

# ILLINOIS INTERNATIONAL BUSINESS CALENDAR

November 14, 2022

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

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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](http://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](mailto: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.**

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**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*

- Nov. 17 ***BUSINESS OPPORTUNITIES BETWEEN THE STATE OF QATAR AND THE STATE OF ILLINOIS.*** Business luncheon sponsored by the U.S.-Qatar Business Council; supported by the **International Trade Association of Greater Chicago**. Speakers include: His Excellency **Mohammed Sultan Al-Kuwari**, Consul General of the State of Qatar; **Fahad Al-Dosari**, The State of Qatar Commercial Attaché to the United States; **Mohammed Barakat**, Managing Director and Treasurer of the Board of Directors, US-Qatar Business Council. 11:00 a.m. – 1:00 p.m., Chicago. No fee; advance registration required. For information & registration, please see: [https://docs.google.com/forms/d/e/1FAIpQLScu9c1f7UmBDzl38dWUsoAXo0H2AAvE2zJR5DZm\\_wkJl4ubi\\_Q/viewform](https://docs.google.com/forms/d/e/1FAIpQLScu9c1f7UmBDzl38dWUsoAXo0H2AAvE2zJR5DZm_wkJl4ubi_Q/viewform).
- Nov. 17 ***UPDATE ON CBP'S BASE METALS CENTER FOR EXCELLENCE AND EXPERTISE.*** Webinar sponsored by the **International Trade Association of Greater Chicago** with the Chicago International Trade Commissioners' Association and SelectChicago. Presentation by **Africa R. Bell**, Director, Base Metals Center for Excellence and Expertise, Chicago Field Office. 12:00 – 1:00 p.m. CST. Members of sponsoring organizations - \$25; Non-members - \$45. For information & registration, please see: <https://www.eventbrite.com/e/update-on-cbps-base-metals-center-for-excellence-and-expertise-tickets-458648499007>.

- Dec. 2 ***HOLIDAY NETWORKING RECEPTION.*** Eighteenth annual event sponsored by the: **International Trade Association of Greater Chicago** with **Huntington National Bank, IDEAL Agricultural & Marine Insurance, Barnes, Richardson & Colburn, Roanoke Trade** and with support from the: **Chicago International Trade Commissioners' Association; Central Asian Productivity Research Center; Hong Kong Business Association of the Midwest; SelectChicago; Swiss-American Business Council; U.S.-Mexico Chamber of Commerce, Mid-America Chapter.** Network with peers, colleagues and international trade commissioners from Chicago's international business community. Buffet dinner, music, magic, and more. **Please bring an unwrapped toy for donation to Toys for Tots.** 6:00 – 8:30 p.m., Carlucci Rosemont, 6111 North River Road, Rosemont, IL. Members of sponsoring organizations & their guests - \$35; Non-members - \$50. Join the ITA/GC this evening and receive a \$25 credit on your membership dues. **Sponsorship opportunities are available;** please e-mail: [rpaulin@itagc.org](mailto:rpaulin@itagc.org), or call 773/725-1106. For information & registration, please see: <https://www.eventbrite.com/e/holiday-networking-reception-tickets-460478312027>.
- Dec. 6 ***SETTING UP A U.S. SUBSIDIARY IS HARD. WE CAN MAKE IT EASIER.*** Webinar, sponsored by Pacific Tango Group and the **International Trade Association of Greater Chicago**, will give you tools to make it easier. Each panelist has their own story about the part they played in setting up a successful U.S. office. Attendees will walk away with a list of real-world ideas, tools, and connections designed to support a sense of hope and control during one of the most difficult endeavors in a company's history. Panelists include: **Fred Lee**, CEO, KTON, LLC; **Kasia Lynch**, Founder, Ikigai Connections; **Myriam Le Cannellier**, Co-founder and Director, DSML Executive Search; **Zach Person** (Moderator), Founder and Senior Project Manager, Borderless Business Solutions. 12:00 – 1:00 p.m. CST. No fee; advance registration required. For information & registration, please see: <https://www.eventbrite.com/e/setting-up-a-us-subsi-dary-is-hard-tickets-444167305367>.
- Jan. 18 ***GLOBAL TRADE OUTLOOK 2023: REBOOTING THE AMERICAN TRADE AGENDA.*** 23rd Annual program (virtual) sponsored by the **International Trade Association of Greater Chicago.** Presentation by **John G. Murphy**, Senior Vice President for International Policy, U.S. Chamber of Commerce who will share his decades of international policy insight and perspective on issues of current and immediate interest to the international business community. 12:00 – 1:00 p.m. CST. ITA/GC Members - \$25; Non-members - \$50. For information & registration, please see: <https://www.eventbrite.com/e/global-trade-outlook-2023-mind-the-trade-wars-tickets-461192698777>.

#### Of Note:

**Maquiladoras, Mexico's Engine of Trade, Driven to Navigate Evolving Demand:** A new [report](#) by the Federal Reserve Bank of Dallas shows that Mexico's maquiladoras, an important generator of manufacturing and employment activity along the U.S.–Mexico border, confront a changing landscape. The role of Mexican maquiladoras – large, mostly foreign-owned plants engaging in labor-intensive assembly of intermediate and final goods for export – has evolved over the years, though the basics remain the same. But more than two years removed from the onset of the COVID-19 pandemic, the maquiladora operating environment has changed. Global trade, including chronic input shortages and the specter of a worldwide economic slowdown, poses tough challenges. Moreover, longstanding auto assembly and parts businesses, making up the largest portion of maquiladora output, confront a transition to electric vehicles that require new and different manufacturing processes.

#### **Agricultural Marketing Service Proposes Updated HTS Numbers for Paper Packaging Products:**

According to [Federal Register 7 CFR Part 1222](#), the Department of Agriculture's Agricultural Marketing Service (AMS) is accepting comments on proposed changes to the Harmonized Tariff Schedule (HTS) numbers for paper and paper-based packaging products in the Paper and Paper-Based Packaging Promotion, Research, and Information Order (Order). AMS is proposing an update to the Order's HTS numbers in an effort to align them with the most current HTS numbers provided by the U.S. International Trade Commission, which includes HTSUS numbers under headings 4802, 4804, 4805, 4807, 4810, and 4811. All interested parties who wish to respond to this proposal can submit comments through the [Federal e-rulemaking portal](#) by December 7, 2022.

**New Country Commercial Guides:** U.S. Commercial Service experts working at U.S. embassies and consulates have updated their [Country Commercial Guides](#). Get an updated assessment of global business opportunities, market conditions, and great tips on doing business abroad.

**USTR Releases Section 301 Questionnaire:** USTR has just released a questionnaire for the trade to comment on the impact of the Section 301 tariffs against Chinese goods. Commentors can comment at the economy-wide, industry-wide, or tariff provision level, or all three, if applicable. The [questionnaire](#) is available now but may not be filed until November 15, 2022.

**WTO Issues New Edition of Trade Profiles:** The WTO has just issued the latest edition of [Trade Profiles](#), an annual publication providing key data on merchandise trade and trade in commercial services for 197 economies. Each profile displays a sectoral breakdown of the economy's exports and imports, its main trading partners and its most traded products and services. For merchandise trade, top exports and imports are listed for both agricultural and non-agricultural products. For trade in services, data is provided for transport, travel and other commercial services. Foreign affiliate statistics (FATS) and statistics on intellectual property are also provided. The profiles are available for all WTO members and observers and for other selected economies. With each profile presented in a handy two-page format, the publication provides a concise overview of global trade.

**US-UAE "PACE" Framework to Catalyze \$100bn for Clean Energy Projects:** In November 2022, the UAE and US launched the UAE-US Partnership for Accelerating Clean Energy ([PACE](#)), which will mobilize \$100 billion and deploy 100 new gigawatts (GW) of clean energy in the US, UAE and emerging economies around the world by 2035. The initiative represents a shared commitment by two major energy producers to a responsible and ambitious energy transition. Building on five decades of energy cooperation, the UAE and US established PACE to promote projects and new technologies that will quicken the energy transition and create economic opportunities. It will catalyze \$100 billion in financing and other support: 1) Clean energy innovation, financing, deployment and supply chains; 2) Carbon and methane management; 3) Nuclear energy; and 4) Industrial and transport decarbonization.

**OTI Hiring Asia-Pacific Trade Specialist:** The Illinois Department of Commerce & Economic Opportunity, Office of Trade & Investment is hiring a *Asia-Pacific Trade Specialist (Public Service Administrator, Opt 1)*. The Work4Illinois Job Posting: <https://illinois.jobs2web.com/job/Chicago-ASIA-PACIFIC-TRADE-SPECIALIST-%28PSA%2C-OPT-1%29-IL-60661/953283000/>.

**Business Plan in Eurasia: Call for Interest:** Professor Trevor Gunn, Adjunct Professor, School of Foreign Service, Georgetown University & VP-International Relations, Medtronic, Inc. has issued this call for interest: *We are looking for clients that might be looking to advance their interests in the CIS (Ukraine, Moldova, 5 Central Asian countries, Azerbaijan, Armenia, Georgia, Belarus and Russia). Specifically, those who could benefit from a "free" business and/or strategy/marketing plan for companies looking at advancing in the region. We fully realize there is a major shift given Russia/Ukraine, but there remain excellent opportunities in the other countries.* For further information or to submit a proposal, please contact Professor Gunn: [gunnt@georgetown.edu](mailto:gunnt@georgetown.edu).

