



The
International
Trade Association
of Greater Chicago

ILLINOIS INTERNATIONAL BUSINESS CALENDAR

October 12, 2020

***** *CONNECTING YOU TO GLOBAL MARKETS* *****

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. It is published every Friday, and available at no charge.

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). 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.

Founded in 1978, the International Trade Association of Greater Chicago (ITA/GC) is a not-for-profit, 501(c)6 voluntary business association dedicated to promoting international commerce in all its forms.

The ITA/GC provides a forum for the exchange of practical information and insight within the international business community. Members share interests in import and export matters, in international investment, alliance, and licensing opportunities, and – in the broader sense – doing business across the world.

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.**

New events, and events with additional/revised information, are indicated in Green.

FEATURED ITA/GC PROGRAMS

HELPING YOU GAIN UNDERSTANDING THAT IS PERSONAL, CURRENT AND ACTIONABLE

- Oct. 13 ***ZOOM FOR GLOBAL MARKETERS: TAKE A DEEP-DIVE INTO THE INTRICACIES AND FEATURES OF ZOOM.*** Webinar sponsored by the **International Trade Association of Greater Chicago**. Presentation by **Kelly C. Weiley**, Founder & Principal, CoAct Consulting, who will help you learn and practice a variety of Zoom functions and tools, including connecting audio and video and maximizing use of the participant box, chat box, polls, breakout rooms, whiteboards, and annotation tools. Recent participants have called her Zoom deep-dive session efficient, awesome, helpful, informative, fun, relevant, and interesting! 9:30 – 11:00 a.m. CDT. ITA/GC Members - \$35; Non-members - \$55. For information & registration, please see: <https://www.eventbrite.com/e/zoom-for-global-marketers-tickets-122125192739>.
- Oct. 22 ***TRADE TRENDS IN THE NEW ECONOMY.*** Webinar, sponsored by the **International Trade Association of Greater Chicago**, will be an informal discussion of trade issues, current and future challenges, and mitigation strategies. Please join us to connect, network and share your perspective as we struggle to move forward in an economy where the only thing for sure is that everything will remain uncertain. Discussions range from sectoral, financial, geographical, legal & logistical issues to market trends and global developments affecting the international commercial landscape. 12:00 – 1:00 p.m. CDT. ITA/GC Members - \$10; Non-members - \$25. For information & registration, please see: <https://www.eventbrite.com/e/trade-trends-in-the-new-economy-tickets-124015225879>.

Oct. 16 **BE A GLOBAL UNICORN.** Fifth annual (virtual) Global Small Business Forum sponsored by: Global TradeSource Ltd.; Associated Bank; Foley & Lardner LLP; Multilingual Connections; and with support from the **International Trade Association of Greater Chicago** and others. Panelists include: **Lori Novak**, VP Foreign Exchange | Capital Markets, Associated Bank; **Danny Park**, CEO and Co-founder, RoboTHINK LLC; **Aisha Ceballos-Crump**, CEO and Founder, Honey Baby Naturals; **Heather Acerra**, co-founder, LUX Blox; **Rajiv Khatau**, Managing Director, LODAAT Pharma. 7:30 – 11:00 a.m. CDT. Fee: \$20. For information & registration, please see: <http://globalsmallbusinessforum/>.

Of Note:

USTR Initiates Vietnam Section 301 Investigation: The U.S. Trade Representative announced October 2 his office is initiating an investigation addressing two significant issues with respect to Vietnam. USTR will investigate Vietnam's acts, policies, and practices related to the import and use of timber that is illegally harvested or traded, and will investigate Vietnam's acts, policies, and practices that may contribute to the undervaluation of its currency and the resultant harm caused to U.S. commerce. For more information, please see: <https://ustr.gov/about-us/policy-offices/press-office/press-releases/2020/october/ustr-initiates-vietnam-section-301-investigation>.

Monthly Advance Economic Indicators Report, August 2020: According to the U.S. Census Bureau, the international trade deficit was \$82.9 billion in August, up \$2.8 billion from \$80.1 billion in July. Exports of goods for August were \$118.3 billion, \$3.2 billion more than July exports. Imports of goods for August were \$201.3 billion, \$6.0 billion more than July imports. For details, please see: https://www.census.gov/econ/indicators/advance_report.pdf.

Unfavorable Views of China Reach Historic Highs in Many Countries: In a report released October 8, the Pew Research Center finds views of China have grown more negative in recent years across many advanced economies, and unfavorable opinion has soared over the past year. Today, a majority in each of the 14 surveyed countries has an unfavorable opinion of China. And in Australia, the United Kingdom, Germany, the Netherlands, Sweden, the United States, South Korea, Spain and Canada, negative views have reached their highest points since the Center began polling on this topic more than a decade ago. For the complete report, please see: <https://www.pewresearch.org/global/2020/10/06/unfavorable-views-of-china-reach-historic-highs-in-many-countries/>.

Illinois Investment Guide Now Available: The yearly publication, written by Site Selection magazine publisher Conway Global, highlights the state's assets as a global business destination, including its workforce, infrastructure, central location and diverse economy. The issue also reports on the State's response to COVID-19, and its continued support for Illinois' residents, small businesses and communities. This year's Illinois guide features each of the state's ten regions and their assets, while also highlighting key industries including agribusiness/agtech, energy, IT, life sciences, manufacturing and transportation & logistics. Also included are initiatives that have spurred economic growth and jobs, such as programs to support broadband, small business and data center development. The digital edition of the Guide is here: https://siterelection.com/cc/illinois/2020/digital.html?utm_source=Master+List&utm_campaign=117b513e8a-+COPY_01&utm_medium=email&utm_term=0_bce332a111-117b513e8a-265187581.

WTO: World Merchandise Trade Fell 14% in Volume, 21% in Value in Q2 amid Global Lockdown: Global merchandise trade volumes declined by 14.3% in the second quarter of 2020 compared to the previous period as COVID-19 containment measures affected economies around the world according to data released on September 23. The latest trade contraction is sharper than the 10.2% drop recorded during the financial crisis between the third quarter of 2008 and first quarter of 2009. In the latest data, the steepest declines were recorded in Europe (-21%) and North America (-20%) while Asia was relatively less affected (-7%). For more details, please see: https://www.wto.org/english/news_e/news20_e/stat_23sep20_e.htm.

EU launches Legal Action against UK over Brexit Bill: As reported in *Deutsche Welle*, the European Union launched a legal case against the United Kingdom on October 1 for a "breach of the good faith articles in the Withdrawal Agreement." The action is due to the UK's new Internal Market Bill that undercuts the British government's earlier legal commitments as part of the agreement," European Commission President Ursula von der Leyen said. We had invited our British friends to remove the problematic parts of their draft Internal Market Bill by the end of September," von der Leyen said. "The deadline lapsed yesterday." For more, please see: https://www.dw.com/en/eu-launches-legal-action-against-uk-over-brexit-bill/a-55115589?maca=en-newsletter_en_bulletin-2097-xml-newsletter&r=4716863695423746&lid=1639546&pm_In=53589.

U.S. House Releases China Task Force Report: The China Task Force (CTF) conducted an expansive survey of U.S. interests relating to the People’s Republic of China, to clarify the scale and urgency of the threat of the Chinese Communist Party’s (CCP) global malign behavior and develop a specific and actionable response plan. Key recommendations were made in such areas as: Ideological Competition; Supply Chain Security; National Security; Technology; Economics and Energy; Competitiveness. For the complete report, please see: https://republicans-waysandmeansforms.house.gov/uploadedfiles/china_task_force_report.pdf.

* * * * *

- Oct. 12 **EXPORT ADMINISTRATION REGULATIONS (EAR).** Webinar, sponsored by the Global Training Center, will focus on: *Who needs to comply?; General prohibitions; Determine if you are subject to EAR; Be aware of Export Control Reform changes; Know who are prohibited parties; Record keeping requirements; Determine if your product or software is covered by the Commerce Control List (CCL); Learn to determine your Export Control Classification Numbers (ECCN); Determine license requirements.* 9:00 a.m. – 23:30 p.m. CDT. Fee: \$395. For information & registration, please see: <https://www.globaltrainingcenter.com/ear/>.
- Oct. 13 **VIRTUAL BUSINESS OPPORTUNITIES [IN AFRICA].** Sponsored by the African Development Bank Group, this is an opportunity for U.S. firms to get an overview of the AfDB’s current portfolio of projects, its procurement policy, and financing tools (public or private sector resources). Interested companies can also schedule virtual meeting sessions with key AfDB staff. 2:30 – 9:00 a.m. CDT. For the Agenda, please see: https://content.govdelivery.com/attachments/USITATRADE/2020/09/30/file_attachments/1559435/AGENDA_Tentative_13&14_October%202020_English.pdf. For registration, please e-mail: elvire.kodio@trade.gov.
- Oct. 13 **YOUR CHINA ROADMAP.** Webinar, sponsored by Woodburn Accountants & Advisors, will look at Woodburn’s China Roadmap which consists of accomplishing 3 major milestones and 9 superpowers in order to build a “performance” business in China. 3:30 – 4:30 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://register.gotowebinar.com/register/5968385919897485582>.
- Oct. 13 **FINDING SUCCESS IN AN AGE OF CRISIS: LIVING IN A DECOUPLING WORLD.** First of a 3-part Executive Summit 2020 sponsored by the China Institute in America. Topics include: *The New Business Landscape; The Future of Hong Kong in the New Era: Growing the "Bun" Together; Eye of the Storm: The Future of Technology; Business Dilemmas: Global Supply Chains in Flux; Decoupling in the Capital Markets.* 7:00 – 9:30 a.m. CDT. Fee: \$50. For information & registration, please see: <https://www.chinainstitute.org/center-for-business/executive-summit-2020/>.
- Oct. 13 **INTERNATIONAL TRAFFIC IN ARMS REGULATIONS (ITAR).** Webinar, sponsored by the Global Training Center, will cover: *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: \$395. For information & registration, please see: <https://www.globaltrainingcenter.com/itar/>.
- Oct. 13 **MAXIMIZE YOUR MARKET ADVANTAGE WITH THE NEW INCOTERMS® RULES.** Webinar, sponsored by Star USA International Trade Services, provides insight on using the Incoterms® rules in your International Supply Chain. Topics include: *Applications and limitations of the Incoterms® rules; Advantages for purchasing & procurement; Advantages for sales & customer service; How Incoterms® rules impact your Total Landed Cost; Choosing & avoiding risk to maximize market advantage.* 9:00 – 10:30 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://www.starusa.org/events/2020/incoterms>.

