



The
**International
Trade Association**
of Greater Chicago

ILLINOIS INTERNATIONAL BUSINESS CALENDAR

September 9, 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

- Sept. 19 **INTRODUCING THE NEW U.S. INTERNATIONAL DEVELOPMENT FINANCE AGENCY.** Luncheon program sponsored by the **International Trade Association of Greater Chicago**. Presentation by **Alison J. Germak**, Director, Corporate Development, Overseas Private Investment Corporation, who will provide an overview of the various tools the USDFC (a merger of OPIC and USAID's Development Credit Agency, opening October 1, 2019) will offer – loans, guarantees, equity, political risk insurance, and grants and technical assistance – to help support American investment in foreign markets, and highlight the geographic and sectoral priorities of the new agency. 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_11412.pdf, or e-mail: rsvp@itagc.org.
- Oct. 16 **INCOTERMS[®] RULES 2020.** Special program sponsored by the **International Trade Association of Greater Chicago**. Presentation by **Arthur C. O'Meara**, Principal, O'Meara & Associates - International Trade Compliance & Training, who will highlight the Incoterms[®] Rules 2020 and address changes made from the last version (Incoterms[®] 2010) from the perspective of domestic and international purchases and sales. Each attendee will receive a copy of the new *Incoterms[®] Rules 2020*; additional copies will be available for purchase separately. 8:45 a.m. – 1:00 p.m., Carlucci Rosemont, 6111 North River Road, Rosemont, IL. ITA/GC Members - \$275; Non-members - \$350. For information & registration, see: http://calendar.itagc.org/docs/ITAGC_Calendar_11311.pdf, or e-mail: rsvp@itagc.org.

Of Note:

Trade Deficit Down Again as Exports, Imports Both Fall: The U.S. trade deficit in goods and services fell 2.7 percent in July, according to trade statistics released this week by the Department of Commerce, the second straight monthly decline, according to the Sandler, Travis & Rosenberg *Trade Report*. The monthly deficit of \$54.0 billion reflected a 0.6 percent increase in exports to \$207.4 billion and a 0.2 percent decrease in imports to \$261.4 billion. However, the deficit is up 8.2 percent for the year to date compared to the same period in 2018, with imports up 1.4 percent and exports down 0.2 percent, as the Trump administration's trade restrictions continue to impact global trade patterns. For more, please see: <https://www.strtrade.com/news-publications-trade-deficit-import-export-July-2019-090619.html>.

Korea Trade Delegation: The Korea Trade-Investment Promotion Agency (KOTRA) invites U.S. businesses to participate in the Korea Trade Delegation, October 29 – November 1 in South Korea. Companies approved to participate will receive: Pre-arranged 1-on-1 meetings with suppliers; company visits; 50% reimbursement of economy airfare; hotel accommodation; local transportation and interpreter. To apply, please contact Jane Yoon, Korea Trade Delegation Manager: janey@kotrachicago.com, or 312/644-4323 x-124.

Of Note:

Import and Export in Vietnam: Vietnam has followed an export-led growth model, combining trade liberalization and policies to attract foreign direct investment to spur exports. This has allowed Vietnam to accelerate growth in recent years, emerging as a clear leader in low-cost manufacturing and sourcing. ITA/GC Member **Dezan Shira & Associates** has released a free publication that examines Vietnam's import and export landscape and the top sectors for trade. It also looks at import and export procedures, including business models, duties, exemptions, and tax rates that traders need to be aware of. Download a free copy here: <http://www.asiabriefing.com/store/book/importing-exporting-vietnam.html>.

World's Trade Explained in 10 Visualizations: For a fresh perspective, check out these ten visualizations from howmuch.net (<https://howmuch.net/articles/worlds-trade-explained-in-10-visualizations>):

1. The World's Top Exporters in 2017;
2. The World's Top Importers in 2017;
3. The Biggest Import from Every State in 2017;
4. International Liquidity by Country;
5. Gold Reserves around the World;
6. World's Biggest Crude Oil Reserves by Country;
7. World Map of Diamond Imports;
8. The World's Biggest Military Weapons Importers;
9. The World's Biggest Military Weapons Exporters;
10. Export Gains & Losses Resulting from No-deal Brexit.

2019 CRGC Exports Grant Program Application: Chicago Regional Growth Corporation (CRGC) Exports is pleased to announce that our grant program is accepting applications! Small and medium-sized companies, who can demonstrate a comprehensive export strategy and have not previously received more than one grant from CRGC or Metro Chicago Exports, are eligible to apply. The Grant Program provides companies with a 50% reimbursement of eligible export activities, up to \$5,000. Among other qualifications, companies must be registered to do business in one of the following counties: Cook (including the City of Chicago), DuPage, Kane, Kendall, Lake, McHenry, or Will. The 2019 Grant Program will be open on a rolling basis until **September 16, 2019**. For information & an application, please see: https://wbc.formstack.com/forms/2019_crgc_gp_application.

NFTC President Rufus Yerxa Talks Trade, Tariffs at Aspen Security Forum: For an enlightened discussion of the current trade environment, watch (<https://www.youtube.com/watch?v=0fFw6jNnLSU&feature=youtu.be>) this panel discussion with: **William Reinsch**, Senior Advisor and Scholl Chair in International Business, CSIS; **Susan Schwab**, Professor of Public Policy, University of Maryland; Strategic Advisor, Mayer Brown LLP; and former U.S. Trade Representative; and **Rufus Yerxa**, President, National Foreign Trade Council.

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- 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. 9 *IMPORT COMPLIANCE MANAGEMENT AND SUPPLY CHAIN FACILITATION STRATEGIES.*** Course sponsored by The World Academy. Global trade compliance industry experts will define import compliance demonstration strategies to address the core components of global trade facilitation and reasonable care management to meet the demands of the ever-evolving challenges of import compliance deliverables. 9:00 a.m. – 4:00 p.m., Chicago. Fee: \$395. For information & registration, please see: <https://www.theworldacademy.com/product-page/2019-import-compliance-management-and-supply-chain-9-9-chicago-il-9-4pm>.
- 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. 10 ***INTERNATIONAL DOCUMENTATION TRAINING.*** Sponsored by Allocca Enterprises, topics include: understanding how to correctly fill out commercial invoices, packing lists, bills of lading, dock receipts and Electronic Export Information; why to use a DCS statement; legalization of documents; pre-shipment inspections; NAFTA Certificates of Origins; and more. 8:30 a.m. – 4:30 p.m., Iowa Farm Bureau Auditorium, 5400 University Avenue, West Des Moines, IA. Fee: \$100. For information & registration, please see: <https://www.regonline.com/registration/Checkin.aspx?EventID=2566605&>.
- Sept. 10 ***HTS CLASSIFICATION STRATEGIES FOR FINANCIAL BUSINESS CONTROLS.*** Course, sponsored by The World Academy, will review the strategies for compliant HTS process management to afford companies the ability to defend proper classification of their import and export commodities. 9:00 a.m. – 12:00 p.m., Chicago. Fee: \$250. For information & registration, please see: <https://www.theworldacademy.com/product-page/classification-strategies-9-10-chicago-il-9-12-pm>.
- Sept. 10 ***GLOBAL DATA BREACH AND CYBER INSURANCE TRENDS.*** Webinar sponsored by Global Chamber. Speakers include: **Max Perkins**, SVP Global Cyber & Technology, Global Professional & Financial Risks, Lockton International; **Michael Waters**, Shareholder, Tech Transactions and Data Privacy Practice, Polsinelli; **Bruce Radke**, Shareholder, Tech Transactions and Data Privacy Practice, Polsinelli. 10:00 – 11:00 a.m. CDT. GC Members – No fee; Non-members - \$25. For information & registration, please see: <https://www.globalchamber.org/events/2019/09/10/globinar/globinar-global-data-breach-and-cyber-insurance-trends/>.
- Sept. 10 ***EXPORT CONTROLS & COMPLIANCE.*** Webinar, sponsored by the World Trade Research Institute, will cover U.S. export controls including Export Administration Regulations, ITAR, and Trade Sanctions. 10:00 – 11:00 a.m. CDT. Fee: \$55. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07egi5odnv203643c1&oseq=&c=&ch=>.
- Sept. 10 ***LEGALIZED MARIJUANA AND LOGISTICS: HOW AIR CARGO EMPLOYERS SHOULD HANDLE THE NEW REGULATIONS.*** Luncheon program sponsored by the International Air Cargo Association of Chicago. Presentation by **Zeeshan Tejani**, President and Co-Founder, Fastest Labs NW Chicago. 11:15 a.m. – 2:00 p.m., City of Chicago Department of Aviation, 10510 West Zemke Road, Chicago. IACAC Members - \$35; Non-members - \$45. For information & registration, please see: <https://www.iacac.com/events/september-2019-marijuana-and-logistics/>.
- Sept. 10 ***MARKET RESEARCH WHEN THE MARKET IS FIVE TIME ZONES AWAY.*** Luncheon program sponsored by the Madison International Trade Association. Presentations by **Matt Inman**, Director of Global Experience, Johnson Controls and **Michael Lauenstein**, Director for International Sales, Mueller Sports Medicine. 11:30 a.m. – 2:00 p.m., Fluno Center, 601 University Avenue, Madison, WI. MITA Members - \$35 (by September 3; \$45 thereafter); Non-members - \$50 (by September 3; \$60 thereafter). For information & registration, please see: <http://mitatrade.org/events/details/market-research-when-the-market-is-five-time-zones-away1>.
- Sept. 10 ***NOT YOUR EVERYDAY INVESTIGATION: AUTHORIZING, MANAGING AND CONDUCTING INTERNAL INVESTIGATIONS INTO POTENTIAL VIOLATIONS OF U.S. EXPORT CONTROLS AND SANCTIONS LAWS.*** Webinar, sponsored by the Export Compliance Training Institute, will demonstrate how to spot and respond to the recurring issues that arise during export controls and sanctions investigations. 12:00 – 1:30 p.m. CDT. Fee: \$195. For information & registration, please see: <https://www.learnexportcompliance.com/webinar/not-your-every-day-investigation-authorizing-managing-and-conducting-internal-investigations-into-potential-violations-of-u-s-export-controls-and-sanctions-laws/>.