**World Investment Report 2022:** The United Nations Conference on Trade & Development (UNCTAD) 2022 Report tracks global and regional investment trends, allowing policymakers to easily understand how investment flows and investment rules and policies are growing or changing. The 2022 Report is especially significant in its focus on upcoming reforms to international taxation rules and incentives for foreign investment, due to the widespread adoption and implementation of a new OECD agreement to institute a global minimum tax on large multinational enterprises (MNEs). Download the Report [here](#).

**As US-China Relations Worsen, Expect Supply Chain Chaos:** The trans-Pacific trade lane connecting the world's most important countries is a pillar of the global economy. But now it's becoming an epicenter of supply chain, financial and geopolitical risk, writes John Paul Hampstead in *FreightWaves*. During the pandemic, ocean container spot rates rocketed upward from approximately \$1,000 per 40-foot container to nearly \$20,000 last fall before plunging again to \$2,720 last week... [B]efore we give too much thought to strategic industrial policy, we should recognize the most immediate impact to supply chains and the trans-Pacific trade that the Chinese president's third term will have: the continuation of Xi's signature zero-COVID policy for the foreseeable future. For more, please see [here](#).

**Customs Broker Modernization Regulations 19 CFR 111:** After years of collaboration with CBP, brokers and the trade community, the Final Rules Modernization of the Customs Broker Regulations (87 FR 63267) and Elimination of the Customs Broker District Permit Fee (87 FR 63262) were officially published on October 18, 2022. The effective date for both Final Rules is December 19, 2022. These rules modernize the customs broker regulations and provide resource optimization for both industry and CBP and will update compliance requirements to protect revenue and strengthen CBP's knowledge of importers. A summary of the Final Rules is [here](#).

**Why the Automotive Chip Crisis Isn't Over (Yet):** Writing in the *Chicago Fed Letter* ([No. 473, October 2022](#)), Policy Advisor Kristin Dziczek looks at the origins of the chip crisis, factors driving increased chip content in vehicles, the market dynamics for different types of chips, semiconductor industry investments, the role of public policy and automotive firm strategies in addressing the crisis, and the factors that could improve or worsen future automotive semiconductor supply. In short, she investigates why the chip crisis is still with us and why some forecasts suggest that it will continue at least into 2024.

**New Trade Finance Guide for U.S. Businesses:** This concise, easy-to-understand and use tool was first published by the U.S. Commerce Department in 2007 and specifically developed as a how-to guide for U.S. SMEs seeking to enter and expand their businesses in global markets, while also overcoming common challenges to leverage export opportunities into actual sales. The [Trade Finance Guide](#) covers the most commonly used trade finance techniques and U.S. government export finance programs written in plain, easy-to-understand language.

**WTO, IFC Launch Joint Publication on Trade Finance in West Africa:** A joint publication on "[Trade Finance in West Africa](#)" was launched by Director-General Ngozi Okonjo-Iweala and International Finance Corporation (IFC) Managing Director Makhtar Diop on 12 October in Washington D.C. Using the results of a survey of banks in the four largest economies of the Economic Community of West African States (ECOWAS) – Côte d'Ivoire, Ghana, Nigeria and Senegal – the publication assesses the shortfall in trade finance in these countries. It also outlines ways of removing obstacles to credit facilities and of unleashing the trade potential of the region. The publication finds that, despite recent growth, ECOWAS4 countries' trade is vastly constrained by limited and costly trade finance, notably high rejection rates, expensive offerings, low coverage and high costs of trade. As a result, trade finance supports on average only 25% of trade in these countries.

**Guide to Doing Business with the Multilateral Development Banks (MDBs):** The U.S. Department of Commerce's International Trade Administration has a Liaison Officer stationed at five different Multilateral Development Banks (MDBs): the African Development Bank; the Asian Development Bank; the European Bank for Reconstruction and Development; the Inter-American Development Bank; and the World Bank. Each MDB differs from the other in its geographic coverage, emphasis on public vs private projects, and overall development goals. This [guide](#) is a great resource for U.S. companies wishing to learn more about how to do business with the MDBs, which lend billions of dollars each year in developing countries.

**Import/Export Certificate:** Oakton Community College is now offering a one year, online 12 credit Import/Export Certificate. With the guidance of experienced professionals in the field, you will: Master industry-standard technology, payment systems and contracts; Learn about national and international trade regulations; Gain skills for negotiating across cultures and diverse legal systems; Graduate from the program with the skills you need to gain an entry-level position as a trade analyst, customs analyst, customs consultant, trade coordinator or compliance specialist. Learn more at: <https://catalog.oakton.edu/career-programs-pathways/global-business-studies/import-export-specialist-certificate/>.

**USCBC Seeks SMEs to Tell Their China Business Stories:** The US-China Business Council (USCBC) is a private, nonpartisan, nonprofit organization of over 260 American companies that do business with China. In 2021, USCBC launched *50 States, 50 Stories*, a subnational initiative dedicated to small- and medium-sized enterprises (SMEs) and state-level US-China trade. The initiative seeks to highlight more voices from state and local stakeholders, document unique company stories from each state, and dig into the real, tangible impacts of the US-China relationship on American SMEs and local communities. If you want to gain visibility for your company and/or make sure state and national elected leaders know about how business with China is important for your company and community, please contact Elizabeth Rowland, USCBC Director of Subnational Initiatives ([erowland@uschina.org](mailto:erowland@uschina.org)), to schedule an interview to share your story. SME stories will be published on USCBC's *50 States, 50 Stories* webpage and pitched to state and local media outlets.

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**Nov. 14 - *USA: A STUDY DESTINATION GLOBAL VIRTUAL CONNECTION PROGRAM – WOMEN IN STEM.***

**18** Twenty-four-hour virtual platform sponsored by the U.S. Commercial Service. U.S. academic institutions and training programs with a focus on Women in STEM education are invited to promote their undergrad, graduate, and technical programs focused on women in STEM to an audience of international agents, counselors, and foreign government officials. One-n-one meetings are 40 minutes. U.S. Commercial Service Diplomats and CS Education Specialists will participate in the program and will be available to advise U.S. institutions on market selection, education policy, landscape, and understanding foreign students' preferences. Fee: \$500. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editNewReg.do?SmartCode=3Z02>.



- Nov. 14 ***EU PRODUCT STANDARDS: HOW TO GET A CE MARK.*** Webinar, sponsored by the World Trade Research Institute, will describe the complicated process that is required in order to sell your products in the European market. 10:00 – 11:30 a.m. CST. Fee: \$115. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07ejg8kfqq07fc9c90&oseq=&c=&ch=>.
- Nov. 15 ***WORKING EFFECTIVELY WITH JAPANESE.*** Webinar, sponsored by Japan Intercultural Consulting, will address the following topics: *Japanese communication style; Why Japanese tend to be vague/indirect - how to interpret what they mean; Why Japanese don't give a lot of feedback; Overcoming the language barrier; How to confirm whether you've been understood correctly; How decisions are made in Japanese organizations; Why Japanese avoid risk; How to get your ideas accepted by a Japanese organization; How to make meetings with Japanese more effective; How to build strong working relationships with Japanese; How to behave appropriately at meals and other social situations; What to keep in mind if you travel to Japan for business; What most bothers Japanese about the Americans they work with.* 8:00 a.m. – 3:00 p.m. CDT. Fee: \$295. For information & registration, please see: <https://eventsframe.com/e/kFqV24yaI/working-effectively-with-japanese/>.
- Nov. 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® 2020, Product Transportation & Risk of Loss; Customs & Tariff Planning Considerations; Export Controls; Freight Forwarders, Packing, Transportation, and Insurance; Reporting the Export; Export Documentation Air and Ocean.* 8:30 a.m. – 4:00 p.m. CST. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/event/exporting-procedures-webinar/>.
- Nov. 15 ***DISCLOSURES.*** Webinar, sponsored by Star USA, will explore the myriad of disclosure types available and help interpret which one is likely best for your scenario. Understanding your options is imperative in these situations and we'll provide tools and insights helping you develop that much-needed confidence. 9:00 – 10:00 a.m. CST. No fee; advance registration required. For information & registration, please see: [https://starusa.org/events/disclosures/?utm\\_medium=email&utm\\_campaign=Disclosures&utm\\_content=Disclosures+CID\\_78e0720597977d9d066db04e44f90449&utm\\_source=Email%20marketing%20software&utm\\_term=REGISTER](https://starusa.org/events/disclosures/?utm_medium=email&utm_campaign=Disclosures&utm_content=Disclosures+CID_78e0720597977d9d066db04e44f90449&utm_source=Email%20marketing%20software&utm_term=REGISTER).
- Nov. 15 ***INTERNATIONAL TRADE EXPO DAY.*** Program, sponsored by the Illinois District Export Council in partnership with the U.S. Commercial Service and the Illinois Trade Office, is for current and prospective exporters to help them grow their export business. In addition to addresses from Illinois' resources for exporters, there will be: Keynote speakers on Illinois' exporting prowess; Banking experts will discuss export programs and financing services; Case studies and success stories of Illinois' small and medium sized exporters; Exhibit tables of exporters and export service providers. 11:00 a.m. – 5:00 p.m. (Reception follows), The Drake Oak Brook – Autograph Collection, 2301 York Road, Oak Brook, IL. Fee: \$50. For information & registration, please see: <https://www.eventbrite.com/e/il-district-export-council-international-expo-day-tickets-415080756717>.
- Nov. 15 ***GLOBAL TRADE RESTRICTIONS TO ADDRESS FORCED LABOR – WHY COMPANIES MUST THINK BROADER THAN UFLPA.*** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will discuss the evolving topic of global efforts to combat forced labor and how the differing approaches can impact your supply chain. 1:00 – 2:00 p.m. CST. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/training/events/upcoming-webinars/global-trade-restrictions-to-address-forced-labor-why-companies-must-think-broader-than-uflpa>.
- Nov. 15 ***NOVEMBER ASIAN FREIGHT MARKET UPDATE.*** Webinar, sponsored by A.N. Deringer, will review the recent months and current forecasting for freight coming out of Asia. 1:00 – 2:00 p.m. CST. No fee; advance registration required. For information & registration, please see: [https://info.anderinger.com/webinar-nov-asian-freight-update-2022?utm\\_campaign=Freight%20Forwarding&utm\\_medium=email&hsmi=233235764&hsenc=p2ANqtz-1484MZm2gVQba0RP3hk7-BP5he932Z-rL8dkhltkD4R9GbTT1hPpsmGlvFW34hey4IcK-U3CwxP-gmODjvkt1vC2kJA&utm\\_content=233235764&utm\\_source=hs\\_email](https://info.anderinger.com/webinar-nov-asian-freight-update-2022?utm_campaign=Freight%20Forwarding&utm_medium=email&hsmi=233235764&hsenc=p2ANqtz-1484MZm2gVQba0RP3hk7-BP5he932Z-rL8dkhltkD4R9GbTT1hPpsmGlvFW34hey4IcK-U3CwxP-gmODjvkt1vC2kJA&utm_content=233235764&utm_source=hs_email).