- Oct. 13 **ZOOM FOR GLOBAL MARKETERS: TAKE A DEEP-DIVE INTO THE INTRICACIES AND FEATURES OF ZOOM.** Webinar sponsored by the **International Trade Association of Greater Chicago**. Presentation by **Kelly C. Weiley**, Founder & Principal, CoAct Consulting, who will help you learn and practice a variety of Zoom functions and tools, including connecting audio and video and maximizing use of the participant box, chat box, polls, breakout rooms, whiteboards, and annotation tools. Recent participants have called her Zoom deep-dive session efficient, awesome, helpful, informative, fun, relevant, and interesting! 9:30 – 11:00 a.m. CDT. ITA/GC Members - \$35; Non-members - \$55. For information & registration, please see: <https://www.eventbrite.com/e/zoom-for-global-marketers-tickets-122125192739>.
- Oct. 13 **GIVEN THE WORLDWIDE ECONOMIC POWER SHIFT – DO YOU FOLLOW YOUR GUT OR THE EXPERTS IN DEVELOPING NEW BUSINESS?** IBG Global Virtual Insights Forum. Panelists include: **Sherwin Pomerantz**, CEO, Atid EDI Ltd., Jerusalem; **Juan Millan**, CEO, Gdeth Network, Madrid; **Ana Aroyo**, CEO, Negocios Internacionales, Mexico City. 10:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: https://docs.google.com/forms/d/e/1FAIpQLSe57MpX3JhiymFY4LnHOScm0W3xretlXE_txGFqJj_QewstX9w/viewform.
- Oct. 13 **EXPORT DOCUMENTATION BASICS.** Third in a six-part webinar series sponsored by the U.S. Commercial Service in collaboration with the Connecticut, New Jersey and North Texas District Export Councils. Presentations by **Kristen Morneau**, LCB, CCS, and **Jim Trubits**, Vice President, Business Development, LCHB, CCS, Mohawk Global, who will explain what export documents you should have in your shipping collection and how to complete them the right way. 12:00 – 1:30 p.m. CDT. No fee; advance registration required. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=1QC3>.
- Oct. 13 **THE ELECTION, AIR CARGO AND TRADE.** Webinar sponsored by the International Air Cargo Association of Chicago. Presentations by **Brandon Fried**, Executive Director, Airforwarders Association, and **Scott Case**, President, IACAC. 12:00 – 2:00 p.m. CDT. Fee: \$25. For information & registration, please see: <https://www.iacac.com/events/october-2020-webinar-featuring-brandon-fried-and-scott-case/>.
- Oct. 14 **FINDING SUCCESS IN AN AGE OF CRISIS: DECODING CHINA'S ECONOMIC POLICIES AND MARKET.** Second of a 3-part Executive Summit 2020 sponsored by the China Institute in America. Topics include: *Beijing's Opening Despite Global Uncertainties; The Outlook in China and Investment Strategies; China's New Market-Opening Policies: Are They for Real?; Reaching the Chinese Market: Business Strategies that Work.* 7:00 – 9:30 a.m. CDT. Fee: \$50. For information & registration, please see: <https://www.chinainstitute.org/center-for-business/executive-summit-2020/>.
- Oct. 14 **EXPORTING PROCEDURES.** Webinar, sponsored by the Global Training Center, will cover: *Structuring export sales to foreign markets; Negotiating your contract and meeting its terms; Incoterms® 2010 Product Transportation and Risk of Loss; Forms of Payment; Customs & tariff planning considerations; Export controls; Freight Forwarders, Packing, Transportation and insurance.* 8:30 a.m. – 4:00 p.m. CDT. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/exporting-procedures/>.
- Oct. 14 **USMCA vs. NAFTA: WHAT U.S. MANUFACTURERS NEED TO KNOW.** Webinar sponsored by MAPI Webinars and the Braumiller Law Group. Topics include: *Changes to rules of origin with a focus on the industry sectors (automotive, chemicals, rubber & plastics, textile) that are particularly impacted; Differences in the process for completing certificates of origin; Guidance for sourcing, recordkeeping and accounting, and customs entry processes to comply and prepare for USMCA audits; New regulations coming out of Canada and Mexico as a result of USMCA.* 11:00 a.m. – 12:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: https://mapi.zoom.us/webinar/register/1216004388355/WN_Zn5SZJZSScyEqwBAK5QqJg.

- Oct. 14 ***A MANUFACTURER'S PERSPECTIVE - STRATEGIC GLOBAL SOURCING.*** Fourth in a seven-part Virtual Global Business Insights series sponsored by the Metropolitan Milwaukee Association of Commerce's World Trade Association. Functional and regional manufacturing experts will share their insights on: *A long-term approach to building an organization and culture that supports strategic sourcing, followed by tactical deployment of procurement functions; Diversification and de-risking of the Global Supply Base, as key elements in managing the supply chain; The risks and benefits of an on-shore and off-shore supply base that is diversified across multiple geographic regions.* 11:30 a.m. – 1:00 p.m. CDT. WTA Members - \$25 (\$100 for the series); Non-members - \$40 (\$150 for the series). For information & registration, please see: <https://web.mmac.org/events/Virtual-Global-Business-Insights-Series-A-Manufacturers-Perspective-Strategic-Global-Sourcing-2681/details>.
- Oct. 14 ***WHAT'S NEW IN THE US-MEXICO-CANADA AGREEMENT.*** Webinar, sponsored by the World Trade Research Institute, will cover the details of the changes and how U.S. companies can take advantage of the new export opportunities. 12:00 – 1:00 p.m. CDT. Fee: \$65. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07ehcdhdyfdddc64f&oseq=&c=&ch=>.
- Oct. 15 - ***INDIA-USA VIRTUAL B2B MEETING.*** Sponsored by the PHD Chamber of Commerce and Industry (PHDCCI), New Delhi, a number of Indian suppliers across a variety of sectors wish to meet American buyers. Sectors include: Textiles; Yarn & Fabric; Home Furnishings; PVC Flooring & Sheet Coverings; Leather Goods & Fashion Accessories; Toys & Games; Sporting Goods; Packaging; Machinery & Machine Tools; Spices, Tea, Coffee. 9:00 a.m. CDT. For information & registration, please e-mail: rakesh@phdcci.in.
- Oct. 15 ***FINDING SUCCESS IN AN AGE OF CRISIS: ACHIEVING GLOBAL SUCCESS – WHILE BEING CHINESE.*** Last of a 3-part Executive Summit 2020 sponsored by the China Institute in America. Topics include: US-China Innovation in the American Heartland; Investing in the U.S.: How Does a Global Company with Chinese DNA Succeed in the USA?; Understanding CFIUS, Sinophobia, and American Security Concerns; US-China 3.0: What Does the Future Look Like? 7:00 – 9:30 a.m. CDT. Fee: \$50. For information & registration, please see: <https://www.chinainstitute.org/center-for-business/executive-summit-2020/>.
- Oct. 15 ***IN THE DRIVER'S SEAT: AN INTRODUCTION TO THE POLISH AUTOMOTIVE INDUSTRY.*** Webinar and networking event sponsored by the Polish Investment & Trade Agency with cooperation from the: Polish Automotive Industry Association; Polish Automotive Group; Polish Chamber of Automotive Industry; Association of Automotive Parts Distributors and Producers; Detroit Regional Partnership; Detroit Economic Growth Corporation; Rockford Area Economic Development Council; Indy Partnership. Speakers include: **Grzegorz Galczyński**, Strategic Industries Manager, Company Service Centre, PAIH; **Michał Rzeźnik**, Head of the PAIH Foreign Trade Office in Chicago; **Alexandra Oleksiuk**, Expert at the PAIH Foreign Trade Office in Chicago; **Jakub Faryś**, President, Polish Automotive Industry Association (pl. *Polski Związek Przemysłu Motoryzacyjnego*); **Bartosz Mielecki**, President, Polish Automotive Group (pl. *Polska Grupa Motoryzacyjna*); **Marcin Budziewski**, Head of the Press Office and Coordinator of Foreign Projects, Polish Chamber of Automotive Industry (pl. *Polska Izba Motoryzacji*), and Editor-in-Chief of “Automotive Manager”; **Tomasz Bęben**, Legal & Industry Director, Association of Automotive Parts Distributors and Producers (pl. *Stowarzyszenie Dystrybutorów i Producentów Części Motoryzacyjnych*). 8:00 – 11:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: https://www.paih.gov.pl/20201015/webinar_automotive_industry.

