know when they are required. 8:30 a.m. – 4:30 p.m., Hilton Garden Inn, 4351 17th Avenue South, Fargo, ND. Fee: \$250 (by April 26; \$295 thereafter). For information & registration, please see: http://www.alloccaenterprises.com/calendar/pdf/Intl_Doc_Fargo_Invitation.pdf.

- May 13 - **PURCHASING MANAGEMENT.** Seminar, sponsored by the American Management Association, focuses on skills for the experienced purchasing professional, addressing more mid-level to advanced contemporary, state-of-the-art topics in purchasing management. As more companies reach overseas for foreign purchasing, such present-day issues as dealing with U.S. Customs (CBP), near sourcing options in Mexico, contract management, better defining landed costs, and mitigating the impact of the 232 and 301 tariffs, among others, will be addressed. 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/purchasing-management.aspx>.
- 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 14 **HOW CAN COUNTRIES SUCCEED IN AN UNSTABLE WORLD.** Spring Diplomacy Luncheon program sponsored by WorldChicago. Celebrate citizenship diplomacy with WorldChicago's Professional Fellows from Eastern Europe, the Balkans Region and Southeast Asia as they discuss Russia and its influence on Eastern Europe. Keynote: Dr. **Marvin Zonis**, University of Chicago. 11:00 a.m., University Club of Chicago, 76 East Monroe Street, Chicago. Fee: \$125. For information & registration, please see: https://app.etapestry.com/onlineforms/WorldChicago_1/sd2019.html.
- May 14 **HOW TO ENSURE YOUR FOREIGN VENDORS ARE FDA COMPLIANT: CONDUCTING VENDOR AUDITS, MONITORING, AND USING CHECKLISTS.** Webinar, sponsored by ComplianceOnline, will provide FDA guidance on foreign vendor expectations, what to do and what not to upon selecting a foreign vendor, and provide audit formats and checklists for ensuring a foreign vendor is qualified. 12:00 – 1:30 p.m. CDT. Fee: \$249. For information & registration, please see: <https://www.complianceonline.com/how-to-make-sure-your-foreign-vendors-are-fda-compliant-stay-that-way-webinar-training-705735-prdw>.
- May 14 **GSP ENFORCEMENT AND FUTURE UNDER PRESIDENT TRUMP.** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will review the current GSP enforcement environment and what importers can do to steer clear of problems. 1:00 – 2:00 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/events-GSP-Enforcement-and-Future-Under-President-Trump-051419.html>.
- May 14 **CHECK THE LABEL: BRANDS AS SUSTAINABILITY AMBASSADORS.** Program sponsored by The Chicago Council on Global Affairs. Panelists include: **John Edelman**, Managing Director, Global Engagement and Corporate Responsibility, Edelman; **James Ossman**, Senior Director, Workplace and Strategic Sourcing, Etsy; **Céline Semaan Vernon**, CEO and Founder, Slow Factory. 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/check-label-brands-sustainability-ambassadors>.
- 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 15 ***EXPORT2EUROPE: DOING BUSINESS IN CZECH REPUBLIC AND SLOVAKIA.*** Webinar, sponsored by the U.S. Commercial Service, will provide an overview of each market, trends, business opportunities, and key projects with practical advice from European experts. 10:00 – 11:00 a.m. CDT. Fee: \$50. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=9QE2>.
- May 15 ***BUILDING THE KIND OF INTERNATIONAL DISTRIBUTION ORGANIZATION THAT DRIVES 4-DIGIT GROWTH.*** Luncheon program sponsored by the **International Trade Association of Greater Chicago**. Presentation by **Zach Selch**, Vice President, Global Sales, Pharmajet Corp., who will distill 30 years of experience to give you some practical, actionable tools that you can take away and use tomorrow to grow your international sales. 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_11005.pdf; or e-mail: rsvp@itagc.org.