- Nov. 15 ***A WASHINGTONIAN IN BEIJING.*** Hybrid event sponsored by the Center for Strategic & International Studies (CSIS). Presentation by **Scott Kennedy**, Senior Adviser and Trustee Chair in Chinese Business and Economics, CSIS who will discuss the takeaways from his recent extended research trip to China, the first by someone from the Washington think tank community since the outbreak of the pandemic. He will be interviewed and engage in discussion with Peking University Professor **Wang Jisi**, Founding President of Peking University's Institute of International and Strategic Studies (IISS) and one of China's leading authorities on U.S.-China relations. They will discuss developments in domestic Chinese society, U.S.-China relations, and potential pathways to improving the relationship. 3:30 – 4:30 p.m. CST. No fee; advance registration required. For information & registration, please see: <https://www.csis.org/events/washingtonian-beijing>.
- Nov. 16 - ***FOREIGN SUPPLIER VERIFICATION PROGRAM ONLINE TRAINING.*** Virtual training program sponsored by the Association of Food Industries and recognized by the FDA. It will help you: Understand how FDA will oversee your FSVP; Identify what's needed in your FSVP and the underlying purpose of the Foreign Supplier Verification Programs rule; Develop your FSVP; Implement your FSVP; Implement a compliant record-keeping system. 8:00 a.m. – 3:00 p.m. CST. AFI Members - \$225; Non-members - \$299. For information & registration, please see: <https://www.afius.org/event-4982547>.
- Nov. 16 ***INCOTERMS® 2020.*** Webinar, sponsored by the Global Training Center, will cover: *Trade Terms for Domestic and International Transactions; Incoterms® 2020 Product Transportation and Risk of Loss; Terms for Any Mode; Maritime Terms; Costing Methods; Case Studies; Mistakes Made: Court Cases Involving Incoterms® Rules.* 9:00 a.m. – 12:30 p.m. CST. Fee: \$395. For information & registration, please see: <https://www.globaltrainingcenter.com/event/incoterms-2020-webinar/>.
- Nov. 16 ***6TH ANNUAL NATIONAL SMALL BUSINESS EXPORTER SUMMIT.*** Second of two virtual programs (Nov. 9), sponsored by the National Association of Small Business International Trade Educators (NASBITE), brings together the top small and medium-sized exporters, trade professionals and trade assistance providers from across the United States, providing them with an opportunity to exchange and share best practices and lessons learned that have contributed to their export success. 9:00 a.m. – 1:30 p.m. CST. Fees: \$125 - \$25. For information & registration, please see: <https://nasbite.org/conferences-events/exporter-summit>.
- Nov. 16 ***PREPARING FOR 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. CST. Fee: \$65. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07ejg8kfrk43a8c568&oseq=&c=&ch=>.
- Nov. 16 ***DISCOVER OPPORTUNITIES WITHIN SAUDI ARAMCO'S NONMETALLIC PACKAGING SEGMENT.*** Webinar, sponsored by the U.S. Commercial Service, will showcase opportunities and value propositions to enhance oil-based polymer consumption including all Nonmetallic diverse sectors with focus on Packaging Deployment Strategy applicable to multiple industries. 10:00 – 11:00 a.m. CST. No fee; advance registration required. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=3QCL>.
- Nov. 17 ***OIL, GAS, AND MINING OPPORTUNITIES IN ETHIOPIA.*** Webinar, sponsored by the U.S. Commercial Service Ethiopia, features **Takele Uma**, the Ethiopian Minister of Mines who will highlight opportunities in the petroleum and mining sectors. 8:00 – 9:00 a.m. CST. Fee: \$50. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=3QCA>.

- Nov. 17 **EXPORT EXPERTS, CONNECTIONS & NETWORKING.** Breakfast program, sponsored by the Midwest International Trade Association, features presentations from a diverse group of experts: Financing, loans and insurance; Logistics and shipping; Government business development programs and grants; Foreign direct investment promotion; Legal services; Foreign consulate connections. 8:00 – 11:30 a.m., Tiburon Golf Club & Banquet Facility, 10302 South 168th Street, Omaha, NE. MITA Members - \$35; Non-members - \$75. For information & registration, please see: <https://mitaonline.org/events/export-experts-connections-networking/>.
- Nov. 17 **IMPORTING 201.** Webinar, sponsored by the Global Training Center, will cover: *The Legal Requirement for Compliance; The Types of CBP Audits and Enforcement; Responding to CBP Audit Inquiries with a Focus on the FAR; Long before the Audit: Preparing Your Company for Regulatory Enforcement; Trusted Trader/ISA; Policy and Procedure Manual.* 8:30 a.m. – 4:00 p.m. CST. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/event/importing-201-webinar-4/>.
- Nov. 17 **INTRODUCTION TO EXPORTING.** Webinar sponsored by the Illinois SBDC International Trade Center at the College of Lake County. Presentation by **Kevin Kim**, International Trade Specialist, who will provide you with a comprehensive overview of export requirements and procedures including knowledge, resources, and key elements to your export success. Learn how to determine if exporting is right for your company, the different export models used and when each is appropriate, and how to prepare and execute your export plan. Topics include: *Export readiness; How to select target markets; Market research and prioritization; Finding good partners; Methods of payment; Insurance; Managing your international shipments; Export compliance.* 10:00 – 11:00 a.m. CST. No fee; advance registration required. For information & registration, please see: <https://tadclc.bdifocus.com/Training/TrainingDetails.aspx?tid=422>.
- Nov. 17 **CHINA EXPORT CONTROL RULES FOR SEMICONDUCTORS MADE UNDERSTANDABLE.** Webinar, sponsored by Braumiller Law Group, will explore: *What is behind this; New Export Commodity Control Numbers (ECCNs); Changes to existing ECCNs; What are Regional Stability controls?; What is the Foreign Direct Product Rule?; Dealing with the Unverified List and Entity List; What does this mean to you?* 11:00 a.m. CST. Fee: \$25. For information & registration, please see: [https://www.bigmarker.com/braumiller-law-group-pllc/China-Export-Control-Rules-for-Semiconductors-Made-Understandable?show\\_live\\_page=true](https://www.bigmarker.com/braumiller-law-group-pllc/China-Export-Control-Rules-for-Semiconductors-Made-Understandable?show_live_page=true).
- Nov. 17 **AN UPDATE ON SANCTIONS AND EXPORT CONTROLS: RUSSIA, BELARUS, AND UKRAINE.** Webinar, sponsored by Wiley, will provide updates on the sanctions programs and other export restrictions in effect, the industries that these restrictions affect, and practical challenges for industry. 12:00 – 1:00 p.m. CST. No fee; advance registration required. For information & registration, please see: <https://comms.wiley.law/9/4225/landing-pages/sanctions-update-rsvp---blank.asp?sid=4f8dc6e7-8b0d-456b-a840-7fbd43df7231>.
- Nov. 17 **UPDATE ON CBP'S BASE METALS CENTER FOR EXCELLENCE AND EXPERTISE.** Webinar sponsored by the **International Trade Association of Greater Chicago** with the Chicago International Trade Commissioners' Association and SelectChicago. Presentation by **Africa R. Bell**, Director, Base Metals Center for Excellence and Expertise, Chicago Field Office. 12:00 – 1:00 p.m. CST. Members of sponsoring organizations - \$25; Non-members - \$45. For information & registration, please see: <https://www.eventbrite.com/e/update-on-cbps-base-metals-center-for-excellence-and-expertise-tickets-458648499007>.
- Nov. 17 **INCREASED TARIFFS AND SANCTIONS AGAINST CHINA: HOW TO MITIGATE YOUR EXPOSURE AND BE COMPLIANT.** Webinar, sponsored by ComplianceOnline, will cover the following tariff mitigation strategies: Product Exclusion Requests; Country of Origin Adjustments; Foreign Trade Zones and Bonded Warehouses; Duty Drawbacks; Tariff Engineering; Value Reduction/First Sale Tactics; “De minimus” imports; Negotiate to Share the tariff costs. 12:00 – 1:00 p.m. CST. Fee: \$149. For information & registration, please see: <https://www.complianceonline.com/increased-tariffs-and-sanctions-against-china-webinar-training-706864-prdw>.