- Sept. 10 ***FACC MONTHLY LUNCHEON.*** Luncheon program sponsored by the French-American Chamber of Commerce Chicago. Presentation by **Sébastien Meunier**, Customer Success Manager, Intuiface - the world's premier platform for creating, deploying, measuring and managing deeply interactive digital experiences without writing code. 12:00 – 2:00 p.m., Marchesa, 535 North Wells Street, Chicago. FACC Members - \$44; Non-members - \$60. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07egdwnn604564668c&oseq=&c=&ch=>.
- Sept. 10 ***CTPAT NEW MINIMUM-SECURITY CRITERIA TRAINING.*** Course, sponsored by The World Academy, will address the new minimum-security criteria introduced by CBP for socialization and implementation response from the trade community, and will provide an in-depth review of the new responsibilities of CTPAT certified and validated companies to remain in good standing and in adherence with security and compliance standards of the CTPAT program management. 1:00 – 4:00 p.m., Chicago. Fee: \$250. For information & registration, please see: <https://www.theworldacademy.com/product-page/ctpat-new-minimum-security-criteria-training-9-10-chicago-il-1-4-pm-1>.
- Sept. 11 ***EXPORT COMPLIANCE MANAGEMENT AND SUPPLY CHAIN FACILITATION STRATEGIES.*** Course sponsored by The World Academy. Global trade compliance industry experts will define export compliance demonstration strategies to address the core components of global trade facilitation and reasonable care management to meet the demands of the ever-evolving challenges of export compliance deliverables. 9:00 a.m. – 4:00 p.m., Chicago. Fee: \$395. For information & registration, please see: <https://www.theworldacademy.com/product-page/export-compliance-management-9-11-chicago-il-9-4-pm>.
- Sept. 11 ***INCOTERMS ANALYSIS WORKSHOP TO DETERMINE MOST APPROPRIATE TERMS FOR COMPANY USE.*** Workshop, sponsored by The World Academy, will review the full scope of International commercial terms and their application to buyer and seller responsibilities in the global trade arena. 9:00 a.m. -12:00 p.m. Fee: \$250. For information & registration, please see: <https://www.theworldacademy.com/product-page/incoterms-analysis-workshop-9-11-chicago-il-9-12-pm-1>.
- Sept. 11 ***HOW TO PREPARE AND FILE CLASSIFICATION REQUESTS WITH BIS.*** Webinar, sponsored by the Export Compliance Training Institute, will include a detailed, block-by-block demonstration of how to prepare the Form 748P for classification requests. 12:00 – 1:30 p.m. CDT. Fee: \$195. For information & registration, please see: <https://www.learnexportcompliance.com/webinar/how-to-prepare-and-file-classification-requests-with-bis/>.
- Sept. 11 ***MEDICAL DEVICES: EU DIRECTIVES, CE MARKING, ISO CERTIFICATION AND THE NEW DEVICE REGULATIONS COMING TO THE EU.*** 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: \$249. 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>.
- Sept. 11 ***AD/CV CIRCUMVENTION AND EVASION ENFORCEMENT: EXPANDING LIABILITY AND UNCERTAINTY.*** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will review the evolving intersection of anti-circumvention and enforcement policies and provide insights on best practices to protect your company. 1:00 – 2:00 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/events-AD-CV-Circumvention-and-Evasion-Enforcement-091119.html>.

- Sept. 11 ***CENTRAL AMERICAN TRADE & TOURISM.*** Event sponsored by the Consulates General of Guatemala, El Salvador, Honduras and Costa Rica in Chicago. Topics include: *Doing Business in Central America; Central America Economic Outlook; Trade Relations with Central America; Business in the Region: The Coffee Case; Getting to Central America; Boutique Destination: La Ruta Maya.* Following the presentations, there will be a Café Chorreado Show: Central American Coffee and a Bartender Show. 4:00 – 6:30 p.m., Millennium Knickerbocker Hotel Chicago, 163 East Walton Place, Chicago. No fee; advance registration requested. For information & registration, please contact: centralamericanconsulates@gmail.com.
- Sept. 12 ***SCHEDULE B/HTS AND EAR CLASSIFICATION.*** Workshop sponsored by the Illinois SBDC International Trade Center at the College of Lake County. Presentation by **Arthur O'Meara**, Principal, O'Meara & Associates, who will address: how to apply for and use U.S. Customs classification rulings; explain the differences between HTSUS and Schedule B, the structure of the HTSUS, and tariff classification of products for imports and exports; review the General Rules of Interpretation (GRI) to classify your imported and exported goods properly. 10:00 – 11:30 a.m., College of Lake County - Grayslake Campus, 19351 West Washington Street, Grayslake, IL. Fee: \$25. For information & registration, please see: <https://www.eventbrite.com/e/schedule-bhts-and-ear-classification-fall-2019-registration-59166513635>.
- Sept. 12 ***INTERNATIONAL REVENUE – THE ANTIDOTE TO SLOWING OR MATURE DOMESTIC SALES.*** Webinar, sponsored by Baker Tilly, will discuss strategies to tap into foreign demand and recession-proof your business for tomorrow. 1:00 – 2:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: <https://go.bakertilly.com/international-revenue>.
- Sept. 12 ***OPERATING IN U.S. FOREIGN TRADE ZONES.*** Webinar, sponsored by the World Trade Research Institute, will cover the basics including how FTZs work, and the benefits and rules for operating in an FTZ, thereby helping your company evaluate the opportunity. 2:00 – 3:00 p.m. CDT. Fee: \$55. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07egi5p6eg241a0121&oseq=&c=&ch=>.
- Sept. 15 - 18 ***U.S. INDUSTRY PROGRAM AT THE INTERNATIONAL ATOMIC ENERGY AGENCY (IAEA) 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 ***INCOTERMS® 2020 RULES FOR AMERICANS.*** Seminar sponsored by the International Chamber of Commerce (ICC) & the United States Council for International Business (USCIB). Presentation by **Frank Reynolds**, U.S. Representative to the ICC Incoterms® Revision Committee. 8:00 a.m. – 4:00 p.m., Holiday Inn Chicago Mart Plaza, 350 North Orleans Street, Chicago. Fee: \$350 (by September 7; \$380 thereafter). For information & registration, please see: <https://www.incoterms-for-americans.com/seminar/chicago-il-9-17/>.