- May 15 ***LABEL CLAIMS FOR FOOD, PROBIOTICS AND COSMETIC PRODUCTS IN BRAZILIAN REGULATORY SYSTEM.*** Webinar, sponsored by ComplianceOnline, will detail the Brazilian labeling requirements and claims regulations for food, cosmetic and probiotics products. 12:00 – 1:00 p.m. CDT. Fee: \$249. For information & registration, please see: <https://www.complianceonline.com/brazilian-regulatory-system-for-food-cosmetic-and-probiotics-webinar-training-706032-prdw>.
- 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 16 ***INTERNATIONAL PORT TOUR: PORT OF MILWAUKEE.*** Program organized by the Central Asia Productivity Research Center. Speakers include: **Adam Schlicht**, Port Director; **Peter Hirthe Sr.**, Trade Development, Port of Milwaukee; **Katy Sinnott**, Vice President, International Business Development, Wisconsin Economic Development Corporation. 10:30 a.m., Port of Milwaukee Administration Building, 2323 South Lincoln Memorial Drive, Milwaukee, WI. Fee: \$25; advance registration required. For information & registration, please e-mail: lepinske@sbcglobal.net.
- May 16 ***APPAREL CLASSIFICATION SERIES: KNIT TOPS.*** Second in a five-part series of webinars, sponsored by Sandler, Travis & Rosenberg, P.A., will review a variety of apparel samples and discuss the specific features that U.S. Customs and Border Protection focuses on when determining the correct HTS classification and duty rates for the different types of knit upper body garments. 1:00 – 2:00 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/events-Apparel-Classification-Knit-Tops-051619.html>.
- 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 21 - ***SAFETY AND SECURITY TRADE MISSION TO NIGERIA, KENYA, & SOUTH AFRICA.*** Organized by the U.S. Department of Commerce's International Trade Administration, the purpose of this mission is to help U.S. firms in the safety and security industry find business partners and sell products and services in sub-Saharan Africa. The mission will include stops in Lagos, Nigeria and Nairobi, Kenya, with an optional stop in Johannesburg, South Africa. Participating firms will gain market insights, make industry contacts, solidify business strategies, and advance specific projects, with the goal of increasing U.S. exports of products and services to Africa. The mission will include: customized one-on-one business appointments with pre-screened potential buyers, agents, distributors and joint venture partners; meetings with state and local government officials and industry leaders; and networking events. For information & an application, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=39200&InputType=EVENT.
- May 21 ***LATIN AMERICA: UNDERSTANDING REGULATORY COMPLIANCE REQUIREMENTS ACROSS THE LIFE SCIENCE INDUSTRY.*** Webinar, sponsored by ComplianceOnline, will cover topics across the full Life-cycle of Company & Product licensing in the key markets of Latin America (Brazil, Mexico, Argentina); Written Regulations vs. Skillful Negotiation will be explained across every critical topic. 12:00 – 1:30 p.m. CDT. Fee: \$249. For information & registration, please see: <https://www.complianceonline.com/latin-america-regulatory-compliance-requirements-across-life-science-industry-webinar-training-702038-prdw>.
- 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 23 ***EXPORT ADMINISTRATION REGULATIONS.*** Webinar sponsored by the Global Training Center. Topics include: *Basis, Scope, Key Terms & Principles; Export Control Classification Principles; Technology Controls; Applying the EAR; Technology & Software; Commodity Classification Automated Tracking System & Licensing; Succeeding at Compliance in Your Organization; Interactive Exercises.* 9:00 a.m. – 12:30 p.m. CDT. Fee: \$345. For information & registration, please see: <https://www.globaltrainingcenter.com/ear/>.
- May 23 ***MEDICAL DEVICES: EU DIRECTIVES, GUIDANCE DOCUMENTS, CE MARKING PROCESS AND ISO CERTIFICATION PROGRAMS.*** Webinar, sponsored by ComplianceOnline, will discuss the requirements of the Medical Device Directives, their linkage to the EU Clinical Trial Directive and the requirements of CE Marking and ISO Certification on commercializing products. 12:00 – 1:30 p.m. CDT. Fee: \$199. For information & registration, please see: <https://www.complianceonline.com/medical-devices-eu-directives-guidance-documents-ce-marking-process-and-iso-certification-programs-webinar-training-701369-prdw>.