- Nov. 17 ***THE CHALLENGES OF IMPLEMENTING A GLOBAL SCREENING PROGRAM.*** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will review the essentials of developing and implementing such a program as well as related challenges, including the “50 percent rule” enforced by the Office of Foreign Assets Control. 1:00 – 2:00 p.m. CST. Fee: \$200. For information & registration, please see: <https://www.strtrade.com/training/events/upcoming-webinars/the-challenges-of-implementing-a-global-screening-program>.
- Nov. 17 ***BRAZIL EDUCATION MARKET UPDATE.*** Webinar, sponsored by the U.S. Commercial Service, will provide an education market update and will feature speakers representing U.S. Commercial Service and State’s EducationUSA who will discuss partnership development and recruitment opportunities for your institution's recruitment strategy in Brazil. 1:00 p.m. CST. No fee; advance registration required. For information & registration, please see: <https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=3QCF>.
- Nov. 18 ***INTERNATIONAL LOGISTICS.*** Webinar, sponsored by the Global Training Center, will cover: *International Logistics Partners; Securing Your International Supply Chain; Ocean Bills of Lading and Common Carriers Obligations toward the Shipper; Ocean Transportation; Air Freight Transportation; Insurance; International Supply Chain Documentation.* 8:30 a.m. – 4:00 p.m. CST. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/event/international-logistics-webinar-8/>.
- Nov. 18 ***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. 12:00 – 1:00 p.m. CST. Fee: \$65. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07ejg92837e43edbf&oseq=&c=&ch=>.
- Nov. 20 - ***CUSTOMS BROKERAGE LICENSE NATIONWIDE PREPARATION WORKSHOP FOR APRIL 2023***  
 Apr. 9 ***EXAMINATION.*** Virtual online training sponsored by The World Academy. This course will assist you in the development of test taking reference familiarization, time management, Customs Regulations reference and Harmonized Tariff Schedule determination that will result in positive results in the development of each participant test taking ability towards a passing grade. Fee: \$1,595 ++. For information & registration, please see: <https://www.theworldacademy.com/copy-of-2021-customs-broker-course>.
- Nov. 21 ***TARIFF CLASSIFICATION.*** Webinar, sponsored by the Global Training Center, will cover: *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.* 8:30 a.m. – 4:00 p.m. CST. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/event/tariff-classification-webinar-8/>.
- Nov. 22 - ***ASIAN LOGISTICS, MARITIME AND AVIATION CONFERENCE.*** Hybrid event, sponsored by the  
 23 Government of the Hong Kong Special Administrative Region and the Hong Kong Trade Development Council, brings together logistics, maritime, air freight and supply chain management services providers and users, including manufacturers, traders and distributors, to exchange market intelligence and explore business opportunities in the region. 9:00 a.m. – 5:00 p.m. (Hong Kong). Fee waived with this code: A22DFBOCH. For information & registration, please see: <https://almac.hktdc.com/conference/almac/en>.
- Nov. 22 ***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/event/usmca-the-modernized-nafta-webinar-9/>.



- Nov. 23 **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. CST. Fee: \$395. For information & registration, please see: <https://www.globaltrainingcenter.com/event/itar-webinar-8/>.
- Nov. 28 **EXPORT DOCUMENTATION**. Webinar, sponsored by the Illinois SBDC International Trade Center at the Women’s Business Development Center, will present what exporters should know to be compliant, go over the various documents and advise where help is available. 12:00 p.m. CST. No fee; advance registration required. For information & registration, please see: [https://us02web.zoom.us/webinar/register/WN\\_L-DM5nSpQv-BBDgPcqtdiQ](https://us02web.zoom.us/webinar/register/WN_L-DM5nSpQv-BBDgPcqtdiQ).
- Nov. 29 - **THE 23RD HONG KONG FORUM**. Hybrid event sponsored by the Federation of Hong Kong Business Associations Worldwide and the Hong Kong Trade Development Council. Among the topics: *Asia Opportunities for Business: Regional Comprehensive Economic Partnership (RCEP) and Greater Bay Area (GBA) Development and Economic Outlook of Mainland China*. Keynote address: The Honourable **John KC Lee**, Chief Executive, Hong Kong Special Administrative Region of the People’s Republic of China. Fee: varies. For information & registration, please see: <https://hkforum.hktdc.com/conference/hkforum/en/background>.
- Nov. 30 **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. CST. Fee: \$395. For information & registration, please see: <https://www.globaltrainingcenter.com/event/itar-webinar-8/>.
- Nov. 30 **NEW INCOTERMS 2020**. Webinar, sponsored by the World Trade Research Institute, will cover the basics of Incoterms including the most recent updates from 2020. 1:00 – 2:00 p.m. CST. Fee: \$75. For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07ejg9283r809795ae&oseq=&c=&ch=>.
- Dec. 1 **IMPORTING PROCEDURES**. Webinar, sponsored by the Global Training Center, will cover: *The Import Regulatory Environment; Valuation; Country of Origin and 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: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/event/importing-procedures-webinar-2/>.
- Dec. 1 **NONPROFIT BUSINESS CONSIDERATIONS WHEN HIRING TALENT & DOING BUSINESS ABROAD**. Webinar, sponsored by PKF Mueller and Atlas, will address: Innovative thinking in the hunt for talent across borders; Not-for-profit advantages in using an Employer of Record “EOR” vs. setting up a legal entity in a foreign country; Traps for the unwary when expanding business globally and hiring talent abroad; Minimizing business/tax risk and costs related to expansion into foreign markets. 9:00 – 10:00 a.m. CST. No fee; advance registration required. For information & registration, please see: <https://register.gotowebinar.com/register/4946617478157037324>.
- Dec. 1 **SELL GLOBAL WITH EXPORTING ASSISTANCE SERVICES**. Webinar sponsored by the Illinois SBDC International Trade Center at the College of Lake County. Presentation by **Kevin Kim**, International Trade Specialist, who will provide an overview of how your company can start selling its exportable products and services internationally. He’ll discuss why exporting is a sustainable opportunity to increase revenue and is an organic business strategy. Additional topics include: Benefits of exporting; Myths about exporting; Export readiness; Mitigating risks; New-to-exporting requirements and procedures. 10:00 – 10:30 a.m. CST. No fee; advance registration required. For information & registration, please see: <https://www.eventbrite.com/e/information-sessions-sell-global-with-exporting-assistance-services-registration-200438245187>.