- 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. 17 **AES/ACE EXPORT COMPLIANCE.** Seminar, sponsored by America's Small Business Development Center, will increase your overall knowledge on export compliance/enforcement including: an update on the latest regulatory changes with respect to the Foreign Trade Regulations (FTR); an overview of commodity classification; the Automated Export System (AES) and the free filing tool, ACE AESDirect. A demonstration will cover how you can leverage the export reports feature in Automated Commercial Environment (ACE) to manage compliance and oversee export filings at the company level. 8:30 a.m. – 4:00 p.m., College of DuPage, 425 Fawell Boulevard, Glen Ellyn, IL. Fee: \$275. For information & registration, please see: <https://m-palm.regfox.com/chicago-il-2019>.
- Sept. 17 **MEDICA 2019 PRE-SHOW WEBINAR.** Program, sponsored by the U.S. Commercial Service, will describe complimentary programs being provided by the U.S. Commercial Service that will help you connect with international opportunities and gain market intelligence during the largest trade show in the world. 11:00 a.m. – 12:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=39608&InputType=EVENT.
- Sept. 17 **THE 2019 MISCELLANEOUS TARIFF BILL – ANOTHER WAY TO MITIGATE TARIFF COSTS.** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will show companies how to use the MTB to maximize duty savings in today's uncertain trade environment. 11:00 – 11:30 a.m. CDT. Fee: \$50. For information & registration, please see: <https://www.strtrade.com/events-MTB-Webinar-091719.html>.
- Sept. 17 **WATER INFRASTRUCTURE OPPORTUNITIES IN TIJUANA'S WASTEWATER INDUSTRY.** Direct Line webinar sponsored by the Bureau of Economic & Business Affairs, U.S. Department of State. Sue Saarnio, U.S. Consul General Tijuana, will explore water infrastructure opportunities in Tijuana's wastewater industry. 12:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: <https://www.state.gov/water-infrastructure-opportunities-in-tijuanas-wastewater-industry-9-17/>.
- Sept. 17 **EXPORTING MECHANICS: DEALING WITH SUPPLIERS, PARTNERS & BUYERS.** Webinar sponsored by the National Customs Brokers & Forwarders Association of America in cooperation with the Office of Digital Initiatives at the Department of Commerce. You will learn about working with suppliers to get origin documentation correct as well as foreign distributors on the United States export law. 1:00 – 2:00 p.m. CDT. Fee: \$25. For information & registration, please see: http://www.ncbfaa.org/Scripts/4Disapi.dll/4DCGI/events/850.html?Action=Conference_Detail&ConfID_W=850&menukey=events.
- 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. 18 ***ECOMMERCE PAYMENT ESSENTIALS.*** Workshop sponsored by the Illinois SBDC International Trade Center at the Industrial Council of Nearwest Chicago in collaboration with The Hatchery Chicago, 1871, mHUB and the U.S. Commercial Service Chicago. Presentation by **Ryan King**, President and CEO, Guardian Payment Systems, Inc., who will describe how to successfully and efficiently accept payments both domestically and abroad, as well as avoid common pitfalls when trying to accept payments internationally. 8:30 – 11:30 a.m., ICNC, 320 North Damen Avenue, Chicago. No fee; advance registration requested. For information & registration, please see: <http://events.r20.constantcontact.com/register/event?oeidk=a07egi4icwg5b7b536b&llr=ei5vsbcab>.
- Sept. 18 ***LIGHT, WISH, EAT, PRAY, LOVE: A COMPANY'S INTERSECTION WITH GLOBAL ADVENTURE.*** Workshop sponsored by Women Entrepreneurs GROW Global. Presentation by **Loree Sandler**, Founder, Let Them Eat Candles. 8:30 – 11:30 a.m., Associated Bank, 525 West Monroe Street 15th Floor, Chicago. Fee: \$40. For information & registration, please see: <https://womenentrepreneursgrowglobal.org/2019/08/06/a-companys-intersection-with-global-adventure/>.
- Sept. 18 ***EXPORT DOCUMENTATION.*** Webinar, sponsored by the Metropolitan Milwaukee Association of Commerce's World Trade Association, will review the commercial invoice, packing list, certificate of origin, and SLI. 11:30 a.m. – 12:30 p.m. CDT. WTA Members - No fee; Non-members - \$25. For information & registration, please see: <https://web.mmac.org/events/WTA-Webinar-Export-Documentation-2293/details>.
- Sept. 18 ***EUROPEAN BUSINESS NETWORKING.*** 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., The Ivy Boutique Hotel - Sky Terrace, 233 West Ontario Street, Chicago. Members of sponsoring organizations - \$15; Non-members - \$25. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07egh01xzc4a83a7e&oseq=&c=&ch=>.
- Sept. 18 ***CBP ORGANIZATION AND OPERATIONS.*** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will review CBP's basic operations as well as its organizational structure and various components. 1:00 – 2:00 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/events-CBP-Organization-Operations-091819.html>.
- Sept. 19 - ***INDIA MARKET ONE-ON-ONE EXPORT COUNSELING.*** The U.S. Commercial Service Chicago will be hosting Arup Mitra from the U.S. Commercial Service Kolkata. He specializes in: Agricultural & Food Processing Equipment; Environmental Technologies (including pollution control & water/wastewater); Energy; & Franchising. One-hour private export counseling sessions will be held at the USCS Chicago office, 233 North Michigan Avenue, Chicago. To schedule an appointment, please email: Monica.Toporkiewicz@trade.gov.
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- 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. 19 ***INCOTERMS® 2020 RULES.*** Program sponsored by the Business Credit Management Association in cooperation with the International Chamber of Commerce (ICC) & the United States Council for International Business (USCIB). Presentation by **Frank Reynolds**, U.S. Representative to the ICC Incoterms® Revision Committee. 8:30 a.m. – 3:30 p.m., Sheraton Milwaukee Brookfield Hotel, 375 South Moorland Road, Brookfield, WI. Fee: \$350 (by September 9; \$380 thereafter); includes a copy of the official ICC *Incoterms® 2020* book and *Incoterms® Rules for Americans*. For information & registration, please see: <https://files.constantcontact.com/0ef74d4e301/6f3417e1-5814-49d7-8ea5-94680a587d07.pdf>.
- Sept. 19 ***BASIC EXPORT DOCUMENTATION.*** Webinar, sponsored by the World Trade Research Institute, will give you a good overview of the most commonly used documents in international trade. 10:00 – 11:00 a.m. CDT. Fee: \$55. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07egi5p6l20373d834&oseq=&c=&ch=>.
- Sept. 19 ***INTRODUCING THE NEW U.S. INTERNATIONAL DEVELOPMENT FINANCE AGENCY.*** Luncheon program sponsored by the **International Trade Association of Greater Chicago**. Presentation by **Alison J. Germak**, Director, Corporate Development, Overseas Private Investment Corporation, who will provide an overview of the various tools the USDFC (a merger of OPIC and USAID's Development Credit Agency, opening October 1, 2019) will offer – loans, guarantees, equity, political risk insurance, and grants and technical assistance – to help support American investment in foreign markets, and highlight the geographic and sectoral priorities of the new agency. 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_11412.pdf, or e-mail: rsvp@itagc.org.
- Sept. 19 ***HOW TO SURVIVE CBP FREE TRADE AGREEMENT VERIFICATION.*** Webinar, sponsored by ComplianceOnline, will provide attendees tools to ensure they comply with rules and regulations applicable to Free Trade Agreement (FTA) and special trade program claims. 12:00 – 1:00 p.m. CDT. Fee: \$149. For information & registration, please see: <https://www.complianceonline.com/how-to-survive-cbp-free-trade-agreement-verification-webinar-training-703258-prdw>.
- Sept. 19 ***PORT OPPORTUNITIES IN BRAZIL.*** Webinar, sponsored by the U.S. Commercial Service, will provide a market overview from experts on Brazilian ports, including business opportunities in the major port projects and best prospects include technological innovations and solutions for port operations, infrastructure and cargo transportation. 1:00 – 2:00 p.m. CDT. Fee: \$25. For information & registration, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=39624&InputType=EVENT.
- Sept. 20 ***GERMANY AND THE US: TOWARD A NEW TRANSATLANTIC FUTURE.*** Program sponsored by The Chicago Council on Global Affairs. Presentations by: **Elisabeth Braw**, Senior Research Fellow, Royal United Services Institute for Defence and Security Studies; **Richard C. Eichenberg**, Nonresident Senior Fellow, Public Opinion and Foreign Policy; **Craig Kafura**, Assistant Director, Public Opinion and Foreign Policy. 3:45 – 5:00 p.m., CCGA Conference Center, 130 East Randolph Street, Chicago. CCGA Members - \$10; Non-members - \$30. For information & registration, please see: <https://www.thechicagocouncil.org/event/germany-and-us-toward-new-transatlantic-future>.

- 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. 23 ***INCOTERMS® 2020.*** Program sponsored by the Midwest Global Trade Association. Presentation by **Frank Reynolds**, President, International Projects, Inc. and U.S. Representative to the Incoterms® 2020 revision. 7:30 a.m. – 4:30 p.m., The Wilds Golf Club - Banquet Room, 3151 Wilds Ridge Court, Prior Lake, MN. Fee: \$350. For information & registration, please see:
https://www.mgta.org/events/EventDetails.aspx?id=1207488&group=&utm_source=events&utm_medium=email.
- Sept. 24 ***YUAN AND WHY.*** Sunrise Session sponsored by the Association for Corporate Growth Chicago. Presentation by **Marc Chandler**, Chief Markets Strategist, Bannockburn Global Forex, who will share his thoughts on where the U.S.-China trade conflict is headed and what is next for the yuan. 8:00 – 10:00 a.m., 200 West Monroe Street, 6th Floor, Chicago. ACG Members – No fee in advance (\$10 at the door); Non-members - \$39 in advance (\$49 at the door). For information & registration, please see: <https://web.cvent.com/event/863ea120-888f-41bd-bc4b-a169055fac31/summary>.
- Sept. 24 ***EU PRODUCT STANDARDS: HOW TO GET A CE MARK.*** Webinar, sponsored by the World Trade Research Institute, will describe the complicated process to obtain a CE mark that is required in order to sell your products in the European market. 10:00 – 11:30 a.m. CDT. Fee: \$105. For information & registration, please see:
<https://events.r20.constantcontact.com/register/eventReg?oeidk=a07egi5q42f5c15c4e5&oseq=&c=&ch=>.
- Sept. 24 ***INCOTERMS 2020.*** Workshop sponsored by the Illinois SBDC International Trade Center, Business Development Center at College of DuPage. Presentation by **Paul Jarzombek**, Chief Operating Officer, LR International Inc., who will compare Incoterms 2020 with Incoterms 2010 and offer guidance on best practices for Incoterms use for buyers and sellers. 10:00 a.m. – 12:00 p.m., 535 Duane Street, Room 301, Glen Ellyn, IL. No fee; advance registration required. For information & registration, please see: <https://ilsbdc.ecenterdirect.com/events/31542>.
- Sept. 24 ***THE TAX SYSTEM AND CUSTOMS DISPUTES IN BRAZIL.*** U.S.-Brazil Trade Facilitation webinar, sponsored by the U.S. Commercial Service, will cover disputes with customs in Brazil and what you should do in case you find yourself in a dispute with customs in Brazil. 12:00 p.m. CDT. Fee: \$35. For information & registration, please see:
https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=39516&InputType=EVENT.
- Sept. 24 ***THE BIG DATA HEALTH IN THE BRAZILIAN REGULATORY AFFAIRS.*** Webinar, sponsored by ComplianceOnline, will provide an overview of the recent Brazilian changes regarding the big data protection in Regulatory Affairs. It will also provide an opportunity to analyze and discuss key issues related to the data protection applicable to all medical, pharmaceutical, food and cosmetic product. 12:00 – 1:30 p.m. CDT. Fee: \$249. For information & registration, please see:
<https://www.complianceonline.com/intellectual-property-rights-regulatory-affairs-system-webinar-training-706173-prdw>.
- Sept. 24 ***INCOTERMS MADE EASY - DECODING YOUR SHIPMENT.*** Webinar, sponsored by ComplianceOnline, will help exporters understand International Commercial Terms, or (INCOTERM). 12:00 – 1:00 p.m. CDT. Fee: \$199. For information & registration, please see:
<https://www.complianceonline.com/incoterms-made-easy-decoding-your-shipment-webinar-training-705597-prdw>.

