



Updated Program

October 30 – 31, 2008

Renaissance Chicago Hotel – Chicago, Illinois

BANKERS' ASSOCIATION FOR FINANCE AND TRADE

18th Annual Conference on International Trade



Updated Program Schedule *(Schedule subject to change)*

Thursday, October 30

8:00 a.m.
Registration and Continental Breakfast with Exhibitors

Sponsored by

FImetrix

Market Research & Intelligence
for Financial Institutions

8:50 a.m.
Welcome and Introduction

Donna K. Alexander, Managing Director, BAFT

9:00 a.m.
Keynote Address

Volatility—The New Norm?

Recent volatility in the housing, commodities, and stock markets has contributed to U.S. consumers' negative financial outlook and recent retrenchment in the marketplace. Globally, Europe is facing slow growth and the emerging markets are losing steam.

What can we expect in the days and months ahead? Will house prices continue to decline in the U.S. and Europe creating continued volatility in the financial system? What effect will this have on the Fed's monetary policy? Will inflation lead to higher interest rates? Will the US dollar continue to decline and oil cost \$7 a barrel, as recently forecast? How will these issues affect trade?

David Wyss, Chief Economist, Standard & Poor's

Introduction:

BAFT President **Charles H. Silverman**, Managing Director, Global Financial Institutions and Trade Services, Wachovia Bank N.A.

9:30 a.m.

Panel

Documentary Letters of Credit and Compliance—Are They on a Collision Course?

Presenters will provide you with insight into current industry trends for compliance with BSA/AML requirements and how to manage compliance expectations while continuing to conduct business. Emphasis will be placed on regulatory expectations for gathering sufficient information and the level of due diligence necessary when reviewing letters of credit. The speakers will discuss new developments in the area of trade finance including revisions to the examination manual, examiner expectations, industry trends and OFAC concerns in the face of globalization. The audience will hear from regulators, consultants and bankers about implementation and management of an effective AML program.

MODERATOR:

Dan Taylor, President and Chief Executive Officer
International Financial Services Association (IFSA)

PANELISTS:

John W. Campbell, Senior Partner, Financial Services Regulatory Practice, PricewaterhouseCoopers LLP
N. Michael Boriboon, Senior Compliance Officer, Compliance, Outreach and Implementation, Office of Foreign Assets Control (OFAC), U.S. Department of the Treasury

Timothy P. Leary, BSA/AML Risk Section, Division of Banking Supervision and Regulation, Board of Governors of the Federal Reserve System

10:15 a.m.

Coffee Break with Exhibitors

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RBS

10:45 a.m.

Panel

The AML Challenges Facing Bankers

Following the discussion amongst regulators and consultants, hear how bankers are developing programs and overcoming regulatory challenges. Leading industry bankers will provide a lively discussion on the impact of regulatory compliance, including issues specific to trade finance such as monitoring for over- and under-pricing and managing a safe and sound sanctions program.

MODERATOR:

Dan Taylor, President and Chief Executive Officer
International Financial Services Association (IFSA)

PANELISTS:

Susanne Keough, Managing Director and Head of Global Trade Solutions, SunTrust Bank

Michael Yavorsky, Chief Risk Officer, GTS Americas
The Royal Bank of Scotland Group

Craig E. Stevenson, Senior Vice President, International Commerce Bank, N.A.

11:30 a.m.

Panel

The Role of Credit Insurance in Open Account Financing

Today's panel will discuss the significant growth of the use of open account by corporates leading to an increased use of credit insurance replacing the more traditional letter of credit business. In recent years, Europe has led the way in trade credit insurance, but the practice is accelerating and gaining significant traction in the U.S. and globally. The market is huge and is

International trade is critical to countries worldwide in terms of economic growth, employment and the success of companies, whether they are large or small. The successful trade practitioner needs timely information to make critical decisions and to effectively facilitate international trade transactions for customers. We encourage you to take advantage of this excellent opportunity to network with your peers at BAFT's 18th Annual Conference on International Trade.

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nowhere near fully served—underwriter's estimate that the total credit insurance market in the U.S. stands at roughly \$400 billion.

MODERATOR:

Richard Maxwell, Chief Underwriting Officer, Exporters Insurance Company Ltd.

PANELISTS:

Samuel S. Moore, Vice President and Group Head of International Trade Finance, Fifth Third Bank

Daniel Primeau, Chief Underwriter—Contract Insurance and Bonding, Director—Insurance Program Strategy, Export Development Canada

Other speakers to be determined

12:45 p.m.

Luncheon Address**The U.S. Elections—
A Watershed Event**

Just days away from the general election of the 44th president of the United States, our luncheon speaker today will deliver the final installment of his timely and well-received commentary on the U. S. electoral process, giving us an insider view of the candidates and just about everything else you wanted to know.