- Dec. 1 **CANADA AND U.S. CUSTOMS AUDITS – LEVERAGING DIFFERENT APPROACHES TO YOUR COMPANY’S BENEFIT.** Webinar, sponsored by Sandler, Travis & Rosenberg, P.A., will be exploring: (1) exploring both customs agencies’ primary auditing approaches, why candidates are selected, and the primary differences; (2) the foundation of import-related internal controls that if implemented correctly will increase business certainty and prepare your organization for any customs audit; and (3) the topic of valuation and demonstrating both agencies’ auditing approaches. 1:00 – 2:00 p.m. CST. Fee: \$200. For information & registration, please see: [https://www.strtrade.com/training/events/upcoming-webinars/canada-and-u-s-customs-audits-leveraging-different-approaches-to-your-company-s-benefit-\(1\)](https://www.strtrade.com/training/events/upcoming-webinars/canada-and-u-s-customs-audits-leveraging-different-approaches-to-your-company-s-benefit-(1)).
- Dec. 2 **LETTERS OF CREDIT.** Webinar, sponsored by the Global Training Center, will cover: *Introduction/Decision Criteria; Letters of Credit as Method of Payment; Review of L/C Procedure as Exporter and as Importer; Look at Various Types of L/C’s; Special Types of Letters of Credit; Uniform Customs and Practice for Documentary Credits – Rules of the Articles and Note on Each Article; Transaction Review – Export; Transaction Review – Import; Case Study On An Export Letter Of Credit; Non-Traditional Payment Methods.* 8:30 a.m. – 4:00 p.m. CST. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/event/letters-of-credit-webinar-5/>.
- Dec. 2 **HOLIDAY NETWORKING RECEPTION.** Eighteenth annual event sponsored by the: **International Trade Association of Greater Chicago with Huntington National Bank, IDEAL Agricultural & Marine Insurance, Barnes, Richardson & Colburn, Roanoke Trade** and with support from the: **Chicago International Trade Commissioners’ Association; Central Asian Productivity Research Center; Hong Kong Business Association of the Midwest; SelectChicago; Swiss-American Business Council; U.S.-Mexico Chamber of Commerce, Mid-America Chapter.** Network with peers, colleagues and international trade commissioners from Chicago’s international business community. Buffet dinner, music, magic, and more. **Please bring an unwrapped toy for donation to Toys for Tots.** 6:00 – 8:30 p.m., Carlucci Rosemont, 6111 North River Road, Rosemont, IL. Members of sponsoring organizations & their guests - \$35; Non-members - \$50. Join the ITA/GC this evening and receive a \$25 credit on your membership dues. **Sponsorship opportunities are available;** please e-mail: [rpaulin@itagc.org](mailto:rpaulin@itagc.org), or call 773/725-1106. For information & registration, please see: <https://www.eventbrite.com/e/holiday-networking-reception-tickets-460478312027>.
- Dec. 5 **COUNTRY OF ORIGIN.** 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/event/country-of-origin-webinar-3/>.
- Dec. 5 **INTERNATIONAL ORDER FULFILLMENT FOR E-COMMERCE BRANDS.** Webinar, sponsored by the Illinois SBDC International Trade Center at the Women’s Business Development Center, will address: Streamlining your fulfillment process; Scaling your volume of international orders; Why you should use a 3PL when expanding into a new region; Steps for expanding into a new country. 12:00 p.m. CST. No fee; advance registration required. For information & registration, please see: [https://us02web.zoom.us/webinar/register/WN\\_jNpbuOm-RoGjpXj2d3AA3w](https://us02web.zoom.us/webinar/register/WN_jNpbuOm-RoGjpXj2d3AA3w).
- Dec. 6 **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/event/ctpat-webinar-3/>.

- Dec. 6 **SETTING UP A U.S. SUBSIDIARY IS HARD. WE CAN MAKE IT EASIER.** Webinar, sponsored by Pacific Tango Group and the **International Trade Association of Greater Chicago**, will give you tools to make it easier. Each panelist has their own story about the part they played in setting up a successful U.S. office. Attendees will walk away with a list of real-world ideas, tools, and connections designed to support a sense of hope and control during one of the most difficult endeavors in a company's history. Panelists include: **Fred Lee**, CEO, KTON, LLC; **Kasia Lynch**, Founder, Ikigai Connections; **Myriam Le Cannellier**, Co-Founder and Director, DSML Executive Search; **Zach Person** (Moderator), Founder and Senior Project Manager, Borderless Business Solutions. 12:00 – 1:00 p.m. CST. No fee; advance registration required. For information & registration, please see: <https://www.eventbrite.com/e/setting-up-a-us-subsi-dary-is-hard-tickets-444167305367>.
- Dec. 7 **IMPORTING 201.** Webinar, sponsored by the Global Training Center, will cover: *The Legal Requirement for Compliance; The Types of CBP Audits and Enforcement; Responding to CBP Audit Inquiries with a Focus on the FAR; Long before the Audit: Preparing Your Company for Regulatory Enforcement; Trusted Trader/ISA; Policy and Procedure Manual.* 8:30 a.m. – 4:00 p.m. CST. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/event/importing-201-webinar-5/>.
- Dec. 7 **ANNUAL HOLIDAY RECEPTION.** Event sponsored by the Hong Kong Business Association of the Midwest. If you are interested in doing business in Asia and looking for new connections to guide you through the process, HKBAM members will share their experiences and offer tips of how Hong Kong is a perfect partner to do business in the region. 6:00 – 8:00 p.m., Union League Club of Chicago, 65 West Jackson Boulevard, Chicago. Fee: \$65 - \$250. For information & registration, please see: <https://www.eventbrite.com/e/annual-holiday-reception-tickets-464474865827>.
- Dec. 7 **ANNUAL CHRISTMAS DINNER AND FUNDRAISER.** Sponsored by the Swiss-American Business Council, the Christmas Dinner is a long-standing tradition and a great opportunity for the Swiss American business community to celebrate the holiday season, see old friends, meet new friends and to bid for unique auction items. Evening includes reception, a three-course dinner and wine. 6:30 p.m., The Peninsula Chicago, 108 East Superior Street, Chicago. SABC & ITA/GC Members - \$165; Non-members - \$195. For information & registration, please see: <https://sabcnow.com/product/christmas2022/>.
- Dec. 8 **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. – 12:30 p.m. CST. Fee: \$395. For information & registration, please see: <https://www.globaltrainingcenter.com/event/ear-webinar-3/>.
- Dec. 8 **FTZ ZONE AUDITING: MAXIMIZING ROI & COMPLIANCE.** Webinar, sponsored by the National Association of Foreign Trade Zones, will highlight key steps to enhance one's FTZ leverage with recent data from the latest FTZB Report. 1:00 – 2:00 p.m. CST. NAFTAZ Members – No fee; Non-members - \$75; Federal Government - \$35. For information & registration, please see: <https://naftz.org/event/2022-webinar-december-8-ftz-zone-auditing-maximizing-roi-and-compliance/>.
- Dec. 9 **CHICAGO HOLIDAY LUNCH.** Event sponsored by the British-American Business Council. The traditional sit-down British Holiday Lunch, complete with all the traditional trimmings, is accompanied by live Christmas Carol Singers, Christmas crackers, gifts, and an engaging speech by our special guests. 11:30 a.m. - 1:30 p.m., Palmer House, Honore Ballroom, 17 East Monroe Street, Chicago. BABC Members - \$150 (through Nov. 30; \$165 thereafter); Non-members - \$165 (through Nov. 30; \$200 thereafter). For information & registration, please see: <https://events.r20.constantcontact.com/register/eventReg?oeidk=a07ejfjg8cv509dd539&oseq=&c=&ch=>.

- Dec. 12 **INTERNATIONAL LOGISTICS**. Webinar, sponsored by the Global Training Center, will cover: *International Logistics Partners; Securing Your International Supply Chain; Ocean Bills of Lading and Common Carriers Obligations toward the Shipper; Ocean Transportation; Air Freight Transportation; Insurance; International Supply Chain Documentation*. 8:30 a.m. – 4:00 p.m. CST. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/event/international-logistics-webinar-9/>.
- Dec. 13 **TARIFF CLASSIFICATION**. Webinar, sponsored by the Global Training Center, will cover: *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*. 8:30 a.m. – 4:00 p.m. CST. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/event/tariff-classification-webinar-9/>.
- Dec. 14 - **FOREIGN SUPPLIER VERIFICATION PROGRAM ONLINE TRAINING**. Virtual training program sponsored by the Association of Food Industries and recognized by the FDA. It will help you: Understand how FDA will oversee your FSVP; Identify what's needed in your FSVP and the underlying purpose of the Foreign Supplier Verification Programs rule; Develop your FSVP; Implement your FSVP; Implement a compliant record-keeping system. 8:00 a.m. – 3:00 p.m. CST. AFI Members - \$225; Non-members - \$299. For information & registration, please see: <https://www.afius.org/event-5022286>.
- Dec. 14 **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/event/usmca-the-modernized-nafta-webinar-8/>.
- 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® 2020, Product Transportation & Risk of Loss; Customs & Tariff Planning Considerations; Export Controls; Freight Forwarders, Packing, Transportation, and Insurance; Reporting the Export; Export Documentation Air and Ocean*. 8:30 a.m. – 4:00 p.m. CST. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/event/exporting-procedures-webinar-9/>.
- Dec. 15 **MAJOR MARKETS: TRADE UPDATES WITH EUROPE AND BRIC NATIONS**. Luncheon program sponsored by the Madison International Trade Association. Presentation by **Byron Shoulton**, International Economist, FCIA Management Company, Inc. 11:30 a.m. – 2:00 p.m. (followed by Annual Membership Meeting), Fluno Center Skyview Room, 601 University Ave, Madison, WI. MITA Members - \$50; Non-members - \$75. For information & registration, please see: [https://www.mitatrade.org/event\\_item/major-markets-trade-updates-with-europe-and-bric-nations-followed-by-mita-annual-members-meeting/](https://www.mitatrade.org/event_item/major-markets-trade-updates-with-europe-and-bric-nations-followed-by-mita-annual-members-meeting/).
- Dec. 15 **ITCC X ZACH SELCH: DRIVING EXPLOSIVE GLOBAL SALES GROWTH**. Reception and program sponsored by the International Trade Club of Chicago and Polsinelli. Presentation by **Zach Selch**, Global Sales Mentor. 5:30 p.m., Polsinelli – Chicago, 150 North Riverside Plaza, Suite 3000, Chicago. Fee: \$25. For information & registration, please see: <https://itcc.wildapricot.org/event-5022945>.
- Dec. 16 **INCOTERMS® 2020**. Webinar, sponsored by the Global Training Center, will cover: *Trade Terms for Domestic and International Transactions; Incoterms® 2020 Product Transportation and Risk of Loss; Terms for Any Mode; Maritime Terms; Costing Methods; Case Studies; Mistakes Made: Court Cases Involving Incoterms® Rules*. 9:00 a.m. – 12:30 p.m. CST. Fee: \$395. For information & registration, please see: <https://www.globaltrainingcenter.com/event/incoterms-2020-webinar-2/>.