- Oct. 15 **REDUCING AND ELIMINATING 232, 301, AND OTHER DUTIES THROUGH TARIFF ENGINEERING.** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., explores how to analyze your existing tariff exposure and the steps you can take to achieve the lowest duty rates available. 1:00 – 2:00 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/training/events/upcoming-webinars/reducing-and-eliminating-232-301-and-other-duties-through-tariff-engineering>.
- Oct. 15 **USING TRADE TOOLS TO COMBAT FORCED LABOR: THE ROLES OF GOVERNMENT, BUSINESS, AND CIVIL SOCIETY.** Webinar sponsored by the Washington International Trade Association. Speakers include: **Marcia Eugenio**, Director, Office of Child Labor, Forced Labor, and Human Trafficking, U.S. Department of Labor; **Catherine Feingold**, Director of the International Department, American Federation of Labor and Congress of Industrial Organizations; **Sharon Waxman**, President & CEO, Fair Labor Association (FLA). 2:00 – 3:00 p.m. CDT. WITA Members – No fee; Non-members - \$10. For information & registration, please see: <https://www.eventbrite.com/e/using-trade-tools-to-combat-forced-labor-tickets-123358186657>.
- Oct. 15 **POLITICS AND BUSINESS.** Webinar sponsored by the Swedish-American Chamber of Commerce Chicago. Presentations by **Cecilia Lif**, Counselor, Trade Department, Embassy of Sweden and **Kitty Kurth**, President, Kurth Lampe Worldwide, who will discuss Trade & Business, including its relation to the U.S. Presidential Election. 4:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07ehb3plnn81f65d2f&oseq=&c=&ch=>.
- Oct. 15 **GLOBAL TRAVEL & TOURISM TEAM CHECK IN: SOUTHEAST ASIA – INDONESIA, PHILIPPINES, SINGAPORE & VIETNAM.** Webinar sponsored by the U.S. Commercial Service. Commercial Specialist's from Indonesia, Philippines, Singapore and Vietnam will give the very latest insight and information on their markets for international visitors. 8:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=1QCD>.
- Oct. 16 **BE A GLOBAL UNICORN.** Fifth annual (virtual) Global Small Business Forum sponsored by: Global TradeSource Ltd.; Associated Bank; Foley & Lardner LLP; Multilingual Connections; and with support from the **International Trade Association of Greater Chicago** and others. Panelists include: **Lori Novak**, VP Foreign Exchange | Capital Markets, Associated Bank; **Danny Park**, CEO and Co-founder, RoboTHINK LLC; **Aisha Ceballos-Crump**, CEO and Founder, Honey Baby Naturals; **Heather Acerra**, co-founder, LUX Blox; **Rajiv Khatau**, Managing Director, LODAAT Pharma. 7:30 – 11:15 a.m. CDT. Fee: \$20. For information & registration, please see: <http://globalsmallbusinessforum.com/>.
- Oct. 16 **WHAT PRODUCTS AND HOW TO MARKET (SOCIAL MEDIA).** International E-Commerce and Social Media Marketing Boot Camp, Part 3 of 5, sponsored by the Illinois SBDC International Trade Center at the Industrial Council of Nearwest Chicago. Program will look at how to decide what products to sell based on their customer base, market entry, shipping costs, etc., and how to establish your brand and your products with customers. 1:00 – 2:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: <https://events.r20.constantcontact.com/register/event?oeidk=a07ehag99nm1ce51b52&llr=ei5vsbcab>.
- Oct. 18 **BASIC EXPORT DOCUMENTATION.** Webinar, sponsored by the World Trade Research Institute, will provide a good overview of the most commonly used documents in international trade. 2:00 – 3:00 p.m. CDT. Fee: \$65. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07ehcdj3qte9ae76b2&oseq=&c=&ch=>.
- Oct. 19 **IMPORTING PROCEDURES.** Webinar, sponsored by the Global Training Center, will cover: *Verifying what your customs broker should be doing for you; Six different ways to value your goods (valuation tied to duties); Country of Origin & markings; Overview of Harmonized Tariff Schedules of the U.S.; Duty Determination; Customs Entry Process; Record keeping requirements; Timely ISF Reporting (Import Security Filing).* 8:30 a.m. – 4:00 p.m. CDT. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/importing-procedures/>.

- Oct. 19 **WIN CONTRACTS AT THE WORLD BANK.** Webinar, sponsored by the World Trade Research Institute, will show you how to find out about World Bank projects and how your company can win contracts. 12:00 – 1:00 p.m. CDT. Fee: \$65. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07ehcdj3x11b61bbba&oseq=&c=&ch=>.
- Oct. 20 **TARIFF CLASSIFICATION.** Webinar, sponsored by the Global Training Center, will focus on: *Structure of the HTS; Difference between HTSUS and Schedule B; Tariff classification of products for imports and exports; General Rules of Interpretation (GRI); General Notes; How to apply for and use U.S. Customs classification rulings; Classification exercises to practice what you learn.* 8:30 a.m. – 4:00 p.m. CDT. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/tariff-classification/>.
- Oct. 20 **COUNTRY OF ORIGIN DETERMINATION.** Webinar, sponsored by the Global Training Center, will focus on: *International Definition of Country of Origin; CBP Definition of Country of Origin; FTC Rules on Country of Origin; Substantial Transformation; Country of Origin & Section 232/301 duties.* 9:00 a.m. – 12:30 p.m. CDT. Fee: \$395. For information & registration, please see: <https://www.globaltrainingcenter.com/country-of-origin/>.
- Oct. 20 **GLOBAL E-COMMERCE.** Webinar, sponsored by the Illinois SBDC International Trade Center at College of DuPage, will discuss: *Opportunities & Challenges; Choosing the right selling platform; Order fulfillment; Payment options; Compliance; Localizing your e-commerce strategy; Resources.* 10:00 – 11:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://ilsbdc.ecenterdirect.com/events/33134>.
- Oct. 20 **MANAGING RISKS WHEN SANCTIONS AND EXPORT CONTROLS ARE TOOLS OF FOREIGN POLICY.** Webinar sponsored by the Midwest Global Trade Association. Speakers include: **Valentin Povarchuk**, Principal, Midwest Trade Law; **Kathrine McIntosh**, Program and Projects Director, International Trade Compliance, Baker Hughes; **Heather Marcaccini**, Director, Global Trade Compliance, Ecolab. 10:00 – 11:30 a.m. CDT. MGTA Members – No fee; Non-members - \$20. For information & registration, please see: <https://www.mgta.org/events/EventDetails.aspx?id=1423238&group=>.
- Oct. 20 **TRADE, TARIFF AND USMCA UPDATE.** Webinar sponsored by Global Chamber. Presentation by **Daniel Ujcz**, Practice Group Chair, International & Regional Practices, Dickinson Wright PLLC. 10:00 – 10:45 a.m. CDT. GC Members – No fee; Non-members - \$20. For information & registration, please see: <https://www.globalchamber.org/events/2020/10/20/globinar/globinar-trade-tariff-and-usmca-update-with-dan-ujczo-of-dickinson-wright/>.
- Oct. 20 **ITAR? YOUTAR!** Webinar, sponsored by Braumiller Law Group, will describe recent changes to the Export Administration Regulations concerning exports to China and other destinations including Hong Kong, Russia and Venezuela. Topics include: *A summary of the recent changes; What is meant by “due diligence”; Change of status and licensing for Hong Kong; Export license requirements with presumption of denial for China, Russia and Venezuela; New Electronic Export Information (EEI) filing requirements for China, Russia and Venezuela.* 11:00 a.m. CDT. Fee: \$25. For information & registration, please see: https://www.bigmarker.com/braumiller-law-group-llc/ITAR-YouTar?show_live_page=true.
- Oct. 20 **HOW ADVANCE RULINGS CAN HELP SMALL BUSINESSES UNDER USMCA/T-MEC/CUSMA.** Webinar, sponsored by the SBA, features Canadian, Mexican and U.S. experts discussing how to apply for and use an advance ruling as an exporter, importer and/or a manufacturer. 12:00 – 1:30 p.m. CDT. No fee; advance registration required. For information & registration, please see: <https://www.eventbrite.com/e/how-advance-rulings-can-help-small-businesses-under-usmca-t-mec-cusma-tickets-123458494681>.