- May 23 ***ANTIDUMPING 101: MINIMIZING RISK, MAXIMIZING COMPLIANCE.*** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will show you how to prepare for potential AD threats, protect your bottom line and effectively manage the compliance risks resulting from AD duties and sourcing difficulties. 1:00 – 2:00 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/events-Antidumping-Countervailing-Duties-International-Trade-052319.html>.

- May 28 - ***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 29 ***FRESHER, FASTER, TASTIER: HOW PACKAGING INNOVATIONS ARE CHANGING THE FOOD INDUSTRY***. Seminar sponsored by Global Midwest Alliance. In addition to speakers examining packaging innovations, a Growth and Global Opportunities Panel will delve into opportunities for businesses to expand globally, particularly through gaining a competitive edge from better food packaging. 8:00 – 11:30 a.m., The Federal Reserve Bank of Chicago, 230 South LaSalle Street, Chicago. Fee: \$95. For information & registration, please see: http://www.globalmidwestalliance.org/EVENT_2019_05_29_Fresher_Faster_Tastier_-_How_Packaging_Innovations_are_Changing_the_Food_Industry.html.
- 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>.
- May 30 ***EXPORT2EUROPE: DOING BUSINESS IN THE BALTICS***. Webinar, sponsored by the U.S. Commercial Service, will discuss market opportunities and challenges in the Baltics. 9:30 a.m. CDT. Fee: \$50. For information & registration, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=39257&InputType=EVENT.
- June 4 ***DRAWBACK ESSENTIALS PART 1: TFTEA, THE FINAL REGULATIONS AND ACE***. Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will provide an overview of the most important changes to drawback under TFTEA, CBP's regulations, and ACE. 1:00 – 2:00 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/events-Drawback-Essentials-Part-1-043019.html>.
- June 6 ***APPAREL CLASSIFICATION SERIES: EVERYTHING BUT KNIT TOPS***. Third in a five-part series of webinars, sponsored by Sandler, Travis & Rosenberg, P.A., will review a variety of apparel samples and discuss the specific features that U.S. Customs and Border Protection focuses on when determining the correct classification and duty rate for many different knit and woven garments. 1:00 – 2:00 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/events-Apparel-Classification-Everything-but-Knit-Tops-060619.html>.
- June 10 - ***GLOBAL SUPPLY CHAIN MANAGEMENT: BEST PRACTICES IN IMPORT AND EXPORT OPERATIONS***. Course, sponsored by the American Management Association, will provide a comprehensive and contemporary foundation in: regulations; procedures; global security; documentation; dealing with customs and other government agencies; trade compliance; HTS classifications; managing freight; and much more. 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 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/ExportPac2019.pdf>.
- June 17 - **PARIS AIR SHOW 2019**. Illinois small businesses are invited to join the Illinois Department of Commerce and Economic Opportunity, Office of Trade & Investment at this premier event for the aerospace industry. For information & registration, please e-mail: iwona.bochenska@illinois.gov.
- June 17 **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 May 17; \$595 thereafter). For information & registration, please see: <https://www.globaltrainingcenter.com/tariff-classification/>.
- June 18 **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 May 18; \$595 thereafter). For information & registration, please see: <https://www.globaltrainingcenter.com/nafta/>.
- June 21 **INTERNATIONAL PORT TOUR: PORT OF INDIANA – BURNS HARBOR**. Program and luncheon organized by the Central Asia Productivity Research Center. Speakers include: **Ian Hunt**, Port Director; Capt. **Shahid Naseer**, SHAARS International, Inc.; **Larry Bajmakovich**, BDG International, Inc. 10:00 a.m., Port of Indiana Administration Building, 6625 South Boundary Road, Portage, IN. Fee: \$35; advance registration required. For information & registration, please e-mail: lepinske@sbcglobal.net.