- Sept. 24 ***UNDERSTANDING THE ISF 10+2, 10+5 AND ITS PROCESSES.*** Webinar, sponsored by ComplianceOnline, will cover the: history of the ISF; filing processes; deadlines to file; responsible parties that must file; and the penalties involved for first time and repeat offenders. 12:30 – 1:30 p.m. CDT. Fee: \$199. For information & registration, please see: <https://www.complianceonline.com/understanding-isf-and-its-processes-webinar-training-706195-prdw>.
- Sept. 24 ***TOP 10 MISTAKES IMPORTERS MAKE (AND HOW TO AVOID THEM).*** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., reviews the most important, and potentially costly, mistakes importers make and demonstrates ways to either avoid them altogether or mitigate their effects. 1:00 – 2:00 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/events-Top-10-Mistakes-Importers-Make-092419.html>.
- Sept. 24 ***DIY VIRTUAL REALITY TO MARKET YOUR EDUCATIONAL INSTITUTIONS OVERSEAS.*** Webinar, sponsored by the U.S. Commercial Service, will provide educational institutions with tools to develop their own virtual reality content, as well as inform on VR technology use trends in the education industry. 1:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=39609&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. 25 ***HOW TO SELL ONLINE IN CANADA.*** Go Global webinar sponsored by IBT Online. Presentations by **Ludovic Ortuno**, Chief Operating Officer, CIDEP, and **Susanna Hardy**, Chief Content Officer, IBT Online. 10:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://info.ibt.onl/webinar-online-canada-0>.
- Sept. 25 ***U.S./CHINA TRADE WAR: RECENT DEVELOPMENTS & AVOIDING SUPPLY CHAIN DISRUPTIONS.*** Webinar, sponsored by the Export Compliance Training Institute, will provide a detailed discussion on the most recent developments in the U.S./China trade war and recommend strategies for minimizing supply chain disruptions. 12:00 – 1:30 p.m. CDT. Fee: \$195. For information & registration, please see: <https://www.learnexportcompliance.com/webinar/u-s-china-trade-war-recent-developments-avoiding-supply-chain-disruptions/>.
- Sept. 25 ***CBP ORGANIZATION AND OPERATIONS.*** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will review CBP's basic operations as well as its organizational structure and various components. 1:00 – 2:00 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/events-CBP-Organization-Operations-091819.html>.
- 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/>.
- Sept. 26 ***GLOBAL E-COMMERCE.*** Webinar, sponsored by the World Trade Research Institute, will provide information you will need to complete international online sales and explain how to integrate that information in your sales fulfillment process. 10:00 – 11:00 a.m. CDT. Fee: \$55. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07egi5q471ac727054&oseq=&c=&ch=>.

- Sept. 26 ***HOW TO TAKE ADVANTAGE OF LETTERS OF CREDIT FOR IMPORTERS-EXPORTERS.*** Webinar, sponsored by ComplianceOnline, will provide both importers and exporters with the insight necessary to make well-informed credit decisions by using a combination of easy-to-understand explanations and real-life scenarios, ideal for credit managers, international salespeople, logisticians and order management personnel. 11:00 a.m. – 12:00 p.m. CDT. Fee: \$199. For information & registration, please see: <https://www.complianceonline.com/advantage-letters-of-credit-importers-exporters-webinar-training-706196-prdw>.
- Sept. 26 ***A GLOBAL REVIEW OF REGULATIONS APPLIED TO SPICES, HERBS AND FLAVORS.*** Webinar, sponsored by ComplianceOnline, will review the global regulations pertaining to spices, herbs and their extracts used for flavors as well as provide an overview of all flavor regulations and go into detail about spice/herb as well as flavor guidance documents from trade organizations, international & regional regulatory bodies and specific country regulations. 12:00 – 1:30 p.m. CDT. Fee: \$199. For information & registration, please see: <https://www.complianceonline.com/spices-herbs-flavors-regulations-global-review-webinar-training-706083-prdw>.
- Sept. 26 ***U.S.-CHINA SERIES: BUILDING AND MAINTAINING BUSINESS RELATIONSHIPS.*** Program sponsored by the International Executive Resources Group - Chicago Chapter and Chinawise. Presentation by **Feng Xue**, Managing Partner & Chief Representative, Katten Muchin Shanghai & Chairman, Katten China Practice. 3:30 – 6:30 p.m., Katten Muchin Rosenman LLP, 525 West Monroe Street, Chicago. IERG Members - \$35; Non-members - \$60. For information & registration, please see: https://www.eventbrite.com/e/us-china-series-building-and-maintaining-business-relationships-tickets-69931026583?aff=efbevent&fbclid=IwAR1h44efE4Ktlh0K_c1z00yIzkyccCwh7C1PKf2VoFWsGA5dA9s5iOScpQ0.
- Sept. 27 ***COUNTRY OF ORIGIN.*** Webinar sponsored by the Global Training Center. Topics include: *Kyoto Convention - World Customs Organization; Reasons for Rules of Origin; Substantial Transformation; Free Trade Agreements and the Tariff Shift Standard; Federal Trade Commission “Made in USA” Requirements.* 9:00 a.m. – 12:00 p.m. CDT. Fee: \$345. For information & registration, please see: <https://www.globaltrainingcenter.com/coo/>.
- Sept. 27 ***O’HARE INTERNATIONAL CARGO CENTER [TOUR].*** Program sponsored by the Organization of Women in International Trade. In addition to a rare inside look at O’Hare’s international cargo campus, there will be presentations by **Jamie Rhee**, Commissioner, Chicago Department of Aviation, and Emilio **Brahmst**, German Trade Commissioner. 10:00 a.m. – 12:00 p.m., 1000 West O’Hare Avenue, Chicago. OWIT Members - \$35; Non-members - \$45. For information & registration, please see: <http://owitchicago.org/event/september-27th-ohare-tour/>.
- Oct. 3 ***OVERCOMING OBSTACLES OF THE CANADIAN DRUG REGULATORY LANDSCAPE.*** Webinar, sponsored by ComplianceOnline, will share insights and practical examples that facilitate a positive, proactive and transparent interaction with Health Canada, and provide strategies for avoiding obstacles and managing them efficiently should they occur. 12:00 – 1:00 p.m. CDT. Fee: \$229. For information & registration, please see: <https://www.complianceonline.com/overcoming-obstacles-canadian-drug-regulatory-landscape-webinar-training-706188-prdw>.
- Oct. 6 - 18 ***U.S. TRADE MISSION TO SOUTH AFRICA (JOHANNESBURG, DURBAN AND CAPE TOWN).*** Sponsored by the African Global Chamber of Commerce and Illinois Chamber of Commerce, International Business Council, the mission aims at taking U.S. companies/investors to meet with South African public agencies and private entrepreneurs for investment opportunities through Business-to-Business (B2B) meetings, workshops, field visits, and cultural tours. Fee (includes airfare, lodging, workshops, tours, and most meals): \$6,399 (3 cities); \$5,199 (Johannesburg and Durban); \$4,099 (Johannesburg). For information & registration, please see: <http://www.africatrademission.org/>.