- Oct. 20 ***C-TPAT TRADE COMPLIANCE (FORMERLY KNOWN AS IMPORTER SELF-ASSESSMENT) – WHAT IT REALLY TAKES.*** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will review: (1) the basics of the C-TPAT Trade Compliance program; (2) likely future changes and what's staying the same; (3) CBP expectations for applicants; and (4) tangible best practices for participants as well as techniques for maintaining import compliance over the long term. 1:00 – 2:00 p.m. CDT. Fee: \$200. For information & registration, please see: [https://www.strtrade.com/training/events/upcoming-webinars/c-tpat-trade-compliance-\(formerly-known-as-importer-self-assessment\)-what-it-really-takes](https://www.strtrade.com/training/events/upcoming-webinars/c-tpat-trade-compliance-(formerly-known-as-importer-self-assessment)-what-it-really-takes).
- Oct. 21 ***SWISS PEER TO PEER CONFERENCE 2020.*** Digital event, sponsored by Switzerland Global Enterprise, is for Executives of Swiss Companies, Subsidiaries of Swiss Companies in the US, US companies representing Swiss Companies in the US. The goal is to gather and transform insightful experiences and economic data into strong and sustainable connections among the Swiss presence in the U.S., thereby strengthening each individual company doing business in and with the U.S. market. 7:45 a.m. CDT. S-GE Members - \$50; Non-members - \$75. For information & registration, please see: <https://www.s-ge.com/en/event/s-ge-event/swiss-peer-peer-conference-2020-goes-digital>.
- Oct. 21 - ***VIRTUAL HEALTH: NEW CHALLENGES & OPPORTUNITIES.*** French-American Innovation Midwest 2020, sponsored by the French-American Chamber of Commerce Minnesota Chapter in collaboration with the following FACC Midwest Chapters: Ohio, Michigan and Chicago and with CCIFC-Montreal. This is a dynamic collaboration to showcase the best of French-American joint initiatives in science, technology, education, innovation and more. Broadcasting from the U.S.: Cardinal Health; Cleveland Clinic; Learn to Live; Maxime Healthcare; Mayo Clinic; Medical Alley. Broadcasting from France: BIOValley; Centre Hospitalier Universitaire (CHU) Rouen; Institut National de la Santé et de la Recherche Médicale (INSERM); MEDICEN; Société Française de Santé Digitale (SFSO). 8:00 a.m. – 8:00 p.m. CDT. FACC Members - \$50; Non-members - \$100. For information & registration, please see: <https://www.faccmn.com/events/upcoming-events/event-details/event/french-american-innovation-midwest-faim2020.html>.
- Oct. 21 ***MERGERS AND ACQUISITIONS IN INDIA: TAPPING INTO INDO-JAPANESE OPPORTUNITIES.*** Webinar, sponsored by Nexdigm in association with Manas Corporate Partners Corp. and Yokohama India Center, will discuss the transactions landscape in India, its future potential, and the impact of the pandemic on deal-making. 1:30 a.m. CDT. No fee; advance registration required. For information & registration, please see: https://zoom.us/webinar/register/6016015468992/WN_qED-msLPRSO_CfuOzhU_kQ.
- Oct. 21 ***INTRODUCTION TO INCOTERMS® 2020 RULES.*** Webinar sponsored by the Illinois SBDC International Trade Center at College of Lake County. Presentation by **Arthur O'Meara**, Principal, O'Meara & Associates, who will address the types of Incoterms® Rules, under which circumstances they are to be used, and their use in both domestic and international purchases and sales. 10:00 a.m. – 12:00 p.m. CDT. Fee: \$57.55 (includes a copy of the official *Incoterms® Rules* book). For information & registration, please see: <https://www.eventbrite.com/e/introduction-to-incoterms-2020-rules-fall-2020-registration-108470578420>.
- Oct. 21 ***FINANCING IN A CRISIS.*** Fifth in a seven-part Virtual Global Business Insights series sponsored by the Metropolitan Milwaukee Association of Commerce's World Trade Association. Topics include: *Transaction protection; Working capital loans for SMEs; Who is vetting your customer's financial health?* 11:30 a.m. – 1:00 p.m. CDT. WTA Members - \$25 (\$100 for the series); Non-members - \$40 (\$150 for the series). For information & registration, please see: <https://web.mmac.org/events/Virtual-Global-Business-Insights-Series-Financing-in-a-Crisis-2682/details>.

- Oct. 21 ***BENEFITTING FROM FREE TRADE AGREEMENTS.*** Fourth in a six-part webinar series sponsored by the U.S Commercial Service in collaboration with the Connecticut, New Jersey and North Texas District Export Councils. Presentations by **Robert Stein**, LCB, CCS, and **Jim Trubits**, Vice President, Business Development, LCHB, CCS, Mohawk Global, who will provide an overview of the various Free Trade Agreements available to exporters and the general rules of origin that would need to be met to qualify your goods under a particular FTA. 12:00 – 1:30 p.m. CDT. No fee; advance registration required. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=1QC4>.
- Oct. 21 ***TRADE IN TURMOIL [MONTHLY UPDATE].*** Webinar sponsored by Sandler, Travis & Rosenberg, P.A. Presentation by **Nicole Bivens Collinson**, President, International Trade & Government Relations, Sandler, Travis & Rosenberg, who will review the latest trade policy developments and offer predictions on what may happen in the near future. 1:00 – 1:30 p.m. CDT. Fee: \$50. For information & registration, please see: [https://www.strtrade.com/training/events/upcoming-webinars/trade-in-turmoil-monthly-update-\(1\)](https://www.strtrade.com/training/events/upcoming-webinars/trade-in-turmoil-monthly-update-(1)).
- Oct. 21 ***BIG POWER RESPONSIBILITY: HOW U.S. & CHINA CAN COLLABORATE ON CLIMATE CHANGE.*** Webinar sponsored by the United States Heartland China Association. Panelists include: **Barbara Finamore**, Senior Strategic Director for Asia, Natural Resources Defense Council (NRDC); **Frederick Mayer**, Dean, Josef Korbel School of International Studies, University of Denver; **Beth Keck**, Volkswagen Sustainability Chair, Schwarzman Scholar, Tsinghua University; **Suisheng Zhao** (Moderator), Professor and Director of the Center for China-US Cooperation, Josef Korbel School of International Studies, University of Denver. 1:00 – 2:30 p.m. CDT. No fee; advance registration required. For information & registration, please see: <https://usheartlandchina.org/projects-events/the-way-forward-webinar-series/big-power-responsibility-how-u-s-china-can-collaborate-on-climate-change/>.
- Oct. 22 ***NETWORKING IS NOT UNIVERSAL: BRIDGING THE CROSS-CULTURAL DIVIDE.*** Webinar sponsored by the French-American Chamber of Commerce Chicago's Women 4 Women Committee. Panelists include: **Eliane Karsaklian** (Moderator), Social Psychologist, Cultural Diversity Expert, University of Illinois at Chicago; **Haimi Bekele**, Director, R&D Confectionery, Mars; **Candy Lee**, Professor, Medill School of Journalism, Northwestern University; **Chipo Nyambuya**, Founder and Principal, Virgil LLC; **Rudi Schick**, Chief Science Officer and COO, Spraying Systems Co. 8:30 – 10:00 a.m. CDT. FACC Members - \$15; Non-members - \$30. For information & registration, please see: <https://www.facc-chicago.com/events/upcoming-events/detail-evenement/event/women-4-women-annual-breakfast-panel-networking-is-not-universal-bridging-the-cross-cultural-divi.html>.
- Oct. 22 ***IMPORTING 201 – ADVANCED IMPORT COMPLIANCE.*** Webinar, sponsored by the Global Training Center, will focus on: *Legal requirement for compliance & reporting; Types of CBP audits and enforcement; Responding to CBP Audit inquiries; Preparing your company for regulatory enforcement; Policy and procedure manual.* 8:30 a.m. – 4:00 p.m. CDT. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/importing-201/>.
- Oct. 22 ***U.S.-CHINA TRADE CONTROLS.*** Webinar, sponsored by the American Conference Institute, will provide practical guidance on military user and end-user regulations, the foreign direct product rule, critical technologies and licensing exceptions. Topics include: *The Foreign Direct Product Rule; Contingency Planning; Military Use and End-User; The Entity List and Your Business Relationships; Hong Kong; Emerging and Foundational Technologies with CFIUS.* 9:45 a.m. – 4:30 p.m. CDT. Fee: \$995. For information & registration, please see: <https://www.americanconference.com/uschinatrade/>.