- June 26 **TRADE IN THE TRENCHES**. Breakfast Roundtable sponsored by the **International Trade Association of Greater Chicago**. Please join us for an informal, enlightened discussion of trade issues and remedies. 7:00 – 9:00 a.m., Comfort Inn O'Hare/Des Plaines, 2175 East Touhy Avenue, Des Plaines, IL. ITA/GC Members - \$20; Non-members - \$30. For information & registration, please see: http://calendar.itagc.org/docs/ITAGC_Calendar_11004.pdf, or e-mail: rsvp@itagc.org.
- July 6 - 16 **WATER TRADE MISSION TO SOUTH AFRICA AND ANGOLA**. Organized by the U.S. Commercial **POSTPONED** will call on Johannesburg and Cape Town, with an optional stop in Angola. It features representatives from a variety of U.S. environmental technologies industry manufacturers and service providers, specifically with a concentration in the water and wastewater technologies subsector. Mission participants will be introduced to government officials, end-users, and customers whose needs are targeted to each participant's product or service offering. Participants will also be briefed by key local industry leaders on local market conditions and opportunities in the various regions of South Africa and Angola. For information & an application, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=39174&InputType=EVENT.

- July 9 - **FOOMA JAPAN (TOKYO)**. Illinois small businesses are invited to join the Illinois Department of Commerce and Economic Opportunity, Office of Trade & Investment to exhibit in the Illinois Pavilion at this showcase of products, technologies, and services for food processing and related operations. Companies who qualify will receive: Exhibit space; Pre-scheduled B2B Matchmaking; Partial reimbursement of lodging and airfare costs in accordance with guidelines; Briefing material; Pre-show promotion; Assistance with travel logistics. Fee: \$250. Application deadline: **February 1**. For information & registration, please see: <https://www2.illinois.gov/dceo/SmallBizAssistance/Export/Documents/Mission%20Flyers/FY19/FOOMA2019.pdf>.
- July 10 **EXPORT ADMINISTRATION REGULATIONS**. Webinar sponsored by the Global Training Center. Topics include: *Basis, Scope, Key Terms & Principles; Export Control Classification Principles; Technology Controls; Applying the EAR; Technology & Software; Commodity Classification Automated Tracking System & Licensing; Succeeding at Compliance in Your Organization; Interactive Exercises*. 9:00 a.m. – 12:30 p.m. CDT. Fee: \$345. For information & registration, please see: <https://www.globaltrainingcenter.com/ear/>.
- July 11 **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: <https://www.globaltrainingcenter.com/itar/>.
- July 16 **EXPORTING PROCEDURES**. 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 June 16; \$595 thereafter). For information & registration, please see: <https://www.globaltrainingcenter.com/exporting-procedures/>.
- July 16 **LETTERS OF CREDIT**. Seminar sponsored by the Global Training Center. Topics include: *Introduction/Decision Criteria; Letters of Credit as Methods of Payment; Review of L/C Procedure as Export & as Importer; Look at Various Types of L/Cs; Special Types of L/Cs; Uniform Customs and Practice for Documentary Credits; Transaction Review – Export; Transaction Review – Import; Case Study on an Export L/C; Non-traditional Payment Methods*. 8:30 a.m. – 4:00 p.m., Doubletree Chicago-Schaumburg, 800 National Parkway, Schaumburg, IL. Fee: \$545 (by June 16; \$595 thereafter). For information & registration, please see: <https://www.globaltrainingcenter.com/letters-of-credit/>.
- July 16 **APPAREL CLASSIFICATION SERIES: ADVANCED TOPICS**. Fourth in a five-part series of webinars, sponsored by Sandler, Travis & Rosenberg, P.A., will review a variety of apparel samples and discuss the specific features that U.S. Customs and Border Protection focuses on when determining the correct classification and duty rate. 1:00 – 2:00 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/events-Apparel-Classification-Advanced-Topics-071619.html>.