- Dec. 19 **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. CST. Fee: \$395. For information & registration, please see: <https://www.globaltrainingcenter.com/event/itar-webinar-3/>.
- Jan. 11 **IMPORTING PROCEDURES**. Webinar, sponsored by the Global Training Center, will cover: *The Import Regulatory Environment; Valuation; Country of Origin and 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: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/event/importing-procedures-webinar-3/>.
- Jan. 12 **IMPORTING 201**. Webinar, sponsored by the Global Training Center, will cover: *The Legal Requirement for Compliance; The Types of CBP Audits and Enforcement; Responding to CBP Audit Inquiries with a Focus on the FAR; Long before the Audit: Preparing Your Company for Regulatory Enforcement; Trusted Trader/ISA; Policy and Procedure Manual.* 8:30 a.m. – 4:00 p.m. CST. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/event/importing-201-webinar-6/>.
- Jan. 18 **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® 2020, Product Transportation & Risk of Loss; Customs & Tariff Planning Considerations; Export Controls; Freight Forwarders, Packing, Transportation, and Insurance; Reporting the Export; Export Documentation Air and Ocean.* 8:30 a.m. – 4:00 p.m. CST. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/event/exporting-procedures-webinar-2/>.
- Jan. 18 **GLOBAL TRADE OUTLOOK 2023: REBOOTING THE AMERICAN TRADE AGENDA**. 23rd Annual program (virtual) sponsored by the **International Trade Association of Greater Chicago**. Presentation by **John G. Murphy**, Senior Vice President for International Policy, U.S. Chamber of Commerce who will share his decades of international policy insight and perspective on issues of current and immediate interest to the international business community. 12:00 – 1:00 p.m. CST. ITA/GC Members - \$25; Non-members - \$50. For information & registration, please see: <https://www.eventbrite.com/e/global-trade-outlook-2023-mind-the-trade-wars-tickets-461192698777>.
- Jan. 19 **INCOTERMS® 2020**. Webinar, sponsored by the Global Training Center, will cover: *Trade Terms for Domestic and International Transactions; Incoterms® 2020 Product Transportation and Risk of Loss; Terms for Any Mode; Maritime Terms; Costing Methods; Case Studies; Mistakes Made: Court Cases Involving Incoterms® Rules.* 9:00 a.m. – 12:30 p.m. CST. Fee: \$395. For information & registration, please see: <https://www.globaltrainingcenter.com/event/incoterms-2020-webinar-10/>.
- Jan. 24 **TARIFF CLASSIFICATION**. Webinar, sponsored by the Global Training Center, will cover: *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.* 8:30 a.m. – 4:00 p.m. CST. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/event/tariff-classification-webinar/>.
- Jan. 25 **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/event/usmca-the-modernized-nafta-webinar-10/>.

- Jan. 26 **INTERNATIONAL LOGISTICS**. Webinar, sponsored by the Global Training Center, will cover: *International Logistics Partners; Securing Your International Supply Chain; Ocean Bills of Lading and Common Carriers Obligations toward the Shipper; Ocean Transportation; Air Freight Transportation; Insurance; International Supply Chain Documentation*. 8:30 a.m. – 4:00 p.m. CST. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/event/international-logistics-webinar-12/>.
- Jan. 26 **EXPORT COMPLIANCE TRAINING**. Virtual hands-on training program, sponsored by the Midwest International Trade Association, is ideal for exporters of all experience levels. Presentation by **Mike Allocca**, Allocca Enterprises, who will help you: Be aware of the new export security requirements for all exporters; Have an 11-point checklist to guide you to full compliance on every export; Be aware of the required 8 lists that must be checked on all exports, and understand what common red flags means to you; Review the 5 questions that you are required to know about your customer in every export transaction and discuss strategies on how to implement these into your organization. 10:00 a.m. – 12:00 p.m. CST. MITA Members - \$100; Non-members - \$140. For information & registration (by January 20), please see: <https://mitaonline.org/events/export-compliance-training-webinar/>.
- Jan. 30 - **VIRTUAL CUSTOMS BROKER EXAM PREP COURSE – APRIL 2023 EXAM**. Virtual course, Apr. 13 sponsored by Sandler, Travis & Rosenberg, P.A., is designed to prepare attendees to take and pass the customs broker examination. The course includes 40 hours of class instruction on topics such as broker regulations, entry, classification, valuation, free trade agreements, antidumping/ countervailing duty, fines, penalties and forfeitures, bonds, country of origin marking, liquidation, search and seizure, and intellectual property. Classes “meet” Mondays and Thursdays from 5:00 – 7:30 p.m. CST. Fee: \$1,050++. For information & registration, please see: <https://www.strtrade.com/training/events/upcoming-webinars/virtual-customs-broker-exam-prep-course-april-2023-exam>.
- Jan. 31 **COUNTRY OF ORIGIN**. 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/event/country-of-origin-webinar-4/>.
- Feb. 5 - **2023 VIETNAM TRADE MISSION**. Multi-sector trade mission, organized by Dezan Shira & 14 Associates and OrbisConnex, will travel to Hanoi, Danang, and Ho Chi Minh City (Saigon), where they will visit factories, company offices, government offices, and cultural sites that help contextualize US-Vietnam business cooperation. The goal of the trade mission is to introduce participants to the Vietnamese business environment and to resources that can help participants import from, export to, or invest in Vietnam. Fee: \$4,885. For information & registration, please see: <https://www.orbisconnex.com/event-details/2023-vietnam-trade-mission>.
- Feb. 7 **IMPORTING PROCEDURES**. Webinar, sponsored by the Global Training Center, will cover: *The Import Regulatory Environment; Valuation; Country of Origin and 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: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/event/importing-procedures-webinar-4/>.
- Feb. 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. CST. Fee: \$395. For information & registration, please see: <https://www.globaltrainingcenter.com/event/itar-webinar-4/>.

- Feb. 14 **CTPAT**. 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/event/ctpat-webinar-4/>.
- Feb. 15 **INTERNATIONAL LOGISTICS**. Webinar, sponsored by the Global Training Center, will cover: *International Logistics Partners; Securing Your International Supply Chain; Ocean Bills of Lading and Common Carriers Obligations toward the Shipper; Ocean Transportation; Air Freight Transportation; Insurance; International Supply Chain Documentation*. 8:30 a.m. – 4:00 p.m. CST. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/event/international-logistics-webinar-10/>.
- Feb. 16 **INCOTERMS® 2020**. Webinar, sponsored by the Global Training Center, will cover: *Trade Terms for Domestic and International Transactions; Incoterms® 2020 Product Transportation and Risk of Loss; Terms for Any Mode; Maritime Terms; Costing Methods; Case Studies; Mistakes Made: Court Cases Involving Incoterms® Rules*. 9:00 a.m. – 12:30 p.m. CST. Fee: \$395. For information & registration, please see: <https://www.globaltrainingcenter.com/event/incoterms-2020-webinar-11/>.
- Feb. 21 **TARIFF CLASSIFICATION**. Webinar, sponsored by the Global Training Center, will cover: *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*. 8:30 a.m. – 4:00 p.m. CST. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/event/tariff-classification-webinar-2/>.
- Feb. 22 **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/event/usmca-the-modernized-nafta-webinar-13/>.
- Feb. 23 **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® 2020, Product Transportation & Risk of Loss; Customs & Tariff Planning Considerations; Export Controls; Freight Forwarders, Packing, Transportation, and Insurance; Reporting the Export; Export Documentation Air and Ocean*. 8:30 a.m. – 4:00 p.m. CST. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/event/exporting-procedures-webinar-3/>.
- Feb. 28 **LETTERS OF CREDIT**. Webinar, sponsored by the Global Training Center, will cover: *Introduction/Decision Criteria; Letters of Credit as Method of Payment; Review of L/C Procedure as Exporter and as Importer; Look at Various Types of L/C's; Special Types of Letters of Credit; Uniform Customs and Practice for Documentary Credits – Rules of the Articles and Note on Each Article; Transaction Review – Export; Transaction Review – Import; Case Study On An Export Letter Of Credit; Non-Traditional Payment Methods*. 8:30 a.m. – 4:00 p.m. CST. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/event/letters-of-credit-webinar-6/>.
- Mar. 7 **LETTERS OF CREDIT**. Class, sponsored by the Global Training Center, will cover: *Introduction/Decision Criteria; Letters of Credit as Method of Payment; Review of L/C Procedure as Exporter and as Importer; Look at Various Types of L/C's; Special Types of Letters of Credit; Uniform Customs and Practice for Documentary Credits – Rules of the Articles and Note on Each Article; Transaction Review – Export; Transaction Review – Import; Case Study On An Export Letter Of Credit; Non-Traditional Payment Methods*. 8:30 a.m. – 4:00 p.m., Chicago. Fee: \$645. For information & registration, please see: <https://www.globaltrainingcenter.com/event/letters-of-credit-chicago-il/>.