James C. Warren, Co-Managing Editor, *Chicago Tribune*

Introduction:

BAFT Vice President and Program Chair Howard F. Bascom, Jr., Managing Director, Trade Finance Services, The Bank of New York Mellon

2:00 p.m.

Panel**An Inter-disciplinary Approach
to Open Account—What is the
Impact on the Supply Chain?**

This afternoon's panel will discuss the opportunities banks have to reduce the cost of financing for their corporate clients, particularly suppliers that do not have readily available sources of financing.

MODERATOR:

Sara K. Joyce, Executive Managing Director, Head of International Financial Institutions and Trade Finance BMO Capital Markets

PANELISTS:

James Hogan, Executive Vice President, Head of Trade and Supply Chain—North America, Global Transaction Banking, HSBC

Joseph J. Barbieri, Senior Vice President, Trade Services and Supply Chain Solutions, National City Bank

Christopher A. Conn, Regional Solutions Manager/Supply Chain Management, Banking Initiatives, SWIFT Pan-Americas, Inc.

Steven M. Starace, Director, Trade Services Group, CGI

3:00 p.m.

Coffee Break with Exhibitors

Sponsored by



3:30 p.m.

Panel**Global Supply Chain Financial
Solutions—How Do You
Structure a Transaction?**

The market opportunity for global supply chain financial solutions is significant with worldwide market receivables estimated at US\$1.3 trillion. Payables discounting and asset-based lending add an additional US\$100 billion and US\$340 billion, respectively.

Suppliers are turning to banks to provide solutions. What decisions need to be made to determine which deal to do? And once you decide, how will it impact your balance sheet?

As the \$ value of transactions is growing substantially, how do you build a distribution capability to maximize earnings at the same time as helping your customer achieve their goals?

How do you perfect and protect your interest if one of these goes wrong? What are the trends that the industry is seeing and is there some downside ahead?.

The panel today will discuss what a supply chain business can really mean to a bank and how to maximize your practice.

MODERATOR:

John Ahearn, Managing Director, Global Head of Supply Chain Management, Structured Trade, Asset Optimization and EAF, Citi

PANELISTS:

Roland Hartley-Urquhart, Vice President-Fixed Income Morgan Stanley

Terry D. Novetsky, Partner, Corporate and Finance Department, Kaye Scholer LLP

James Parsons, Portfolio Manager, BlueCrest Capital Management Ltd.

4:30 p.m.

Adjournment

5:00 p.m.

Networking Cocktail Reception

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BAFT

The Bankers' Association for Finance and Trade (BAFT) is an association of 180+ financial institutions and service firms dedicated to fostering and promoting international trade, finance and investment between the United States and its trading partners. Founded in 1921, BAFT has played a unique role in bringing together financial institutions worldwide which have an interest in business, commerce, and finance in the United States. In July 2002, BAFT affiliated with the American Bankers Association.

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of the Chicago Convention
& Tourism Bureau

Friday, October 31

8:00 a.m.
**Registration and Continental Breakfast
with Exhibitors**

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9:00 a.m.
Keynote Address
**Looking Ahead—What Lies Over
the Horizon?**

Diane Farrell, Member, Board of Directors
Export-Import Bank of the United States

Introduction:
**BAFT Vice President and Program Chair Howard F.
Bascom, Jr.**, Managing Director, Trade Finance
Services, The Bank of New York Mellon

9:30 a.m.
**The Middle East: The
Development of a New Financial
Hub—What Does This Mean for
Global Strategy?**

Global corporations and banks are increasing their presence in the Middle East in general and the Gulf in particular to take advantage of the opportunities in the region. The region is experiencing explosive growth due to increased revenues from oil and the growing demand for capital to finance infrastructure projects. Once again, the race is on.

SPEAKER:
Aamir A. Rehman, Author, *Dubai & Co.: Global
Strategies for Doing Business in the Gulf States*

10:15 a.m.

Panel

Viewpoint from the Corporates

We end today's program with a senior panel of corporates to understand how financial institutions can better serve their clients. Understanding best-practices in corporate-to-bank client relationships will enhance all of the constituencies involved in international trade.

SPEAKERS:

Thomas F. Dillon, Director, Corporate Finance and
Banking, The Boeing Company

Other speakers to be determined

11:30 a.m.