- Oct. 22 ***E-COMMERCE GUIDELINES IN USMCA.*** Webinar sponsored by the Office of Trade & Investment, Illinois Department of Commerce & Economic Opportunity. Presentations by **Jeff Musson**, President, Dynamite Network and Founder of North 41, and **J. Luis Vega Garrido**, Junior Partner, Goodrich, Riquelme y Asociados, who will address the challenges and opportunities in eCommerce in Canada and Mexico. 10:00 – 11:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://bit.ly/2FpnKwj>.
- Oct. 22 ***MENA INFRASTRUCTURE SUMMIT.*** Webinar, sponsored by the U.S. Commercial Service, will discuss the upcoming MENA Infrastructure Summit, including matchmaking opportunities with U.S. development agencies and foreign government officials. 12:00 CDT. No fee; advance registration required. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=1QCM>.
- Oct. 22 ***MITIGATING SECTION 301 TARIFF INCREASES WITH FIRST SALE VALUATION & SAFEGUARDING YOUR FIRST SALE SAVINGS IN A SECTION 301 ENFORCEMENT ENVIRONMENT.*** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will help importers utilizing first sale determine whether their operations could withstand a CBP review. 1:00 – 2:00 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/training/events/upcoming-webinars/mitigating-section-301-tariff-increases-with-first-sale-valuation-safeguarding-your-first-sale-savings-in-a-section-301-enforcement-environment>.
- Oct. 22 ***THE FUTURE OF GLOBAL SUPPLY CHAINS AFTER THE PANDEMIC.*** Webinar sponsored by the International Trade Club of Chicago and the Council of Supply Chain Management Professionals. Presentations by **Mat Mermigousis**, Managing Director, Customs and International Trade practice and **Chetan Sampat**, Director, Operations Consulting practice, PWC, who will assess the current situation and offer their expert views. 4:30 – 5:30 p.m. CDT. ITCC Members – No fee; Non-members - \$35. For information & registration, please see: <https://itcc.wildapricot.org/event-4004387>.
- Oct. 23 ***CTPAT CERTIFICATION OR RE-VALIDATION.*** Webinar, sponsored by the Global Training Center, will cover: *Supply Chain Risk and Vulnerability; Hard and Soft Benefits of Securing the Supply Chain; Product transportation and risk of loss; CTPAT Pros and Cons; CTPAT Basics & Mechanics.* 9:00 a.m. – 12:30 p.m. CDT. Fee: \$395. For information & registration, please see: <https://www.globaltrainingcenter.com/ctpat/>.
- Oct. 23 ***USING THE ACE PORTAL FOR IMPORTERS, EXPORTERS, CUSTOMS BROKERS, SURETIES AND CARRIERS.*** Webinar sponsored by the International Trade Club of Chicago and the Chicago Customs Brokers & Forwarders Association. Presentations by **Merit Tremper**, Merit Trade Consulting Services, LLC, and **Carlos R. Rodriguez**, National ACE/PGA System Control Officer, United States Customs and Border Protection. 9:00 – 11:00 a.m. CDT. ITCC & CCBFA Members - \$20; Non-members - \$50. For information & registration, please see: <https://itcc.wildapricot.org/event-4011513>.
- Oct. 23 ***THE DETAILS BUILD SUCCESS.*** International E-Commerce and Social Media Marketing Boot Camp, Part 5 of 5, sponsored by the Illinois SBDC International Trade Center at the Industrial Council of Nearwest Chicago. Program will examine what you need to know about product compliance, labeling, shipping, regulatory registration, etc., and how you will ship to the customer, who will import the goods, how you will get paid. 1:00 – 2:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: <http://events.r20.constantcontact.com/register/event?oeidk=a07ehag99nm1ce51b52&llr=ei5vsbcab>.

- Oct. 25 - **SECURITY MISSION FOR ECONOMIC PROSPERITY IN EL SALVADOR, GUATEMALA, AND HONDURAS.** Trade mission sponsored by the International Trade Administration, U.S. Department of Commerce. Mission will help participating U.S. firms gain market insights, make industry and government contacts, and increase exports by taking advantage of new opportunities in safety & security, cybersecurity/IT, ports, infrastructure, smart cities, and energy. Application deadline: **August 14.** For information & an application, please see: <https://www.trade.gov/security-mission-economic-prosperity-el-salvador-guatemala-and-honduras-0>.
- Oct. 26 **TARIFF CLASSIFICATION.** Webinar, sponsored by the Global Training Center, will focus on: *Structure of the HTS; Difference between HTSUS and Schedule B; Tariff classification of products for imports and exports; General Rules of Interpretation (GRI); General Notes; How to apply for and use U.S. Customs classification rulings; Classification exercises to practice what you learn.* 8:30 a.m. – 4:00 p.m. CDT. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/tariff-classification/>.
- Oct. 27 - **INDIA SUBCONTRACTING EXPO.** Online Virtual Exhibition, sponsored by the Engineering Export Promotion Council India, is for companies to explore subcontracting opportunities with leading Indian technology companies in the areas of: Automobiles; Aerospace & Defense; Electricals; Industrial Automation; Industrial Manufacturing; Machine Tools; Oil and Gas & Mining; Process Industry. For information & registration, please see: <https://subcontracting.eepc.expoplatform.com/>.
- Oct. 27 **USMCA – THE MODERNIZED NAFTA.** Webinar, sponsored by the Global Training Center, will cover: *USMCA Introduction; Definitions; A Closer Look at Origination; Finer Points of Origination; USMCA and Special Sectors; Origin Certification; USMCA in the Organization; Country of Origin for Marking Purposes; Article 2 USMCA’s Effects on Temporary Entry, Duty Deferral, and Duty Drawback.* 8:30 a.m. – 4:00 p.m. CDT. Fee; \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/usmca/>.
- Oct. 27 **PANDEMIC PERSPECTIVES ON TRADE: A BRIEFING FROM H.E. Pjer ŠIMUNOVIĆ, AMBASSADOR OF THE REPUBLIC OF CROATIA TO THE UNITED STATES OF AMERICA.** Webinar sponsored by the World Trade Center Washington, D.C. Presentation by H.E. Pjer Šimunović, Ambassador of the Republic of Croatia to the United States of America. 9:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: https://zoom.us/webinar/register/WN_MM10VXYxS6aoOVh91A809Q.
- Oct. 27 **DOES CLIMATE CHANGE GENERATE NEW OPPORTUNITIES? WHAT ARE THEY?** IBG Global Virtual Insights Forum. Panelists include: **Sushama/Supriya Kanetkar**, CEOs, SRK Affiliates, Bangalore; **Annabel Rong**, CEO, Algory International, Beijing; **Joel Burgess**, CEO, Ernest Lorraine Ltd. USA. 10:00 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://docs.google.com/forms/d/e/1FAIpQLSd35keYtlprtY0-YnWIdnLEkKg6laDR7ZIGydKFRRepDgA1LSw/viewform>.
- Oct. 27 **INCOTERMS 2020.** Fifth in a six-part webinar series sponsored by the U.S Commercial Service in collaboration with the Connecticut, New Jersey and North Texas District Export Councils. Presentations by **Bonnie Kersch**, LCB, CCS, Braumiller Consulting Group and **Jim Trubits**, Vice President, Business Development, LCHB, CCS, Mohawk Global. 12:00 – 1:30 p.m. CDT. No fee; advance registration required. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=1QC5>.
- Oct. 28 - **ACE EXPORT COMPLIANCE.** Two-day webinar series sponsored by the U.S. Commercial Service and the U.S. Census Bureau. U.S. Government experts will present on a wide range of export compliance topics that are critical to your company’s success. 11:00 a.m. CDT daily. Fee: \$75. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=1QBZ>.

- Oct. 28 **MEET YOUR INTERNATIONAL TRADE REPRESENTATIVES.** Sixth in a seven-part Virtual Global Business Insights series sponsored by the Metropolitan Milwaukee Association of Commerce's World Trade Association. Wisconsin Economic Development Corp trade representatives from Germany, Korea, Mexico and Canada will share their expertise. 11:30 a.m. – 1:00 p.m. CDT. WTA Members - \$25 (\$100 for the series); Non-members - \$40 (\$150 for the series). For information & registration, please see: <https://web.mmac.org/events/Virtual-Global-Business-Insights-Series-Meet-Your-International-Trade-Representatives-2683/details>.
- Oct. 28 **DIY ENCRYPTION CLASSIFICATION.** Webinar, sponsored by Export Strategies, LLC, will move beyond the basics to focus on how to successfully classify hardware and software that use encryption, and make sure the right records are kept to comply with BIS rules; also, it will introduce encryption questionnaires to use as classification tools for your products. 12:00 – 1:30 p.m. CDT. Fee: \$179. For information & registration, please see: <https://www.exportcontrolwebinars.com/pages/diy-encryption-classification>.
- Oct. 28 **CUSTOMS VALUATION 101.** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., provides the basic concepts and terminology of customs valuation to aid importers and brokers in meeting their reasonable care obligations and also provides information useful to buyers and finance staff in understanding how customs valuation can impact a company's bottom line. 1:00 – 2:00 p.m. CDT. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/training/events/upcoming-webinars/customs-valuation-101>.
- Oct. 28 **INVEST IN AFRICA.** Webinar, sponsored by Africa Global Chamber of Commerce, Faegre Drinker Biddle & Reath LLP, and Renew Strategies LLC, will discuss the expectations that investors – private equity and venture capital firms – have encountered among African entrepreneurs and business owners and how those expectations have influenced their strategy for investing in Africa. Speakers include: **Remy Nshimiyimana**, Partner, Faegre Drinker Biddle & Reath LLP; **Jeffrey Blumberg**, Investment Management Lawyer, Faegre Drinker Biddle & Reath LLP; **David Williams**, Counseling Investment Advisor, Faegre Drinker Biddle & Reath LLP; **Tom Scriven**, Partner and General Counsel, RENEW LLC; **Matthew Davis**, Founder and CEO, RENEW LLC; **Frank Martin**, Senior VP for Corporate Development & Managing Director, Milhouse Engineering & Construction and Milhouse Energy Services; **Olivier Kamanzi**, Chairman, Africa Global Chamber of Commerce. 1:00 – 2:30 p.m. CDT. Fee: \$25. For information & registration, please see: https://app.glueup.com/event/investing-in-africa-webinar-26978/register/?pk_campaign=Investing%20in%20Africa%20Webinar&pk_cid=52343&pk_kwd=52343&pk_medium=event-campaign.
- Oct. 28 **HOW TO MAKE CROSS-BORDER [ON-LINE] SALES INTO BRAZIL.** Webinar, sponsored by the U.S. Commercial Service, will explore the opportunities and challenges of cross-border online sales to Brazil and provide insights from experts in the industry. 1:00 – 2:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=1QCL>.
- Oct. 29 **INTERNATIONAL LOGISTICS.** Webinar, sponsored by the Global Training Center, will cover: *Comprehensive review of the roles of the Forwarder and the Customs Broker; Securely and affordably transport your products; Importance of Tariff Classification; Select and negotiate with ocean and/or air carriers for your shipments; The Rules of the Road (Standard Terms of Carriage); Protect your company's assets by choosing the proper insurance.* 8:30 a.m. – 4:00 p.m. CDT. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/international-logistics/>.