- Oct. 7 **GLOBAL ENTREPRENEURSHIP: STORIES FROM STARTUPS.** Event sponsored by WorldChicago in partnership with DePaul University Coleman Entrepreneurship Center. 5:30 – 8:30 p.m., 1871, Merchandise Mart, Chicago. Fee: \$15. For information & registration, please see: https://app.etapestry.com/onlineforms/WorldChicago_1/GlobalEntrepreneurship.html?utm_source=8%2F7%2F19&utm_campaign=Exchangeday&utm_medium=email.
- 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/>.
- Oct. 8 **MEDICAL DEVICE SINGLE AUDIT PROGRAM [MDSAP] IMPLEMENTATION & PARTICIPATING COUNTRY REGULATORY PROCESSES: U.S., CANADA, BRAZIL, AUSTRALIA AND JAPAN.** Webinar, sponsored by ComplianceOnline, will focus on the key regulatory requirements for medical devices for the participating MDSAP countries and address key topics such as device classification, licensing pathways, medical device GMP, inspections, device labeling, license holder responsibilities and more. 12:00 – 1:30 p.m. CDT. Fee: \$249. For information & registration, please see: <https://www.complianceonline.com/medical-device-single-audit-program-mdsap-us-canada-brazil-australia-japan-regulatory-requirements-webinar-training-705370-prdw>.
- Oct. 8 **ENCRYPTION EXPORT CONTROLS 2019 EDITION.** Webinar, sponsored by the Export Compliance Training Institute, will go through the basics of classifying items that could fall within Category 5 Part II of the Commerce Control List, and review export licensing requirements for these items, including NLR and License Exception ENC. 12:00 – 1:30 p.m. DCT. Fee: \$195. For information & registration, please see: <https://www.learnexportcompliance.com/webinar/encryption-export-controls-2019-edition/>.
- Oct. 8 **EXPORTING MECHANICS: ADVANCED LETTERS OF CREDIT.** Webinar sponsored by the National Customs Brokers & Forwarders Association of America in cooperation with the Office of Digital Initiatives at the Department of Commerce. You will learn about the letter of credit and how it is effectively used to avoid discrepancies, and about the role of the banks in the letter of credit process. 1:00 – 2:00 p.m. CDT. Fee: \$25. For information & registration, please see: http://www.ncbfaa.org/Scripts/4Disapi.dll/4DCGI/events/851.html?Action=Conference_Detail&ConfID_W=851&menukey=events.
- Oct. 8 **WEEDING OUT ORDINARY AND 301 DUTIES ON HORTICULTURAL/AGRICULTURAL EQUIPMENT.** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will show you how to realize significant duty savings on these goods while ensuring compliance. 1:00 – 2:00 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/events-301-Horticultural-Agricultural-Equipment-100819.html>.
- Oct. 9 **SEARCH ENGINE OPTIMIZATION FOR GLOBAL EXPORTERS.** Go Global webinar sponsored by IBT Online. Presentations by **Susanna Hardy**, Chief Content Officer, IBT Online, and **Samantha Soffici**, Online Business Development Manager, IBT Online. 10:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://info.ibt.onl/webinar-search-engine-optimization>.
- Oct. 10 **LEGAL DUTY AVOIDANCE AND RECOVERY.** Event sponsored by the Iowa Economic Development Authority's International Trade Office. Presentation by **Adam Hill**, President & COO, Scarbrough International, Ltd., who will discuss: *duty drawback; product exclusion and exemptions; foreign trade zones; free trade agreements; the generalized system of preferences; Section 232 and Section 301.* 8:30 a.m. – 12:00 p.m., Greater Des Moines Partnership, 700 Locust Street, Suite 100, Des Moines, IA. Fee: \$25. For information & registration, please see: <https://members.dsmpartnership.com/events/details/legal-duty-avoidance-and-recovery-10-10-2019-57680>.

- Oct. 10 ***PLAYING SILK ROAD GAMES: CHINESE BUSINESS STRATEGIES FROM CENTRAL ASIA TO EASTERN EUROPE.*** Seminar sponsored by the Central Asian Productivity Research Center in cooperation with Northern Illinois University, College of Business, Global Programs. Presentation by Dr. **Dirk Linowski**, well-known for his experience in international finance and an annual lecturer in China, Mongolia, Latvia, and Germany. 10:00 a.m., NIU, 105 West Madison Street, 7th floor, Chicago. No charge; advance registration required. For information & registration, please e-mail: lepinske@sbcglobal.net.
- Oct. 10 ***DECIPHERING DEEMED EXPORTS.*** Webinar, sponsored by the Export Compliance Training Institute, will address: *What technology and software is subject to the rule?; What sort of information and activities are NOT subject to the rule?; Who is a foreign person?; How do the EAR and ITAR differ in their concepts and licensing of deemed exports?; Are there any alternatives to applying for a license?; How do I know if a BIS or DDTC license is necessary and how do I go about obtaining one?; How does the deemed export licensing process interact with US Citizenship and Immigration Services Form I-129?; How should I treat US person employees of foreign firms?* 12:00 – 1:30 p.m. CDT. Fee: \$195. For information & registration, please see: <https://www.learnexportcompliance.com/webinar/deciphering-deemed-exports/>.
- Oct. 10 ***THE GLOBAL ECONOMIC OUTLOOK: TODAY AND BEYOND.*** Program sponsored by The Chicago Council on Global Affairs. Presentation by **Jan Hatzius**, Chief Economist and Head of Global Economics and Market Research, Goldman Sachs. 5:15 – 6:30 p.m. (Reception follows), CCGA Conference Center, 130 East Randolph Street, Chicago. CCGA Members - \$10; Non-members - \$30. For information & registration, please see: <https://www.thechicagocouncil.org/event/global-economic-outlook-today-and-beyond>.
- Oct. 11 ***RISKS AND OPPORTUNITIES OF INVESTMENTS IN CHINESE MAINLAND STOCKS.*** Luncheon program sponsored by the Central Asian Productivity Research Center. Presentation by Dr. **Dirk Linowski**, well-known for his experience in international finance and an annual lecturer in China, Mongolia, Latvia, and Germany. 11:30 a.m., Evergreen Restaurant, 2411 South Wentworth Avenue, Chicago. CAPRC Members - \$35; Non-members - \$45. For information & registration, please e-mail: lepinske@sbcglobal.net.
- Oct. 13
18 ***U.A.E. TECH MISSION.*** The U.S.-U.A.E. Business Council invites you to participate in a Department of Commerce-certified trade mission to the U.A.E. Delegates will enjoy a VIP reception with the U.S. head of mission as well as exclusive meetings with key players in the U.A.E. tech ecosystem including: Office of the Minister of Artificial Intelligence; Dubai Future Foundation; Smart Dubai; Wamda Capital; AstroLabs; Careem; RTA Dubai; Expo 2020 Dubai; Ministry of Economy; Mubadala Investment Company; Masdar; Abu Dhabi Smart Solutions and Services Authority. For more information, please see: <http://usuaebusiness.org/u-a-e-tech-mission/>.
- Oct. 14 ***MARKET ENTRY TO CHINA: MARKET RESEARCH ON A TIGHT BUDGET: WHY IT'S A MUST-HAVE INVESTMENT FOR ANY STARTUP ENTERING THE CHINESE MARKET.*** Webinar, sponsored by Woodburn Accountants & Advisors, will highlight some methods of conducting research and avenues for doing this in an affordable way. 3:30 – 4:30 a.m. CDT. No fee: advance registration required. For information & registration, please see: <https://register.gotowebinar.com/register/7071520428142278157?source=WB-Ecampaign>.
- Oct. 15 ***MARKET ENTRY TO CHINA: SIX WAYS TO DO BUSINESS IN CHINA WITHOUT SETTING UP AN OFFICE OR ENTITY.*** Webinar, sponsored by Woodburn Accountants & Advisors, will examine a variety of options that are lower-cost and lower commitment than opening an office. 3:30 – 4:30 a.m. CDT. No fee: advance registration required. For information & registration, please see: <https://register.gotowebinar.com/register/998160144423971085?source=WB-Website>.

- Oct. 16 - ***KENYA TRADE MISSION: ACCELERATING AGILE INVESTMENT, TRADE & INNOVATION BY STRENGTHENING CROSS-BORDER RELATIONSHIPS.*** Conference & trade mission sponsored by the East Africa Chamber of Commerce. The purpose is to facilitate business-to-business linkage as well as display opportunities for investments, highlight market analysis and opportunities, as well as underscore vital government trade policies in the region. High-level government and business leaders as well as top-level industry specialists will make presentations on their respective fields of expertise. Sector presentations will include: Affordable Housing; Water Solutions; Finance; Energy; Healthcare; Manufacturing; Food Security; Tourism & Transportation; ICT. For information & registration, please see: <http://eachamber.org/eacc19/>.
- Oct. 16 ***MARKET ENTRY TO CHINA: FIVE BENEFITS OF SETTING UP A REPRESENTATIVE OFFICE IN CHINA.*** Webinar, sponsored by Woodburn Accountants & Advisors, will examine the benefits of establishing a Representative Office in China. 3:30 – 4:30 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://register.gotowebinar.com/register/3919223889843501325?source=WB-Website>.
- Oct. 16 ***INCOTERMS® RULES 2020.*** Special program sponsored by the **International Trade Association of Greater Chicago**. Presentation by **Arthur C. O’Meara**, Principal, O’Meara & Associates - International Trade Compliance & Training, who will highlight the Incoterms® Rules 2020 and address changes made from the last version (Incoterms® 2010) from the perspective of domestic and international purchases and sales. Each attendee will receive a copy of the new *Incoterms® Rules 2020*; additional copies will be available for purchase separately. 8:45 a.m. – 1:00 p.m., Carlucci Rosemont, 6111 North River Road, Rosemont, IL. ITA/GC Members - \$275; Non-members - \$350. For information & registration, see: http://calendar.itagc.org/docs/ITAGC_Calendar_11311.pdf, or e-mail: rsvp@itagc.org.
- Oct. 16 ***IMPORT-EXPORT 101 FOR BUSINESS PROFESSIONALS.*** Webinar, sponsored by ComplianceOnline, will prepare business professionals to deal with issues such as how to find buyers, customers, or suppliers, import-export documentation, transport cost and duties, international trade regulations, and how to get paid. 11:00 a.m. – 12:00 p.m. CDT. Fee: \$149. For information & registration, please see: <https://www.complianceonline.com/incoterms-import-export-documentation-letter-of-credit-trade-regulations-webinar-training-704776-prdw>.
- Oct. 16 ***IMPORT CLEARANCE PROCESS.*** Webinar sponsored by the Metropolitan Milwaukee Association of Commerce’s World Trade Association. Hear from a local customs broker how to deal with classification, valuation and country of origin determinations. 11:30 a.m. – 12:30 p.m. CDT. WTA Members – No fee; Non-members - \$25. For information & registration, please see: <https://web.mmac.org/events/WTA-Webinar-Import-Clearance-Process-2294/details>.
- Oct. 16 ***LEARN OR REFRESH YOUR HTS CLASSIFICATION & NAFTA SKILLS.*** Webinar, sponsored by ComplianceOnline, will cover: *HTS background and structure; Review of General Rules of Interpretation (GRI); How to classify your product; NAFTA Origin rules; NAFTA Eligibility.* 12:00 – 1:00 p.m. CDT. Fee: \$199. For information & registration, please see: <https://www.complianceonline.com/hts-classification-and-nafta-skills-webinar-training-700694-prdw>.
- Oct. 17 ***MARKET ENTRY TO CHINA: SETTING UP A BUSINESS IN CHINA.*** Webinar, sponsored by Woodburn Accountants & Advisors, will compare a Representative Office with a Foreign Invested Enterprise in China, and examine the new Foreign Investment Laws and how they will impact foreign investors upon entering China. 3:30 – 4:30 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://register.gotowebinar.com/register/5531079348860842765?source=Website>.