Adjournment



**invited*

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**BANKERS' ASSOCIATION
FOR FINANCE AND TRADE**
*An Affiliate of the
AMERICAN BANKERS ASSOCIATION*

**18th Annual
Conference on
International
Trade**

October 30 - 31, 2008
Renaissance
Chicago Hotel
1 West Wacker Drive
Chicago, IL 60601
Phone: 1-312-372-7200
FAX: 1-312-372-0093

**THREE WAYS TO
REGISTER**

ONLINE

Complete the registration
form at www.baft.org

FAX

1-202-828-6073
Please be sure to include
credit card information

MAIL

Registration Center
American Bankers Association
(BAFT)
P.O. Box 79129
Baltimore, MD 21279-0129

SPECIAL NEEDS

If you have special needs
that may affect your par-
ticipation in this event,
please check here. ABA
will contact you to discuss
accommodations.

**✓ Please duplicate
this form
for additional
registrants**

QUESTIONS?

For further information on
registration, please call
1-202-663-5274.

CONFERENCE REGISTRATION (all information is mandatory)

Registrant _____
Nickname (for badge) _____
Title _____
Institution _____
Address _____
City _____ State _____ Zip _____ Country _____
Phone _____ Fax _____
E-Mail _____ Assistant E-Mail _____

All registration confirmations will be made by e-mail.

ATTENDANCE LIST/CANCELLATION POLICY **October 3, 2008**, is the deadline to be listed on the Attendance List. **Cancellations must be received either in writing to ABA Registration and Housing Department at reghousing@aba.com or faxed to 202-828-6073.** Refunds will be given prior to **October 3, 2008**; but a \$100 processing fee will be incurred. No refunds will be issued after **October 3, 2008**; however, if you need to cancel, substitutions are welcome.

TRAVEL DISCOUNTS ABA offers special travel discounts through United Airlines and Hertz Car Rental. Call the number(s) below for more information and reservations:

United Airlines: 1-800-521-4041, 8:00 AM-10:00 PM EST, ABA referral number ID 597BY

Hertz Car Rental: 1-800-654-2240, ABA referral number CDP #11657 and PC #103132, www.hertz.com

REGISTRATION FEE

	Through 9/12	After 9/12
<input type="checkbox"/> Member	\$ 950	\$1,030
<input type="checkbox"/> Non-member	\$1,220	\$1,330
<input type="checkbox"/> Government.....	\$ 600	\$ 600
<input type="checkbox"/> Exhibitor	\$ 0	\$ 0
<input type="checkbox"/> Additional Exhibitor Member	\$ 750	\$ 750
<input type="checkbox"/> Additional Exhibitor Nonmember	\$ 850	\$ 850
<input type="checkbox"/> Team Discount* (six or more attendees).....	\$ 900 each	\$ 900 each
<input type="checkbox"/> Complimentary	\$ 0	\$ 0

* A special discounted registration fee is available to institutions that send six or more attendees. Teams must register six or more attendees at the same time (as a group). For more information, contact Deborah Smith at 202-663-5533.

____ **RELEASE:** I release the American Bankers Association and Bankers' Association for Finance and Trade, its directors, officers, employees, and those of its subsidiaries, affiliates and related entities, from any and all claims for harm, injury or damage directly or indirectly suffered by me or caused to any other individual or property during the course of transportation and participation in any activity sponsored or facilitated by BAFT during the course of my attendance. I acknowledge that participation in the activity is voluntary and that this release is intended to be as broad and inclusive as possible under law.

____ **RELEASE:** I understand that at this event or related activities, I may be photographed. I agree to allow my photo, video, or film likeness to be used for any legitimate purpose by the event holders, producers, sponsors, organizers, and assigns.

PAYMENT

Check (payable to ABA, for conference registration only)
 VISA MasterCard American Express Optima Diners Club Discover
 Card # _____ Expiration Date _____
 Signature _____

Note: I agree to pay the above total amount according to the card issuer agreement.

HOTEL RESERVATIONS Check-in time is 3:00 p.m./Check-out time is 12:00 noon.

Arrival Date _____ a.m. p.m.
 Departure Date _____ a.m. p.m.

ACCOMMODATIONS (The Renaissance Chicago is a smoke-free hotel.)

Single \$279 Double \$279 Special Requests: _____

HOTEL DEADLINES AND CANCELLATIONS The hotel reservation cut-off date is **Wednesday, October 3, 2008**. THE HOTEL WILL CONFIRM YOUR RESERVATION DIRECTLY BY EMAIL. After receipt of your hotel confirmation, all changes in arrival, departure, type of accommodations or cancellation must be made directly with the **Registration and Housing department**. Cancellations must be written and sent by fax to 202-828-6073 or by email to reghousing@aba.com. Reservations cancelled within 24 hours of arrival will be charged one night's room and tax.

RESERVATION GUARANTEE All reservations must be guaranteed with one of the following valid credit cards:

VISA MasterCard American Express Optima Diners Club Discover
 Card # _____ Expiration Date _____
 Signature _____