- Oct. 29 ***ECONOMIC AND INVESTMENT OUTLOOK IN ASIA 2021***. Webinar sponsored by the U.S. Commercial Service. Presentations by: **Henri Arslanian**, PwC Global Crypto Leader, former Chairman of the FinTech Association of Hong Kong; **Johanna Chua**, Managing Director, Head of Asia Pacific Economic and Market Analysis, Citigroup Hong Kong; **Anna Fan**, Director, Hong Kong Trade Development Council, New York. 8:30 – 9:30 a.m. CDT. No fee; advance registration required. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=1QCF>.
- Oct. 29 ***DUTY DRAWBACK – NEW OPPORTUNITIES***. Last in a six-part webinar series sponsored by the U.S. Commercial Service in collaboration with the Connecticut, New Jersey and North Texas District Export Councils. Presentations by **Jay Charkow**, Vice President, **Tracy Hudak**, Operations Manager, and **Jill LaMadeleine**, Senior Tariff Manager, International Tariff Management. 12:00 – 1:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=1QC6>.
- Oct. 30 ***THE PATH TO A PATENT, PART III: LEARN HOW TO DRAFT A PATENT APPLICATION***. Virtual workshop, sponsored by the U.S. Patent & Trademark Office’s Rocky Mountain, Silicon Valley, and Eastern Regional Offices, will describe the formalities and requirements of drafting a patent application, as well as common pitfalls to avoid. Participants should have an intermediate knowledge of the intellectual property system in general, and patents specifically, to get the most out of this workshop. 12:00 – 2:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: <https://www.eventbrite.com/e/the-path-to-a-patent-part-iii-learn-how-to-draft-a-patent-application-tickets-118526605267>.
- Oct. 30 ***WRAP UP CASE STUDIES***. International E-Commerce and Social Media Marketing Boot Camp, Part 5 of 5, sponsored by the Illinois SBDC International Trade Center at the Industrial Council of Nearwest Chicago. Program will go through examples on how to set up an E-Commerce site in two countries, then look at examples of companies selling E-Commerce, and best practices. 1:00 – 2:00 p.m. CDT. No fee; advance registration required. For information & registration, please see: <http://events.r20.constantcontact.com/register/event?oeidk=a07ehag99nm1ce51b52&llr=ei5vsbcab>.
- Nov. 3 ***GLOBAL TRAVEL AND TOURISM TEAM CHECK IN: ITALY, PORTUGAL AND SPAIN***. Webinar sponsored by the U.S. Commercial Service. Commercial Specialist's from Italy, Portugal and Spain will give the very latest insight and information on their markets for international visitors. 10:00 a.m. CST. No fee; advance registration required. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=1QCC>.
- Nov. 4 ***ADVOCATING FOR ACCESS TO THE OUTDOORS WORLDWIDE***. Webinar sponsored by Women Entrepreneurs Grow Global. Presentation by **Kelly Twichel**, CEO, Access Trax. 11:00 a.m. – 12:00 p.m. CST. No fee; advance registration required. For information & registration, please see: https://womenentrepreneursgrowglobal.org/2020/10/07/advocating-for-access-to-the-outdoors-worldwide-november-2020/?utm_source=rss&utm_medium=rss&utm_campaign=advocating-for-access-to-the-outdoors-worldwide-november-2020&mc_cid=f3c2f34842&mc_eid=6499c7d108.
- Nov. 4 ***NOW WHAT? STORIES FROM THE MANUFACTURING TRENCHES***. Last in a seven-part Virtual Global Business Insights series sponsored by the Metropolitan Milwaukee Association of Commerce’s World Trade Association. Manufacturers will share their stories as they navigate the new normal of international trade: What’s next? What are their strategies? What is the “new normal” anyway? 11:30 a.m. – 1:00 p.m. CST. WTA Members - \$25 (\$100 for the series); Non-members - \$40 (\$150 for the series). For information & registration, please see: <https://web.mmac.org/events/Virtual-Global-Business-Insights-Series-Now-What-Stories-from-the-Manufacturing-Trenches-2684/details>.

- Nov 9 - **EXPOMIN 2020 (SANTIAGO, CHILE)**. The Illinois Office of Trade and Investment invites
13 **CANCELED** firms to participate in a trade mission to Latin America's largest mining fair that
change of knowledge, experience and especially technology. EXPOMIN gathers all
the key sector players and attracts the largest concentration of world-class local and international
supply companies. EXPOMIN has global attendance, with over 1,200 exhibitors and 70,000
visitors. For more information, please contact Lauro Arias: lauro.arias@illinois.gov.
- Nov. 9 - **NAVIGATING RUSSIA SANCTIONS COMPLEXITIES**. Webinar, sponsored by the American
10 Conference Institute, will feature a distinguished faculty of senior in-house counsel and private
practitioners, who will share best practices to help you refine your Russia sanctions compliance
program. Topics include: *The impact of sectoral sanctions against Russia's energy and oil and gas
industries; What to expect in the aftermath of the US election and Brexit; Lessons learned from
recent enforcement actions; How proposed legislation will change the Russia sanctions landscape if
enacted; Challenges in implementing the 50% rule and compliance strategies.* 7:30 a.m. –
12:30 p.m. CST. Fee: \$895 (by October 16; \$995 thereafter). For information & registration, please
see: <https://www.americanconference.com/navigating-russia-sanctions-complexities/>.
- Nov. 10 **YOUR CHINA ROADMAP**. Webinar, sponsored by Woodburn Accountants & Advisors, will look at
Woodburn's China Roadmap which consists of accomplishing 3 major milestones and 9
superpowers in order to build a "performance" business in China. 3:30 – 4:30 a.m. CST. No fee;
advance registration required. For information & registration, please see:
<https://register.gotowebinar.com/register/8009815074328736782>.
- Nov. 10 **TARIFF CLASSIFICATION**. Webinar, sponsored by the Global Training Center, will focus on:
*Structure of the HTS; Difference between HTSUS and Schedule B; Tariff classification of products
for imports and exports; General Rules of Interpretation (GRI); General Notes; How to apply for
and use U.S. Customs classification rulings; Classification exercises to practice what you learn.*
8:30 a.m. – 4:00 p.m. CST. Fee: \$595. For information & registration, please see:
<https://www.globaltrainingcenter.com/tariff-classification/>.
- Nov. 11 **USMCA – THE MODERNIZED NAFTA**. Webinar, sponsored by the Global Training Center, will
cover: *USMCA Introduction; Definitions; A Closer Look at Origination; Finer Points of Origination;
USMCA and Special Sectors; Origin Certification; USMCA in the Organization; Country of Origin
for Marking Purposes; Article 2 USMCA's Effects on Temporary Entry, Duty Deferral, and Duty
Drawback.* 8:30 a.m. – 4:00 p.m. CST. Fee: \$595. For information & registration, please see:
<https://www.globaltrainingcenter.com/usmca/>.
- Nov. 11 **ELECTION 2020: A NEW ERA IN U.S.-CHINA RELATIONS? THE NEXT 4 YEARS OF
GEOPOLITICS**. NEXTChina virtual conference sponsored by SupChina and others. Topics include:
*The Next 4 Years of U.S.-China Relations; Resolved: Limited decoupling is in the interest of both
China and the U.S.; The Environment: Collaboration of Confrontation?* 11:00 a.m. – 2:00 p.m.
CST. Fee: \$50. For information & registration, please see:
[https://events.supchina.com/nextchina2020/?utm_source=SupChina+Events+Updates&utm_campaign=20c3a91e00-
EMAIL_CAMPAIGN_2019_10_14_04_19_COPY_01&utm_medium=email&utm_term=0_3bc90f7c1e-20c3a91e00-
165825178](https://events.supchina.com/nextchina2020/?utm_source=SupChina+Events+Updates&utm_campaign=20c3a91e00-EMAIL_CAMPAIGN_2019_10_14_04_19_COPY_01&utm_medium=email&utm_term=0_3bc90f7c1e-20c3a91e00-165825178).
- Nov. 11 **2020 DUTY DRAWBACK REVENUE RECOVERY EXPLANATION AND MANAGEMENT**. Webinar,
sponsored by The World Academy, will provide a comprehensive review of the new duty drawback
program included as part of the Trade Facilitation and Enforcement Act of 2016 (TFTEA drawback).
12:00 – 2:00 p.m. CST. Fee: \$150. For information & registration, please see:
[https://www.theworldacademy.com/product-page/11-11-1-3-pm-est-2020-duty-drawback-revenue-
recovery-explanation](https://www.theworldacademy.com/product-page/11-11-1-3-pm-est-2020-duty-drawback-revenue-recovery-explanation).