- Oct. 17 ***HOW TO WRITE AN EXPORT MANAGEMENT COMPLIANCE PROGRAM.*** Seminar sponsored by the Illinois SBDC International Trade Center at College of Lake County. Presentation by **Mike Allocca**, Allocca Enterprises, who will address: management commitment/level of involvement; responsible personnel/record keeping; training/internal reviews; product determination/licensing screening; risk diversion screening and dual use sensitivity. 8:30 a.m. – 4:30 p.m., College of Lake County, 19351 West Washington Street, Grayslake, IL. Fee: \$150 (by October 3; \$195 thereafter). For information & registration, please see: <https://www.eventbrite.com/e/how-to-write-an-export-management-compliance-program-emcp-registration-62719991182>.
- Oct. 18 ***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 September 18; \$395 thereafter). For information & registration, please see: <https://www.globaltrainingcenter.com/ctpat/>.
- Oct. 22 - ***2019 ANNUAL THINK GLOBAL CONFERENCE.*** Event, sponsored by the International Trade Council, aims to help new and existing manufacturers, importers and exporters understand how to better capture international trade opportunities and to provide a platform where they can network and meet potential business partners, suppliers, investors and clients. 8:30 a.m. – 5:00 p.m., Greenhouse Loft, 2545 West Diversey Avenue, Chicago. Fee: \$450 – 1 day (by August 30; \$900 thereafter); \$900 - 2-day (by August 30; \$1,800 thereafter). For information & registration, please see: <https://thinkglobalconference.org>.
- Oct. 23 ***APPAREL CLASSIFICATION SERIES: ADVANCED TOPICS.*** Webinar, 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 – 2:30 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/events-Apparel-Classification-Advanced-Topics-071619.html>.
- Oct. 23 ***IMPLEMENTING OPERATIONAL RISK MANAGEMENT IN FOREIGN EXCHANGE ACTIVITIES.*** Webinar, sponsored by ComplianceOnline, will provide a solid foundation to all parties involved in foreign exchange activities – whether at executive, marketing, audit or operational levels – into how the actual trading processes work, what the risks are and how these can be mitigated by using clearly defined standards of best practice. 1:00 – 2:30 p.m. CDT. Fee: \$199. For information & registration, please see: <https://www.complianceonline.com/implementing-operational-risk-in-foreign-exchange-activities-webinar-training-704115-prdw>.
- Oct. 24 ***GDPR AND MANUFACTURERS – WHERE WE’VE BEEN, AND WHERE WE ARE NOW.*** Webinar, sponsored by the U.S. Commercial Service, will provide an overview of the General Data Protection Regulation and its requirements and address lessons learned since the law came into effect, including: Determining if and how the GDPR applies to your business (and how to possibly avoid the GDPR all together); Key compliance obligations of the GDPR; Establishing a GDPR compliance program; and Relevant developments and lessons learned since May 2018. 12:00 – 1:00 p.m. CDT. Fee: \$15. For information & registration, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=39590&InputType=EVENT.
- Oct. 28 ***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 28; \$395 thereafter). For information & registration, please see: <https://www.globaltrainingcenter.com/incoterms/>.
- Oct. 29 ***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 and Restrictions; Trade Promotions & Initiatives; Information Resources.* 9:00 a.m. – 12:30 p.m. CDT. Fee: \$345 (by September 29; \$395 thereafter). For information & registration, please see: <https://www.globaltrainingcenter.com/export-to-mexico/>.

- Oct. 29 **LICENSES, CERTIFICATIONS AND LABELING IN BRAZIL.** U.S.-Brazil Trade Facilitation webinar, sponsored by the U.S. Commercial Service, will showcase the licenses and certificates that may be required for the import of certain products into Brazil and the government agencies and other entities that may be involved in issuing such licenses and certificates. 12:00 p.m. CDT. Fee: \$35. For information & registration, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=39517&InputType=EVENT.
- Oct. 29 **GDPR AND EDUCATIONAL INSTITUTIONS – WHERE WE’VE BEEN, AND WHERE WE ARE NOW.** Webinar, sponsored by the U.S. Commercial Service, will provide an overview of the General Data Protection Regulation and its requirements and address lessons learned since the law came into effect, including: Determining if and how the GDPR applies to your school (and how to possibly avoid GDPR all together); Key compliance obligations of the GDPR; Establishing a GDPR compliance program; and Relevant developments and lessons learned since May 2018. 12:00 – 1:00 p.m. CDT. Fee: \$15. For information & registration, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=39591&InputType=EVENT.
- Oct. 30 **SWISS PEER-TO-PEER CONFERENCE.** Event, sponsored by the Swiss Business Hub USA with support from UBS, aims to foster meaningful conversations and connections across industries and to strengthen the Swiss-American business network in the USA. Topics include Internationalization, Swiss Branding, Innovation, Collaborative Solutions, Site Location/Economic Incentives and Workforce Solutions. 8:00 a.m. – 10:00 p.m., Mid-America Club, 200 East Randolph Street, Chicago. Fee: \$325. For information & registration, please see: <http://www.swiss-peer.com/>.
- Oct. 30 **EXPORTING TO CANADA.** Webinar sponsored by the Global Training Center. Topics include: *Doing Business in Canada, Eh?; To Market, To Market; Policers, PGAs, Partners & Providers; Expanding Your Markets: Leaving the U.S.; Canadian Import Procedures; Special Import Considerations & Duty Reduction Programs; NAFTA & Other Free Trade Agreements; CBSA Enforcement; Other Programs.* 9:00 a.m. – 12:30 p.m. CDT. Fee: \$345 (by September 30; \$395 thereafter). For information & registration, please see: <https://www.globaltrainingcenter.com/export-to-canada/>.
- Nov. 1 **COUNTRY OF ORIGIN.** Webinar sponsored by the Global Training Center. Topics include: *Kyoto Convention - World Customs Organization; Reasons for Rules of Origin; Substantial Transformation; Free Trade Agreements and the Tariff Shift Standard; Federal Trade Commission “Made in USA” Requirements.* 9:00 a.m. – 12:00 p.m. CDT. Fee: \$345. For information & registration, please see: <https://www.globaltrainingcenter.com/coo/>.
- Nov. 4 **TARIFF CLASSIFICATION.** Webinar sponsored by the Global Training Center. Topics include: *Harmonized System Convention; Overview of Harmonized Tariff Schedule of U.S.; The Export Schedule B; Classification Process; Extrinsic Interpretive Aids; Duty Determination; General Notes; Mechanics of Classification; Classification Exercises.* 8:30 a.m. – 4:00 p.m. CST. Fee: \$545 (by October 4; \$595 thereafter). For information & registration, please see: <https://www.globaltrainingcenter.com/tariff-classification/>.
- Nov. 5 **NAFTA RULES OF ORIGIN.** Webinar sponsored by the Global Training Center. Topics include: *NAFTA – Overview; Definitions; A Closer Look at Origination; Finer Points of Origination; NAFTA and Special Sectors; The NAFTA Certificate of Origin Form; Country of Origin for Marking Purposes; NAFTA Strategies for Businesses; Appeal Procedures; Country of Origin Marking Rules; Record Keeping, Penalties, Denial of Benefits; Maquiladora Industry; Annex 401 Specific Rules of Origin; Regulatory Compliance and Enforcement; Other Free Trade Agreements.* 8:30 a.m. – 4:00 p.m. CST. Fee: \$545 (by October 5; \$595 thereafter). For information & registration, please see: <https://www.globaltrainingcenter.com/nafta/>.