- July 17 **INTERNATIONAL LOGISTICS**. Seminar 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., Doubletree Chicago-Schaumburg, 800 National Parkway, Schaumburg, IL. Fee: \$545 (by June 17; \$595 thereafter). For information & registration, please see: <https://www.globaltrainingcenter.com/international-logistics/>.

- July 17 **LETTERS OF CREDIT.** Webinar sponsored by the Global Training Center. Topics include: *Introduction/Decision Criteria; Letters of Credit as Methods of Payment; Review of L/C Procedure as Export & as Importer; Look at Various Types of L/Cs; Special Types of L/Cs; Uniform Customs and Practice for Documentary Credits; Transaction Review – Export; Transaction Review – Import; Case Study on an Export L/C; Non-traditional Payment Methods.* 8:30 a.m. – 4:00 p.m. CDT. Fee: \$545 (by June 17; \$595 thereafter). For information & registration, please see: <https://www.globaltrainingcenter.com/letters-of-credit/>.
- July 18 **EXPORTING PROCEDURES.** 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 Chicago-Schaumburg, 800 National Parkway, Schaumburg, IL. Fee: \$545 (by June 19; \$595 thereafter). For information & registration, please see: <https://www.globaltrainingcenter.com/exporting-procedures/>.
- July 18 **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 June 18; \$595 thereafter). For information & registration, please see: <https://www.globaltrainingcenter.com/international-logistics/>.
- July 19 **INCOTERMS® 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 Chicago-Schaumburg, 800 National Parkway, Schaumburg, IL. Fee: \$345 (by June 19; \$395 thereafter). For information & registration, please see: <https://www.globaltrainingcenter.com/incoterms/>.
- July 22 **TARIFF CLASSIFICATION.** Seminar sponsored by the Global Training Center. Topics include: *Harmonized System Convention; Overview of Harmonized Tariff Schedule of U.S.; The Export Schedule B; Classification Process; Extrinsic Interpretive Aids; Duty Determination; General Notes; Mechanics of Classification; Classification Exercises.* 8:30 a.m. – 4:00 p.m., Doubletree Chicago-Schaumburg, 800 National Parkway, Schaumburg, IL. Fee: \$545 (by June 22; \$595 thereafter). For information & registration, please see: <https://www.globaltrainingcenter.com/tariff-classification/>.
- July 23 **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 Chicago-Schaumburg, 800 National Parkway, Schaumburg, IL. Fee: \$545 (by June 23; \$595 thereafter). For information & registration, please see: <https://www.globaltrainingcenter.com/nafta/>.
- July 24 **IMPORTING PROCEDURES.** Seminar sponsored by the Global Training Center. Topics include: *The Import Regulatory Environment; Valuation; Country of Origin & Marking; Overview of the Harmonized Tariff Schedule of the U.S.; Duty Determination; Entry; Record Keeping; Other Import Considerations; Customs Enforcement; Customs Security.* 8:30 a.m. – 4:00 p.m., Doubletree Chicago-Schaumburg, 800 National Parkway, Schaumburg, IL. Fee: \$545 (by June 24; \$595 thereafter). For information & registration, please see: <https://www.globaltrainingcenter.com/importing-procedures/>.

- July 24 **INCOTERMS[®] 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 June 24; \$395 thereafter). For information & registration, please see: <https://www.globaltrainingcenter.com/incoterms/>.
- July 25 **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 Chicago-Schaumburg, 800 National Parkway, Schaumburg, IL. Fee: \$545 (by June 25; \$595 thereafter). For information & registration, please see: <https://www.globaltrainingcenter.com/importing-201/>.
- July 25 **EXPORTING 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 June 25; \$395 thereafter). For information & registration, please see: <https://www.globaltrainingcenter.com/export-to-mexico/>.