- Nov. 12 **EXPORTING PROCEDURES.** Webinar, sponsored by the Global Training Center, will cover: *Structuring export sales to foreign markets; Negotiating your contract and meeting its terms; Incoterms® 2010 Product Transportation and Risk of Loss; Forms of Payment; Customs & tariff planning considerations; Export controls; Freight Forwarders, Packing, Transportation and insurance.* 8:30 a.m. – 4:00 p.m. CST. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/exporting-procedures/>.
- Nov. 12 **ELECTION 2020: A NEW ERA IN U.S.-CHINA RELATIONS? THE NEXT 4 YEARS OF BUSINESS.** NEXTChina virtual conference sponsored by SupChina and others. Topics include: *Innovations in Digital Finance and How They Will Change the New World Order; China's Investments into the Global South; The Cross-Border Investment Bubble Has Popped. What is Next in U.S. – China/Global Investment?* 11:00 a.m. – 2:00 p.m. CST. Fee: \$75. For information & registration, please see: https://events.supchina.com/nextchina2020/?utm_source=SupChina+Events+Updates&utm_campaign=20c3a91e00-EMAIL_CAMPAIGN_2019_10_14_04_19_COPY_01&utm_medium=email&utm_term=0_3bc90f7c1e-20c3a91e00-165825178.
- Nov. 12 **ASIA EDGE: SOUTH ASIA.** Ninth in a series of 10 virtual workshops, sponsored by the U.S. Commercial Service and others, will convene U.S. private sector stakeholders and U.S. government officials across nine U.S. government agencies to facilitate deep-dive discussions on regional and sub-sector specific priorities for U.S. energy companies in the Indo-Pacific. 12:00 – 2:00 p.m. CST. No fee; advance registration required. For information & registration, please see: <https://www.trade.gov/asiaedgeworkshop>.
- Nov. 13 **INCOTERMS® 2020.** Webinar, sponsored by the Global Training Center, will focus on: *New Incoterms® 2020 trade terms including changes to FCA, DAP (DPU), CIF, and CIP; New security-related requirements within carriage obligations and costs; 11 Incoterms® 2010 trade terms will still be reviewed; Responsibilities & obligations for seller and buyer under each term; Product transportation and risk of loss; Terms for any mode; Maritime terms; Court Cases will be reviewed.* 9:00 a.m. – 12:30 p.m. CST. Fee: \$395. For information & registration, please see: <https://www.globaltrainingcenter.com/incoterms/>.
- Nov. 15 - **TRADE MISSION TO THE CARIBBEAN REGION.** Organized by the U.S. Department of Commerce, this mission will include the Trade Americas – Business Opportunities in the Caribbean Region Conference in Bridgetown, Barbados on November 15-16. The mission is open to U.S. companies from a cross section of industries with growing potential in the Caribbean region, but is focused on U.S. companies in best prospects sectors such as: Automotive Parts and Services; Construction Equipment/Road Building Machinery/Building Products/Infrastructure projects; Medical Equipment and Devices/Pharmaceuticals; ICT; Energy Equipment and Services; Safety and Security Equipment; Hotel and Restaurant Equipment; Franchise; Manufacturing Equipment; Yachting industry/Maritime services/Sailing Equipment. The combination of participation in the Trade Americas – Business Opportunities in the Caribbean Region Conference and business-to-business matchmaking appointments in the Caribbean region markets, will provide participants with access to substantive information about and strategies for entering or expanding their business across the Caribbean region. For information and an application, please e-mail: delia.valdivia@trade.gov.
- Nov. 16 - **USA: A STUDY DESTINATION VIRTUAL CONNECTION PROGRAM – AFRICA.** Sponsored by the U.S. Commercial Service (USCS), U.S. universities, colleges, and secondary institutions, as well as study state consortia will have the opportunity to schedule one-on-one meetings with agents, counselors, university partners, and foreign government officials from Africa and meet with them virtually. Participating Countries: Egypt, Ethiopia, Ghana, Morocco, Mozambique, Tanzania, Nigeria, and South Africa. Each school will be able to promote their institution and share a 360-degree virtual reality campus tour video (if available) in these 40-minute meetings. After the fair, each U.S. participant will receive contact details of all international potential partners that registered for the program. 7:00 a.m. – 2:00 p.m. CST. Fee: \$300. For information & registration, please see: <https://live.eventtia.com/en/africconnect/Home/>.

- Nov. 17 **IMPORTING PROCEDURES.** Webinar, sponsored by the Global Training Center, will cover: *Verifying what your customs broker should be doing for you; Six different ways to value your goods (valuation tied to duties); Country of Origin & markings; Overview of Harmonized Tariff Schedules of the U.S.; Duty Determination; Customs Entry Process; Record keeping requirements; Timely ISF Reporting (Import Security Filing).* 8:30 a.m. – 4:00 p.m. CST. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/importing-procedures/>.
- Nov. 17 **ADVANCED ENCRYPTION CLASSIFICATION.** Webinar, sponsored by Export Strategies, LLC, is for export compliance officers, engineers, and legal practitioners who have experience with product classification and the use of encryption technologies in hardware and software applications. It will provide participants with classification exercises to complete prior to the webinar; during the webinar we will use a combination of instruction and discussion of the exercises for a “practice makes perfect” approach to learning how to assess jurisdiction and classification for products with data security features. 12:00 – 1:30 p.m. CST. Fee: \$179. For information & registration, please see: <https://www.exportcontrolwebinars.com/pages/advanced-encryption-classification>.
- Nov. 17 **CBP AUDIT SURVEYS: WHAT’S AT STAKE.** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., is designed to prepare companies to undergo an audit survey or other CBP audit by reviewing how to implement and maintain an effective import compliance program as well as how to recognize potential import compliance risks. 1:00 – 2:00 p.m. CST. Fee: \$300. For information & registration, please see: <https://www.strtrade.com/training/events/upcoming-webinars/cbp-audit-surveys-what-s-at-stake>.
- Nov. 18 **FOOD IS LIFE: THE IMPACT OF FOOD, NUTRITION AND TECHNOLOGY ON OUR HEALTH AND WELLBEING.** Webinar sponsored by Global Midwest Alliance with: Decernis; Institute for Food Safety & Technology; Kerry; Federal Reserve Bank of Chicago. Panel topics include *Innovation and Technology* and *Growth and Global Opportunities*. 8:30 – 11:50 a.m. CST. Fee: \$95. For information & registration, please see: <https://register.gotowebinar.com/register/3592811883349504268?source=PDFInvite>.
- Nov. 18 **IMPORTING 201 – ADVANCED IMPORT COMPLIANCE.** Webinar, sponsored by the Global Training Center, will focus on: *Legal requirement for compliance & reporting; Types of CBP audits and enforcement; Responding to CBP Audit inquiries; Preparing your company for regulatory enforcement; Policy and procedure manual.* 8:30 a.m. – 4:00 p.m. CST. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/importing-201/>.
- Nov. 19 **GLOBAL ECONOMIC SANCTIONS ON CANADIAN OPERATIONS.** Webinar, sponsored by the American Conference Institute, is an in-depth event designed to bring current information about economic sanctions strategies to North America’s leading financial institutions and exporters. Topics include: *Export Controls for China/Hong Kong: Analysis of the latest GAC criteria for transfer-controlled items; The practical implications of Smart Sanctions for your screening program; Mitigating risks when sanctions regimes conflict.* 7:50 a.m. – 4:30 p.m. CST. Fee: \$895 (by October 16; \$995 thereafter). For information & registration, please see: <https://www.canadianinstitute.com/global-economic-sanctions/>.
- Nov. 30 **INTERNATIONAL LOGISTICS.** Webinar, sponsored by the Global Training Center, will cover: *Comprehensive review of the roles of the Forwarder and the Customs Broker; Securely and affordably transport your products; Importance of Tariff Classification; Select and negotiate with ocean and/or air carriers for your shipments; The Rules of the Road (Standard Terms of Carriage); Protect your company’s assets by choosing the proper insurance.* 8:30 a.m. – 4:00 p.m. CST. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/international-logistics/>.