- Nov. 6 ***ECONOMIC SANCTIONS BOOT CAMP***. Event, sponsored by American Conference Institute, will provide a comprehensive overview of U.S. sanctions regimes and the essential elements of an effective compliance program. Topics include: *Deep Dive into U.S. Primary and Secondary Sanctions; OFAC Expectations for Your Sanctions Compliance Program and Key Elements of an Effective Plan; How to Perform Sanctions Screening and Tools Available to Assist You; Recent Enforcement Trends and Current Regulatory Landscape; Licensing: How Statutory Exemption, General Licenses and Specific Licenses Allow for Other Prohibited Activity; Drill Down into Country Specific Sanctions Considerations; Intersection of Export Controls and Sanctions*. 8:00 a.m. – 5:00 p.m., InterContinental Chicago Magnificent Mile, 505 North Michigan Avenue, Chicago. Fee: \$1,195 (by September 27; \$1,295 thereafter). For information & registration, please see: <https://www.americanconference.com/chicago-economic-sanctions-boot-camp/>.
- Nov. 6 ***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 October 6; \$595 thereafter). For information & registration, please see: <https://www.globaltrainingcenter.com/event/exporting-procedures-webinar-5/>.
- Nov. 7 ***INTERNATIONAL LOGISTICS***. Webinar sponsored by the Global Training Center. Topics include: *International Logistics Partners; Securing Your International Supply Chain; Ocean Bills of Lading and Common Carrier's Obligations Toward the Shipper; Ocean Transportation; Air Waybills of Lading; Air Freight Transportation; Insurance; Incoterms® 2010 Product Transportation & Risk of Loss*. 8:30 a.m. – 4:00 p.m. CST. Fee: \$545 (by October 7; \$595 thereafter). For information & registration, please see: <https://www.globaltrainingcenter.com/international-logistics/>.
- Nov. 7 ***FUNDAMENTALS OF RUSSIA SANCTIONS: STAYING COMPLIANT WITH PRIMARY AND SECONDARY SANCTIONS RESTRICTIONS***. Workshop, sponsored by American Conference Institute, will provide timely guidance on these complex sanctions through interactive hypotheticals and will cover the following topics: *Overview of the latest sanctions' restrictions and impact of new Russian counter sanctions; Update on OFAC guidance for licensing; Practical considerations for screening, ownership and control; Case studies on how to apply the 50% rule; Strategies to mitigate secondary sanctions risks*. 9:00 a.m. – 12:30 p.m., InterContinental Chicago Magnificent Mile, 505 North Michigan Avenue, Chicago. Fee: \$600. For information & registration, please see: <https://www.americanconference.com/chicago-economic-sanctions-boot-camp/workshops/fundamentals-of-russia-sanctions-staying-compliant-with-primary-and-secondary-sanctions-restrictions/>.
- Nov. 7 ***OFAC COMPLIANCE PROGRAM BEST PRACTICES***. Workshop, sponsored by American Conference Institute, will focus on the recent OFAC Framework for OFAC Compliance Commitments and will focus on the following topics: *OFAC expectations; Managing your risk profile; How to conduct sanctions training; Timing and scope of sanctions audits; Compliance best practices*. 1:30 – 5:00 p.m., InterContinental Chicago Magnificent Mile, 505 North Michigan Avenue, Chicago. Fee: \$600. For information & registration, please see: <https://www.americanconference.com/chicago-economic-sanctions-boot-camp/workshops/ofac-compliance-program-best-practices/>.
- Nov. 12 ***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 October 12; \$595 thereafter). For information & registration, please see: <https://www.globaltrainingcenter.com/letters-of-credit/>.

- Nov. 12 **EXPORTING MECHANICS: DUTY DRAWBACK & REFUNDS.** Webinar sponsored by the National Customs Brokers & Forwarders Association of America in cooperation with the Office of Digital Initiatives at the Department of Commerce. You will learn about the benefits of duty drawback and refunds as it applies to more complicated transactions. 1:00 – 2:00 p.m. CST. Fee: \$25. For information & registration, please see: http://www.ncbfaa.org/Scripts/4Disapi.dll/4DCGI/events/852.html?Action=Conference_Detail&ConfID_W=852&menukey=events.
- Nov. 13 **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 October 13; \$595 thereafter). For information & registration, please see: <https://www.globaltrainingcenter.com/international-logistics/>.
- Nov. 14 - **FRANCHISE TRADE MISSION – GERMANY & HUNGARY 2019.** Mission sponsored by the International Franchise Association and certified by the U.S. Commercial Service. A select group of franchise companies will receive valuable briefings, firsthand market research, and the opportunity to meet investors in two of Central Europe's most important economies. Itinerary items include one-on-one matchmaking meetings with pre-screened local investors, country briefings with U.S. Embassy officials and U.S. Commercial Service officers, briefings from local commercial and legal experts, and local site visits. For information & an application (deadline: **June 28**), please see: <https://www.franchise.org/international/trade-missions/europe-2019>.
- Nov. 14 **EXPORT PAYMENTS, FINANCING & FOREIGN EXCHANGE.** Workshop sponsored by the Illinois SBDC International Trade Center at the College of Lake County and Associated Bank. You will gain knowledge in export financing, the basic concepts of foreign exchange and billing customers in U.S. dollars versus local currency. 8:30 – 10:00 a.m., College of Lake County – Grayslake Campus, 19351 West Washington Street, Grayslake, IL. Fee: \$25. For information & registration, please see: <https://www.eventbrite.com/e/export-payments-financing-foreign-exchange-fall-2019-registration-61255891019>.
- Nov. 14 **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 October 14; \$595 thereafter). For information & registration, please see: <https://www.globaltrainingcenter.com/exporting-procedures/>.
- Nov. 14 **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. CST. Fee: \$345 (by October 14; \$395 thereafter). For information & registration, please see: <https://www.globaltrainingcenter.com/incoterms/>.
- Nov. 14 **APPAREL CLASSIFICATION SERIES: RECREATIONAL PERFORMANCE OUTERWEAR.** Webinar, 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. 1:00 – 2:30 p.m. CST. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/events-Apparel-Classification-Series-Recreational-Performance-Outerwear-082219.html>.

- Nov. 15 ***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 October 15; \$395 thereafter). For information & registration, please see: <https://www.globaltrainingcenter.com/incoterms/>.
- Nov. 15 ***MASTERING U.S. EXPORT ADMINISTRATION REGULATIONS***. Webinar, sponsored by ComplianceOnline, will provide the tools to assess potential gaps in your company's export controls/compliance program, including commodity classification of exported products, denied parties screening, diversion risk & proliferation concerns, export licensing overview, and more. 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>.
- Nov. 18 - 23 ***INTENSIVE ENGLISH PROGRAMS CERTIFIED TRADE MISSION TO COLOMBIA & BRAZIL***. The U.S. & Foreign Commercial Service and EnglishUSA, in coordination with EducationUSA, have collaborated to organize this mission for intensive English programs (IEPs). The purpose of the mission is to introduce IEPs to the rapidly expanding education sectors in these two countries. For information & an application, please see: <https://www.englishusa.org/page/2019TradeMissionEnglishUSA>.
- Nov. 18 - 22 ***U.S. ADDITIVE MANUFACTURING TRADE MISSION TO EUROPE***. The U.S. Department of Commerce, International Trade Administration's Foreign Commercial Service (USFCS) is organizing this Mission to France, Germany, and Poland. This mission is designed to help export-ready U.S. companies launch or increase their export business in the rapidly advancing AM and 3D printing industries in these countries. Mission participants will benefit from expert briefings provided by public and private sector specialists, on each country's commercial framework and the local AM market. Strategic focus on AM development, R&D, and commercial integration will be included in the briefings to emphasize American standards and increase competitiveness. For information and an application, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=39545&InputType=EVENT.
- Nov. 18 - 22 ***CLEAN ENERGY AND ZERO EMISSION VEHICLE TECHNOLOGIES BUSINESS DEVELOPMENT MISSION TO MEXICO***. Organized by the U.S. Department of Commerce, this mission will expand **CANCELED** ties for U.S. exporters of clean energy products, services and technologies by **CANCELED** with Mexican automakers (OEMs), tier 1 and 2 suppliers and potential partners, as well as federal, state and city government contacts. Sectors include U.S. suppliers of clean energy technologies, energy storage, batteries, catalyzers, electric chargers, charger ports, electric motors, motor drives, on-board chargers, battery power converters, power electronic controllers, renewable energy, energy efficiency solutions and more to participate. The program will include matchmaking appointments in Mexico City and the states of Mexico and Puebla; participation in a conference with government and industry speakers including roundtable discussions on energy, automotive and standards; automotive and wind power plant visits; and a networking reception organized by the U.S. Embassy. For information & an application, please see: https://2016.export.gov/mexico/tradeevents/eg_mx_127790.asp.
- Nov. 18 ***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 October 18; \$595 thereafter). For information & registration, please see: <https://www.globaltrainingcenter.com/tariff-classification/>.