- Mar. 8 - **TRADE MISSION TO SOUTHEAST ASIA.** The Illinois SBDC International Trade Center at Bradley University is leading a trade mission to Thailand and Vietnam that will include business-to-business matchmaking meetings with pre-screened buyers, agents, distributors and joint-venture partners with options for vetted matchmaking in Singapore, Malaysia, Indonesia and the Philippines. The mission will be participating in the U.S. Commercial Service's Trade Winds Forum. This is the U.S. government's largest overseas business development forum and will be hosted in Bangkok, Thailand from March 13-March 15. On March 10th, there are options for matchmaking in Singapore, Vietnam or the Philippines. On March 16th, there will be matchmaking in Indonesia or Malaysia. All eligible companies participating in the Bradley Trade Mission will receive 50% reimbursements for two company employees up to \$10,000 of approved program costs, such as Trade Winds fees, shipping, in-country marketing, etc., through the Illinois STEP program. Travel costs such as airfare and hotels are also reimbursable. Participants from rural, minority, woman and veteran-owned businesses are eligible for 75% reimbursement of approved costs. For information & registration, please contact Jim Ryan: [jryan@bradley.edu](mailto:jryan@bradley.edu).
- Mar. 8 **INTERNATIONAL LOGISTICS.** Class, sponsored by the Global Training Center, will cover: *International Logistics Partners; Securing Your International Supply Chain; Ocean Bills of Lading and Common Carriers Obligations toward the Shipper; Ocean Transportation; Air Freight Transportation; Insurance; International Supply Chain Documentation.* 8:30 a.m. – 4:00 p.m., Chicago. Fee: \$645. For information & registration, please see: <https://www.globaltrainingcenter.com/event/international-logistics-chicago-il/>.
- Mar. 8 **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 & 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/event/export-to-mexico-webinar/>.
- Mar. 9 **EXPORTING PROCEDURES.** Class, sponsored by the Global Training Center, will cover: *Structuring Export Sales to Foreign Markets; Negotiating Your Contract and Meeting Its Terms; Incoterms® 2020, Product Transportation & Risk of Loss; Customs & Tariff Planning Considerations; Export Controls; Freight Forwarders, Packing, Transportation, and Insurance; Reporting the Export; Export Documentation Air and Ocean.* 8:30 a.m. – 4:00 p.m., Chicago. Fee: \$645. For information & registration, please see: <https://www.globaltrainingcenter.com/event/exporting-procedures-chicago-il/>,
- Mar. 9 **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/event/export-to-canada-webinar/>.
- Mar. 10 **INCOTERMS® STRATEGIES.** Class, sponsored by the Global Training Center, will review the strategy and tactics of negotiating the minimization of landed cost and the maximization of profit from both perspectives of purchasing and sales. 8:30 a.m. – 12:00 p.m., Chicago. Fee: \$445. For information & registration, please see: <https://www.globaltrainingcenter.com/event/incoterms-strategies-chicago-il/>.



- Mar. 12 - **EXECUTIVE-LED MIDDLE EAST CLEAN TECH TRADE MISSION SAUDI ARABIA, UNITED ARAB EMIRATES AND ISRAEL.** Organized and led by the U.S. Department of Commerce, this trade mission will introduce U.S. companies and trade associations to the United States' largest trading partners and four of the largest economies in the Middle East, all of whose governments are investing heavily in Clean Tech to contribute to the global fight against climate change and to diversify and develop their economies. This mission will also offer an opportunity for participants to meet with key Saudi, Emirati, Israeli, and Qatari project decision makers while in the presence of a senior Commerce Executive – and such senior leader messaging is vital in a region where governments play such an important role in the economy. This trade mission will include: Customized one-on-one business appointments with pre-screened potential buyers, agents, distributors, and joint venture partners; Meetings with industry leaders; Meetings with government officials; Networking events; Market briefings; Site Visits. For information & an application, please see: <https://www.trade.gov/middle-east-clean-tech-trade-mission>.
- Mar. 13 - **ACCESS ASEAN: EXPLORE BUSINESS OPPORTUNITIES IN SOUTHEAST ASIA AND BEYOND.** Trade Winds Bangkok is the largest U.S. government-led trade mission and business development forum. Organized by the U.S. Commercial Service, Trade Winds will feature meetings with U.S. commercial diplomats from over 20 countries in Southeast Asia and beyond, plus exciting conference programming, and plenty of networking. Qualified U.S. businesses may customize their trade mission experience with optional business-to-business matchmaking meetings with pre-screened buyers, agents, distributors or joint-venture partners in Thailand as well as Singapore, Philippines, Vietnam (March 9-10) and Indonesia and Malaysia (March 15-16). For information & registration, please see: <https://www.trade.gov/trade-winds>.
- Mar. 16 **IMPORTING PROCEDURES.** Webinar, sponsored by the Global Training Center, will cover: *The Import Regulatory Environment; Valuation; Country of Origin and Marking; Overview of the Harmonized Tariff Schedule of the U.S.; Duty Determination; Entry; Record Keeping; Other Import Considerations; Customs Enforcement; Customs Security.* 8:30 a.m. – 4:00 p.m. CDT. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/event/importing-procedures-webinar-5/>.
- Mar. 21 **TARIFF CLASSIFICATION.** Class, sponsored by the Global Training Center, will cover: *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.* 8:30 a.m. – 4:00 p.m., Chicago. Fee: \$645. For information & registration, please see: <https://www.globaltrainingcenter.com/event/tariff-classification-chicago-il/>.
- Mar. 21 **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® 2020, Product Transportation & Risk of Loss; Customs & Tariff Planning Considerations; Export Controls; Freight Forwarders, Packing, Transportation, and Insurance; Reporting the Export; Export Documentation Air and Ocean.* 8:30 a.m. – 4:00 p.m. CDT. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/event/exporting-procedures-webinar-4/>.
- Mar. 22 **USMCA THE MODERNIZED NAFTA.** Class, 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., Chicago. Fee: \$645. For information & registration, please see: <https://www.globaltrainingcenter.com/event/usmca-the-modernized-nafta-chicago-il/>.

- Mar. 22 **INCOTERMS® 2020**. Webinar, sponsored by the Global Training Center, will cover: *Trade Terms for Domestic and International Transactions; Incoterms® 2020 Product Transportation and Risk of Loss; Terms for Any Mode; Maritime Terms; Costing Methods; Case Studies; Mistakes Made: Court Cases Involving Incoterms® Rules*. 9:00 a.m. – 12:30 p.m. CDT. Fee: \$395. For information & registration, please see: <https://www.globaltrainingcenter.com/event/incoterms-2020-webinar-12/>.
- Mar. 23 **IMPORTING PROCEDURES**. Class, sponsored by the Global Training Center, will cover: *The Import Regulatory Environment; Valuation; Country of Origin and 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., Chicago. Fee: \$645. For information & registration, please see: <https://www.globaltrainingcenter.com/event/importing-procedures-chicago-il/>.
- Mar. 24 **IMPORTING 201**. Class, sponsored by the Global Training Center, will cover: *The Legal Requirement for Compliance; The Types of CBP Audits and Enforcement; Responding to CBP Audit Inquiries with a Focus on the FAR; Long before the Audit: Preparing Your Company for Regulatory Enforcement; Trusted Trader/ISA; Policy and Procedure Manual*. 8:30 a.m. – 4:00 p.m., Chicago. Fee: \$645. For information & registration, please see: <https://www.globaltrainingcenter.com/event/importing-201-chicago-il/>.
- Mar. 24 **COUNTRY OF ORIGIN**. 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/event/country-of-origin-webinar-5/>.
- Mar. 28 **INTERNATIONAL LOGISTICS**. Webinar, sponsored by the Global Training Center, will cover: *International Logistics Partners; Securing Your International Supply Chain; Ocean Bills of Lading and Common Carriers Obligations toward the Shipper; Ocean Transportation; Air Freight Transportation; Insurance; International Supply Chain Documentation*. 8:30 a.m. – 4:00 p.m. CDT. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/event/international-logistics-webinar-13/>.
- Mar. 29 **TARIFF CLASSIFICATION**. Webinar, sponsored by the Global Training Center, will cover: *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*. 8:30 a.m. – 4:00 p.m. CDT. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/event/tariff-classification-webinar-3/>.
- Mar. 30 **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/event/usmca-the-modernized-nafta-webinar-11/>.
- Apr. 11 **IMPORTING PROCEDURES**. Webinar, sponsored by the Global Training Center, will cover: *The Import Regulatory Environment; Valuation; Country of Origin and Marking; Overview of the Harmonized Tariff Schedule of the U.S.; Duty Determination; Entry; Record Keeping; Other Import Considerations; Customs Enforcement; Customs Security*. 8:30 a.m. – 4:00 p.m. CDT. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/event/importing-procedures-webinar-6/>.