- Aug. 18 - **TRADE MISSION TO CENTRAL AMERICA.** Organized by the U.S. Department of Commerce's
23 International Trade Administration, this mission will include the Trade Americas – Business Opportunities in Central America Conference in Washington D.C. on August 18-19. Following the morning session of the conference on August 19, trade mission participants will participate in one-on-one consultations with U.S. and Foreign Commercial Service (US&FCS) Commercial Officers and/or Department of State Economic/Commercial Officers from the following U.S. Embassies in the region: Costa Rica, El Salvador, Honduras, Guatemala, Belize, Nicaragua, and Panama. The following day, August 20, trade mission participants will travel to engage in business-to-business appointments, each of which will be with a pre-screened potential buyer, agent, distributor or joint-venture partner, in up-to two markets in the Central America Region. The mission is open to U.S. companies from a cross section of industries with growing potential in Central America, but is focused on U.S. companies representing best prospects sectors such as: infrastructure and construction; safety & security; auto parts and service equipment; renewable energy; energy & oil & gas; medical equipment; and logistics. For information & an application, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=38661&InputType=EVENT.
- Aug. 21 **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: <https://www.globaltrainingcenter.com/automotive-tariff/>.
- Aug. 22 **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: <https://www.globaltrainingcenter.com/automotive-nafta/>.

- Aug. 22 **APPAREL CLASSIFICATION SERIES: RECREATIONAL PERFORMANCE OUTERWEAR.** Last in a five-part series of webinars, sponsored by Sandler, Travis & Rosenberg, P.A., will examine the classifications for recreational performance outerwear, which ones importers should never use (and why), and the new recordkeeping requirements for importers of these goods. It will also review the new terminology introduced by the TFTEA that companies importing woven jackets, pants, and other garments must understand to classify their products accurately. 1:00 – 2:00 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/events-Apparel-Classification-Series-Recreational-Performance-Outerwear-082219.html>.
- Aug. 26 **IMPORTING PROCEDURES.** Webinar sponsored by the Global Training Center. Topics include: *The Import Regulatory Environment; Valuation; Country of Origin & Marking; Overview of the Harmonized Tariff Schedule of the U.S.; Duty Determination; Entry; Record Keeping; Other Import Considerations; Customs Enforcement; Customs Security.* 8:30 a.m. – 4:00 p.m. CDT. Fee: \$545 (by July 26; \$595 thereafter). For information & registration, please see: <https://www.globaltrainingcenter.com/importing-procedures/>.
- Aug. 27 **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 July 27; \$595 thereafter). For information & registration, please see: <https://www.globaltrainingcenter.com/importing-201/>.
- Aug. 28 **DEVELOPING, IMPLEMENTING AND MAINTAINING CTPAT CERTIFICATION.** Webinar sponsored by the Global Training Center. Topics include: *CTPAT Basics & Recent Changes; Why CTPAT?; CTPAT Mechanics; CTPAT Minimum Security Criteria; Validations and Revalidations; CTPAT Annual Maintenance.* 9:00 a.m. – 12:30 p.m. CDT. Fee: \$345 (by July 28; \$395 thereafter). For information & registration, please see: <https://www.globaltrainingcenter.com/ctpat/>.
- Sept. 9 **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 May 17; \$595 thereafter). For information & registration, please see: <https://www.globaltrainingcenter.com/tariff-classification/>.
- Sept. 10 **NAFTA RULES OF ORIGIN.** Webinar sponsored by the Global Training Center. Topics include: *NAFTA – Overview; Definitions; A Closer Look at Origination; Finer Points of Origination; NAFTA and Special Sectors; The NAFTA Certificate of Origin Form; Country of Origin for Marking Purposes; NAFTA Strategies for Businesses; Appeal Procedures; Country of Origin Marking Rules; Record Keeping, Penalties, Denial of Benefits; Maquiladora Industry; Annex 401 Specific Rules of Origin; Regulatory Compliance and Enforcement; Other Free Trade Agreements.* 8:30 a.m. – 4:00 p.m. CDT. Fee: \$545 (by August 10; \$595 thereafter). For information & registration, please see: <https://www.globaltrainingcenter.com/nafta/>.