- Nov. 19 **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 October 19; \$595 thereafter). For information & registration, please see: <https://www.globaltrainingcenter.com/nafta/>.
- Nov. 20 **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 October 20; \$595 thereafter). For information & registration, please see: <https://www.globaltrainingcenter.com/importing-procedures/>.
- Nov. 21 **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 October 21; \$595 thereafter). For information & registration, please see: <https://www.globaltrainingcenter.com/importing-201/>.
- Dec. 2 **TARIFF CLASSIFICATION**. Webinar sponsored by the Global Training Center. Topics include: *Harmonized System Convention; Overview of Harmonized Tariff Schedule of U.S.; The Export Schedule B; Classification Process; Extrinsic Interpretive Aids; Duty Determination; General Notes; Mechanics of Classification; Classification Exercises*. 8:30 a.m. – 4:00 p.m. CST. Fee: \$545 (by November 2; \$595 thereafter). For information & registration, please see: <https://www.globaltrainingcenter.com/tariff-classification/>.
- Dec. 3 **NAFTA RULES OF ORIGIN**. Webinar sponsored by the Global Training Center. Topics include: *NAFTA – Overview; Definitions; A Closer Look at Origination; Finer Points of Origination; NAFTA and Special Sectors; The NAFTA Certificate of Origin Form; Country of Origin for Marking Purposes; NAFTA Strategies for Businesses; Appeal Procedures; Country of Origin Marking Rules; Record Keeping, Penalties, Denial of Benefits; Maquiladora Industry; Annex 401 Specific Rules of Origin; Regulatory Compliance and Enforcement; Other Free Trade Agreements*. 8:30 a.m. – 4:00 p.m. CST. Fee: \$545 (by November 3; \$595 thereafter). For information & registration, please see: <https://www.globaltrainingcenter.com/nafta/>.
- Dec. 4 **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. CST. Fee: \$545 (by November 4; \$595 thereafter). For information & registration, please see: <https://www.globaltrainingcenter.com/importing-procedures/>.
- Dec. 5 **IMPORTING 201**. Webinar sponsored by the Global Training Center. Topics include: *The Legal Requirement for Compliance; The Types of CBP Audits and Enforcement; Responding to CBP Audit Inquiries with a Focus on the FA; Long before the Audit: Preparing Your Company for Regulatory Enforcement. Practical Techniques and Solutions; Trusted Trader/ISA*. 8:30 a.m. – 4:00 p.m. CST. Fee: \$545 (by November 5; \$595 thereafter). For information & registration, please see: <https://www.globaltrainingcenter.com/importing-201/>.

- Dec. 6 **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. CST. Fee: \$345 (by November 6; \$395 thereafter). For information & registration, please see: <https://www.globaltrainingcenter.com/ctpat/>.
- Dec. 9 **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. CST. Fee: \$345. For information & registration, please see: <https://www.globaltrainingcenter.com/ear/>.
- Dec. 10 **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 November 10; \$595 thereafter). For information & registration, please see: <https://www.globaltrainingcenter.com/event/exporting-procedures-webinar-5/>.
- Dec. 10 **EXPORTING MECHANICS: ECCN CLASSIFICATION NUMBERS.** Webinar sponsored by the National Customs Brokers & Forwarders Association of America in cooperation with the Office of Digital Initiatives at the Department of Commerce. You will learn about the ECCN Classification Numbers and how to use them more efficiently in international trade. 1:00 – 2:00 p.m. CST. Fee: \$25. For information & registration, please see: http://www.ncbfaa.org/Scripts/4Disapi.dll/4DCGI/events/853.html?Action=Conference_Detail&ConfID_W=853&menukey=events.
- Dec. 11 **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. CST. Fee: \$545 (by November 11; \$595 thereafter). For information & registration, please see: <https://www.globaltrainingcenter.com/letters-of-credit/>.
- Dec. 12 **INTERNATIONAL LOGISTICS.** Webinar sponsored by the Global Training Center. Topics include: *International Logistics Partners; Securing Your International Supply Chain; Ocean Bills of Lading and Common Carrier's Obligations Toward the Shipper; Ocean Transportation; Air Waybills of Lading; Air Freight Transportation; Insurance; Incoterms® 2010 Product Transportation & Risk of Loss.* 8:30 a.m. – 4:00 p.m. CST. Fee: \$545 (by November 12; \$595 thereafter). For information & registration, please see: <https://www.globaltrainingcenter.com/international-logistics/>.
- Dec. 13 **COUNTRY OF ORIGIN.** Webinar sponsored by the Global Training Center. Topics include: *Kyoto Convention - World Customs Organization; Reasons for Rules of Origin; Substantial Transformation; Free Trade Agreements and the Tariff Shift Standard; Federal Trade Commission "Made in USA" Requirements.* 9:00 a.m. – 12:00 p.m. CST. Fee: \$345. For information & registration, please see: <https://www.globaltrainingcenter.com/coo/>.
- Dec. 16 **INTERNATIONAL TRAFFIC IN ARMS REGULATION.** Webinar sponsored by the Global Training Center. Topics include: *The International Traffic in Arms Regulations and United States Munitions List; Registration with the State Department; ITAR Technical Data Controls; ITAR Licenses; Compliance and Enforcement; Regulation of Brokering Activities.* 9:00 a.m. – 12:30 p.m. CST. Fee: \$345. For information & registration, please see: <https://www.globaltrainingcenter.com/itar/>.

- Dec. 17 ***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. CST. Fee: \$345 (by November 17; \$395 thereafter). For information & registration, please see: <https://www.globaltrainingcenter.com/incoterms/>.
- Dec. 18 ***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 and Restrictions; Trade Promotions & Initiatives; Information Resources*. 9:00 a.m. – 12:30 p.m. CST. Fee: \$345 (by September 29; \$395 thereafter). For information & registration, please see: <https://www.globaltrainingcenter.com/export-to-mexico/>.
- Dec. 19 ***EXPORTING TO CANADA***. Webinar sponsored by the Global Training Center. Topics include: *Doing Business in Canada, Eh?; To Market, To Market; Policers, PGAs, Partners & Providers; Expanding Your Markets: Leaving the U.S.; Canadian Import Procedures; Special Import Considerations & Duty Reduction Programs; NAFTA & Other Free Trade Agreements; CBSA Enforcement; Other Programs*. 9:00 a.m. – 12:30 p.m. CST. Fee: \$345 (by September 30; \$395 thereafter). For information & registration, please see: <https://www.globaltrainingcenter.com/export-to-canada/>.
- Jan. 14 ***EXPORTING MECHANICS: COMMODITY JURISDICTION***. Webinar sponsored by the National Customs Brokers & Forwarders Association of America in cooperation with the Office of Digital Initiatives at the Department of Commerce. You will learn what “Commodity Jurisdiction” is and how it affects exporters. 12:00 – 1:00 p.m. CST. Fee: \$25. For information & registration, see: http://www.ncbfaa.org/Scripts/4Disapi.dll/4DCGI/events/854.html?Action=Conference_Detail&ConfID_W=854&menukey=events.
- Feb. 18 ***EXPORTING MECHANICS: DROP SHIPMENTS AND ROUTED TRANSACTIONS***. Webinar sponsored by the National Customs Brokers & Forwarders Association of America in cooperation with the Office of Digital Initiatives at the Department of Commerce. You will learn how drop shipments and routed transactions are handled as a supply chain management method and how this can be an advantage in exporting. 1:00 – 2:00 p.m. CST. Fee: \$25. For information & registration, see: http://www.ncbfaa.org/Scripts/4Disapi.dll/4DCGI/events/855.html?Action=Conference_Detail&ConfID_W=855&menukey=events.
- Mar. 10 ***EXPORTING MECHANICS: CULTURAL SENSITIVITY PROGRAM***. Webinar sponsored by the National Customs Brokers & Forwarders Association of America in cooperation with the Office of Digital Initiatives at the Department of Commerce. You will learn about cultural norms, traveling overseas, cultural understanding with negotiations and the duty of care for employees. 1:00 – 2:00 p.m. CDT. Fee: \$25. For information & registration, please see: http://www.ncbfaa.org/Scripts/4Disapi.dll/4DCGI/events/856.html?Action=Conference_Detail&ConfID_W=856&menukey=events.
- Mar. 16 - 24 ***ASIA EDGE BUSINESS DEVELOPMENT MISSION TO INDONESIA AND VIETNAM***. The United States Department of Commerce, International Trade Administration (ITA), is organizing an executive-led Business Development Mission to Southeast Asia, with stops in Jakarta, Ho Chi Minh City and Hanoi, and an optional program in Bangkok. This mission will be the first organized under the Asia Enhancing Development and Economic Growth through Energy (Asia EDGE) initiative and will include: meetings with national and regional government officials, chambers of commerce, and business groups; one-on-one business appointments with pre-screened potential buyers, agents, distributors and joint venture partners; and networking receptions for companies and trade associations representing companies interested in expansion into Southeast Asia. For information and an application, please see: https://2016.export.gov/eac/show_detail_trade_events.asp?EventID=39625&InputType=EVENT.

Apr. 14 ***EXPORTING MECHANICS: ACE EXPORT REPORTS FOR COMPLIANCE.*** Webinar sponsored by the National Customs Brokers & Forwarders Association of America in cooperation with the Office of Digital Initiatives at the Department of Commerce. You will learn about the ACE reporting that will assist you in international transactions. 1:00 – 2:00 p.m. CDT. Fee: \$25. For information & registration, please see:
http://www.ncbfaa.org/Scripts/4Disapi.dll/4DCGI/events/857.html?Action=Conference_Detail&ConfID_W=857&menukey=events.

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.