- Dec. 1 **COMPREHENSIVE OVERVIEW OF U.S. SANCTIONS REGIMES AND FOCUS ON RECENT DEVELOPMENTS.** Webinar, sponsored by the American Conference Institute, will provide a practical and up-to-the-minute overview of key sanctions affecting the principal targeted countries with a dedicated focus on recent developments. 8:00 – 11:30 a.m. CST. Fee: \$600. For information & registration, please see: <https://www.americanconference.com/economic-sanctions-new-york/workshops/comprehensive-overview-of-u-s-sanctions-regimes-and-focus-on-recent-developments/>.
- Dec. 1 **LETTERS OF CREDIT.** Webinar, sponsored by the Global Training Center, will cover: *Letters of Credit Requirements; How to minimize discrepancies and risks; Different types of Letters of Credit; Consider other payment methods; Select most appropriate method of payment for your company; Compare the costs and risks of various LC options; UCP 600 included in reference book; ISP 98 included in reference book.* 8:30 a.m. – 4:00 p.m. CST. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/letters-of-credit/>.
- Dec. 1 **OFAC COMPLIANCE PROGRAM BEST PRACTICES.** Webinar, sponsored by American Conference Institute, has been specifically designed for in-house sanctions professionals. To engage with senior-level sanctions professionals will engage in dialogue on strengthening their companies' sanctions compliance programs based on OFAC's May 2019 guideline and latest enforcement action guidance. 12:30 – 4:00 p.m. CST. Fee: \$600. For information & registration, please see: <https://www.americanconference.com/economic-sanctions-new-york/workshops/ofac-compliance-program-best-practices/>.
- Dec. 2 **ECONOMIC SANCTIONS.** Eleventh Annual New York [Virtual] Forum, sponsored by the American Conference Institute, convenes a diverse mix of financial institutions, exporters and their advisers to provide practical and timely, country-specific sanctions insights and address how to update sanctions compliance and risk management programs. Topics include: *Latest on the highly dynamic Russia/Ukraine sectoral and secondary sanctions; Unraveling the new developments of Venezuela sanctions; Iran: current status of JCPOA and increased request for humanitarian licenses; Practical guidance on OFAC Compliance Guidelines; Regulatory and Enforcement Trends; Managing Transportation, Logistics and Insurance Challenges; Navigating the Intersection of Sanctions and Export Controls; Understanding and Assessing Secondary Sanctions Risk; Maintaining effective sanctions compliance with a Remote Workforce; Using Technology to innovate your sanctions compliance program.* 7:30 a.m. – 4:30 p.m. CST. Fee: \$1,595 (by October 16; \$1,695 thereafter). For information & registration, please see: <https://www.americanconference.com/economic-sanctions-new-york/>.
- Dec. 2 **IMPORTING PROCEDURES.** Webinar, sponsored by the Global Training Center, will cover: *Verifying what your customs broker should be doing for you; Six different ways to value your goods (valuation tied to duties); Country of Origin & markings; Overview of Harmonized Tariff Schedules of the U.S.; Duty Determination; Customs Entry Process; Record keeping requirements; Timely ISF Reporting (Import Security Filing).* 8:30 a.m. – 4:00 p.m. CST. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/importing-procedures/>.
- Dec. 3 **IMPORTING 201 – ADVANCED IMPORT COMPLIANCE.** Webinar, sponsored by the Global Training Center, will focus on: *Legal requirement for compliance & reporting; Types of CBP audits and enforcement; Responding to CBP Audit inquiries; Preparing your company for regulatory enforcement; Policy and procedure manual.* 8:30 a.m. – 4:00 p.m. CST. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/importing-201/>.
- Dec. 3 **ASIA EDGE: EAST ASIA AND THE PACIFIC ISLANDS.** Last in a series of 10 virtual workshops, sponsored by the U.S. Commercial Service and others, will convene U.S. private sector stakeholders and U.S. government officials across nine U.S. government agencies to facilitate deep-dive discussions on regional and sub-sector specific priorities for U.S. energy companies in the Indo-Pacific. 12:00 – 2:00 p.m. CST. No fee; advance registration required. For information & registration, please see: <https://www.trade.gov/asiaedgeworkshop>.

- Dec. 4 **COUNTRY OF ORIGIN DETERMINATION.** Webinar, sponsored by the Global Training Center, will focus on: *International Definition of Country of Origin; CBP Definition of Country of Origin; FTC Rules on Country of Origin; Substantial Transformation; Country of Origin & Section 232/301 duties.* 9:00 a.m. – 12:30 p.m. CST. Fee: \$395. For information & registration, please see: <https://www.globaltrainingcenter.com/country-of-origin/>.
- Dec. 7 **TARIFF CLASSIFICATION.** Webinar, sponsored by the Global Training Center, will focus on: *Structure of the HTS; Difference between HTSUS and Schedule B; Tariff classification of products for imports and exports; General Rules of Interpretation (GRI); General Notes; How to apply for and use U.S. Customs classification rulings; Classification exercises to practice what you learn.* 8:30 a.m. – 4:00 p.m. CST. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/tariff-classification/>.
- Dec. 8 **USMCA – THE MODERNIZED NAFTA.** Webinar, sponsored by the Global Training Center, will cover: *USMCA Introduction; Definitions; A Closer Look at Origination; Finer Points of Origination; USMCA and Special Sectors; Origin Certification; USMCA in the Organization; Country of Origin for Marking Purposes; Article 2 USMCA’s Effects on Temporary Entry, Duty Deferral, and Duty Drawback.* 8:30 a.m. – 4:00 p.m. CST. Fee; \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/usmca/>.
- Dec. 9 **EXPORT ADMINISTRATION REGULATIONS (EAR).** Webinar, sponsored by the Global Training Center, will focus on: *Who needs to comply?; General prohibitions; Determine if you are subject to EAR; Be aware of Export Control Reform changes; Know who are prohibited parties; Record keeping requirements; Determine if your product or software is covered by the Commerce Control List (CCL); Learn to determine your Export Control Classification Numbers (ECCN); Determine license requirements.* 9:00 a.m. – 23:30 p.m. CST. Fee: \$395. For information & registration, please see: <https://www.globaltrainingcenter.com/ear/>.
- Dec. 10 **INTERNATIONAL TRAFFIC IN ARMS REGULATIONS (ITAR).** Webinar, sponsored by the Global Training Center, will cover: *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: \$395. For information & registration, please see: <https://www.globaltrainingcenter.com/itar/>.
- Dec. 11 **CTPAT CERTIFICATION OR RE-VALIDATION.** Webinar, sponsored by the Global Training Center, will cover: *Supply Chain Risk and Vulnerability; Hard and Soft Benefits of Securing the Supply Chain; Product transportation and risk of loss; CTPAT Pros and Cons; CTPAT Basics & Mechanics.* 9:00 a.m. – 12:30 p.m. CST. Fee: \$395. For information & registration, please see: <https://www.globaltrainingcenter.com/ctpat/>.
- Dec. 15 **EXPORTING PROCEDURES.** Webinar, sponsored by the Global Training Center, will cover: *Structuring export sales to foreign markets; Negotiating your contract and meeting its terms; Incoterms® 2010 Product Transportation and Risk of Loss; Forms of Payment; Customs & tariff planning considerations; Export controls; Freight Forwarders, Packing, Transportation and insurance.* 8:30 a.m. – 4:00 p.m. CST. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/exporting-procedures/>.
- Dec. 16 **INCOTERMS® 2020.** Webinar, sponsored by the Global Training Center, will focus on: *New Incoterms® 2020 trade terms including changes to FCA, DAP (DPU), CIF, and CIP; New security-related requirements within carriage obligations and costs; 11 Incoterms® 2010 trade terms will still be reviewed; Responsibilities & obligations for seller and buyer under each term; Product transportation and risk of loss; Terms for any mode; Maritime terms; Court Cases will be reviewed.* 9:00 a.m. – 12:30 p.m. CST. Fee: \$395. For information & registration, please see: <https://www.globaltrainingcenter.com/incoterms/>.

- Dec. 17 **EXPORT TO MEXICO.** Webinar, sponsored by the Global Training Center, will cover: *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: \$395. For information & registration, please see: <https://www.globaltrainingcenter.com/export-to-mexico/>.
- Dec. 18 **EXPORT TO CANADA.** Webinar, sponsored by the Global Training Center, will focus on: *Doing business in Canada; To market, to market; Policers, PGAs, partners and providers; Expanding your markets: leaving the U.S.; Canadian import procedures; Special import considerations and duty reduction programs; NAFTA and other free trade agreements; BSCA enforcement; Other programs.* 9:00 a.m. – 12:30 p.m. CST. Fee: \$395. For information & registration, please see: <https://www.globaltrainingcenter.com/export-to-canada/>.

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.