- Sept. 15 - **U.S. INDUSTRY PROGRAM AT THE INTERNATIONAL ATOMIC ENERGY AGENCY (IAEA)**
18 **GENERAL CONFERENCE 2019.** The U.S. Department of Commerce's International Trade Administration, with participation from the U.S. Departments of Energy and State, is organizing the 12th Annual U.S. Industry Program at the IAEA General Conference in Vienna, Austria. The IAEA General Conference is the premier global meeting of civil nuclear policymakers and typically attracts senior officials and industry representatives from all 170 Member States. The U.S. Industry Program is part of the U.S. Department of Commerce's Civil Nuclear Trade Initiative, a U.S. Government effort to help U.S. civil nuclear companies identify and capitalize on commercial civil nuclear opportunities around the world. The purpose of the program is to help the U.S. nuclear industry promote its services and technologies to an international audience, including senior energy policymakers from current and emerging markets as well as IAEA staff. For information & an application, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=39198&InputType=EVENT.

- Sept. 17 **EXPORTING PROCEDURES.** 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 August 17; \$595 thereafter). For information & registration, please see: <https://www.globaltrainingcenter.com/event/exporting-procedures-webinar-5/>.
- Sept. 18 **LETTERS OF CREDIT.** Webinar sponsored by the Global Training Center. Topics include: *Introduction/Decision Criteria; Letters of Credit as Methods of Payment; Review of L/C Procedure as Export & as Importer; Look at Various Types of L/Cs; Special Types of L/Cs; Uniform Customs and Practice for Documentary Credits; Transaction Review – Export; Transaction Review – Import; Case Study on an Export L/C; Non-traditional Payment Methods.* 8:30 a.m. – 4:00 p.m. CDT. Fee: \$545 (by August 18; \$595 thereafter). For information & registration, please see: <https://www.globaltrainingcenter.com/letters-of-credit/>.
- Sept. 19 **INTERNATIONAL LOGISTICS.** Webinar sponsored by the Global Training Center. Topics include: *International Logistics Partners; Securing Your International Supply Chain; Ocean Bills of Lading and Common Carrier's Obligations Toward the Shipper; Ocean Transportation; Air Waybills of Lading; Air Freight Transportation; Insurance; Incoterms® 2010 Product Transportation & Risk of Loss.* 8:30 a.m. – 4:00 p.m. CDT. Fee: \$545 (by August 19; \$595 thereafter). For information & registration, please see: <https://www.globaltrainingcenter.com/international-logistics/>.
- 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.
- Sept. 25 **EXPORT ADMINISTRATION REGULATIONS.** Webinar sponsored by the Global Training Center. Topics include: *Basis, Scope, Key Terms & Principles; Export Control Classification Principles; Technology Controls; Applying the EAR; Technology & Software; Commodity Classification Automated Tracking System & Licensing; Succeeding at Compliance in Your Organization; Interactive Exercises.* 9:00 a.m. – 12:30 p.m. CDT. Fee: \$345. For information & registration, please see: <https://www.globaltrainingcenter.com/ear/>.
- Sept. 26 **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: <https://www.globaltrainingcenter.com/itar/>.
- Oct. 8 **INCOTERMS® RULES.** Webinar sponsored by the Global Training Center. Topics include: *Domestic Terms of Sale for Domestic Transactions in the U.S.; Incoterms® 2010 Product Transportation and Risk of Loss; Exercises.* 9:00 a.m. – 12:30 p.m. CDT. Fee: \$345 (by September 8; \$395 thereafter). For information & registration, please see: <https://www.globaltrainingcenter.com/incoterms/>.

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.