- Apr. 12 **LETTERS OF CREDIT.** Webinar, sponsored by the Global Training Center, will cover: *Introduction/Decision Criteria; Letters of Credit as Method of Payment; Review of L/C Procedure as Exporter and as Importer; Look at Various Types of L/C's; Special Types of Letters of Credit; Uniform Customs and Practice for Documentary Credits – Rules of the Articles and Note on Each Article; Transaction Review – Export; Transaction Review – Import; Case Study On An Export Letter Of Credit; Non-Traditional Payment Methods.* 8:30 a.m. – 4:00 p.m. CDT. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/event/letters-of-credit-webinar-7/>.
- Apr. 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. CST. Fee: \$395. For information & registration, please see: <https://www.globaltrainingcenter.com/event/itar-webinar-5/>.
- Apr. 18 **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® 2020, Product Transportation & Risk of Loss; Customs & Tariff Planning Considerations; Export Controls; Freight Forwarders, Packing, Transportation, and Insurance; Reporting the Export; Export Documentation Air and Ocean.* 8:30 a.m. – 4:00 p.m. CDT. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/event/exporting-procedures-webinar-5/>.
- Apr. 19 **INCOTERMS® 2020.** Webinar, sponsored by the Global Training Center, will cover: *Trade Terms for Domestic and International Transactions; Incoterms® 2020 Product Transportation and Risk of Loss; Terms for Any Mode; Maritime Terms; Costing Methods; Case Studies; Mistakes Made: Court Cases Involving Incoterms® Rules.* 9:00 a.m. – 12:30 p.m. CDT. Fee: \$395. For information & registration, please see: <https://www.globaltrainingcenter.com/event/incoterms-2020-webinar-13/>.
- Apr. 24 **TARIFF CLASSIFICATION.** Webinar, sponsored by the Global Training Center, will cover: *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.* 8:30 a.m. – 4:00 p.m. CDT. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/event/tariff-classification-webinar-4/>.
- Apr. 25 **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/event/usmca-the-modernized-nafta-webinar-14/>.
- Apr. 26 **INTERNATIONAL LOGISTICS.** Webinar, sponsored by the Global Training Center, will cover: *International Logistics Partners; Securing Your International Supply Chain; Ocean Bills of Lading and Common Carriers Obligations toward the Shipper; Ocean Transportation; Air Freight Transportation; Insurance; International Supply Chain Documentation.* 8:30 a.m. – 4:00 p.m. CDT. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/event/international-logistics-webinar-14/>.
- Apr. 27 **CTPAT.** 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/event/ctpat-webinar-5/>.

- May 3 **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. CDT. Fee: \$395. For information & registration, please see: <https://www.globaltrainingcenter.com/event/export-to-canada-webinar-4/>.
- May 4 **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 & 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/event/export-to-mexico-webinar-4/>.
- May 9 **IMPORTING PROCEDURES.** Webinar, sponsored by the Global Training Center, will cover: *The Import Regulatory Environment; Valuation; Country of Origin and Marking; Overview of the Harmonized Tariff Schedule of the U.S.; Duty Determination; Entry; Record Keeping; Other Import Considerations; Customs Enforcement; Customs Security.* 8:30 a.m. – 4:00 p.m. CDT. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/event/importing-procedures-webinar-8/>.
- May 10 **IMPORTING 201.** Webinar, sponsored by the Global Training Center, will cover: *The Legal Requirement for Compliance; The Types of CBP Audits and Enforcement; Responding to CBP Audit Inquiries with a Focus on the FAR; Long before the Audit: Preparing Your Company for Regulatory Enforcement; Trusted Trader/ISA; Policy and Procedure Manual.* 8:30 a.m. – 4:00 p.m. CDT. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/event/importing-201-webinar-7/>.
- May 16 **COUNTRY OF ORIGIN.** 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/event/country-of-origin-webinar-6/>.
- May 17 **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® 2020, Product Transportation & Risk of Loss; Customs & Tariff Planning Considerations; Export Controls; Freight Forwarders, Packing, Transportation, and Insurance; Reporting the Export; Export Documentation Air and Ocean.* 8:30 a.m. – 4:00 p.m. CDT. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/event/exporting-procedures-webinar-6/>.
- May 18 **INCOTERMS® 2020.** Webinar, sponsored by the Global Training Center, will cover: *Trade Terms for Domestic and International Transactions; Incoterms® 2020 Product Transportation and Risk of Loss; Terms for Any Mode; Maritime Terms; Costing Methods; Case Studies; Mistakes Made: Court Cases Involving Incoterms® Rules.* 9:00 a.m. – 12:30 p.m. CDT. Fee: \$395. For information & registration, please see: <https://www.globaltrainingcenter.com/event/incoterms-2020-webinar-14/>.
- May 25 **INTERNATIONAL LOGISTICS.** Webinar, sponsored by the Global Training Center, will cover: *International Logistics Partners; Securing Your International Supply Chain; Ocean Bills of Lading and Common Carriers Obligations toward the Shipper; Ocean Transportation; Air Freight Transportation; Insurance; International Supply Chain Documentation.* 8:30 a.m. – 4:00 p.m. CDT. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/event/international-logistics-webinar-15/>.



- Jun. 7 **LETTERS OF CREDIT.** Webinar, sponsored by the Global Training Center, will cover: *Introduction/Decision Criteria; Letters of Credit as Method of Payment; Review of L/C Procedure as Exporter and as Importer; Look at Various Types of L/C's; Special Types of Letters of Credit; Uniform Customs and Practice for Documentary Credits – Rules of the Articles and Note on Each Article; Transaction Review – Export; Transaction Review – Import; Case Study On An Export Letter Of Credit; Non-Traditional Payment Methods.* 8:30 a.m. – 4:00 p.m. CDT. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/event/letters-of-credit-webinar-8/>.
- Jun. 13 **IMPORTING PROCEDURES.** Webinar, sponsored by the Global Training Center, will cover: *The Import Regulatory Environment; Valuation; Country of Origin and Marking; Overview of the Harmonized Tariff Schedule of the U.S.; Duty Determination; Entry; Record Keeping; Other Import Considerations; Customs Enforcement; Customs Security.* 8:30 a.m. – 4:00 p.m. CDT. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/event/importing-procedures-webinar-9/>.
- Jun. 15 **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/event/itar-webinar-6/>.
- Jun. 20 **INTERNATIONAL LOGISTICS.** Webinar, sponsored by the Global Training Center, will cover: *International Logistics Partners; Securing Your International Supply Chain; Ocean Bills of Lading and Common Carriers Obligations toward the Shipper; Ocean Transportation; Air Freight Transportation; Insurance; International Supply Chain Documentation.* 8:30 a.m. – 4:00 p.m. CDT. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/event/international-logistics-webinar-11/>.
- Jun. 21 **INCOTERMS<sup>®</sup> 2020.** Webinar, sponsored by the Global Training Center, will cover: *Trade Terms for Domestic and International Transactions; Incoterms<sup>®</sup> 2020 Product Transportation and Risk of Loss; Terms for Any Mode; Maritime Terms; Costing Methods; Case Studies; Mistakes Made: Court Cases Involving Incoterms<sup>®</sup> Rules.* 9:00 a.m. – 12:30 p.m. CDT. Fee: \$395. For information & registration, please see: <https://www.globaltrainingcenter.com/event/incoterms-2020-webinar-15/>.
- Jun. 22 **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<sup>®</sup> 2020, Product Transportation & Risk of Loss; Customs & Tariff Planning Considerations; Export Controls; Freight Forwarders, Packing, Transportation, and Insurance; Reporting the Export; Export Documentation Air and Ocean.* 8:30 a.m. – 4:00 p.m. CDT. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/event/exporting-procedures-webinar-8/>.
- Jun. 26 **TARIFF CLASSIFICATION.** Webinar, sponsored by the Global Training Center, will cover: *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.* 8:30 a.m. – 4:00 p.m. CDT. Fee: \$595. For information & registration, please see: <https://www.globaltrainingcenter.com/event/tariff-classification-webinar-7/>.
- Jun. 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/event/usmca-the-modernized-nafta-webinar-15/>.

Jun. 29 **CTPAT**. 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/event/ctpat-webinar-6/>.

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## 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](mailto:info@itagc.org); or visit: [www.itagc.org](http://www.itagc.org).

## About Barnes Richardson

Barnes Richardson (<http://www.barnesrichardson.com>) has been focused on international trade regulation and customs law since 1919. Our practice is global and includes matters originating both within and outside of the United States. We are a proud member of Meritas, an international group of law firms providing local, reliable, and efficient legal representation all over the world. We have provided customs or trade advice to over one-third of the manufacturers in the Fortune 100.

## About MichaelSilver

MichaelSilver ([www.michaelsilver.com](http://www.michaelsilver.com)) provides a full scope of accounting and assurance, tax consulting and compliance, and consulting services to a broad range of clients in a wide variety of industries in the U.S. and internationally. Global clients are served through the Firm's membership in GMN International, an association of legally independent accounting firms. MichaelSilver is committed to exceptional service and provides creative solutions to address the needs and goals of our clients. We continually operate in a manner that reflects our pillars: innovative, trusted, consultative, and energizing.