



Workshop Hosted by

Thursday, July 30

**8:00AM - 8:30AM**

**Breakfast & Registration**

**8:30AM – 8:45AM**

**Welcome**

**Michael Condel, CDCS**

Senior Vice President  
U.S. Commercial Trade Operations Manager  
U.S. Trade Services  
Wells Fargo Bank NA

**Agnes Martinez**

Chair, SWR L/C Committee  
Vice President – Operations Manager  
Global Trade Services – Los Angeles  
JPMorgan Chase Bank N.A.

**8:45AM - 9:15AM**

**Global Trade Initiatives and Industry Collaboration**

Update on various trade related initiatives with different industry bodies and updates on newly released trade related guidance documents.

*Introduction*

**Agnes Martinez**

Chair, SWR L/C Committee  
Vice President – Operations Manager  
Global Trade Services – Los Angeles  
JPMorgan Chase Bank N.A.

*Speaker*

**Patrick DeVilbiss**

Manager, Committees and Councils  
BAFT

**9:15AM – 10:00AM**

**What's new at SWIFT in Trade**

Open account trade continues to grow while traditional trade remains stable. What are factors behind this trend? We will look at the Bank Payment Obligation (BPO) and its global adoption. In traditional trade, the SWIFT MT 798 (Corporate to bank messaging) is also on the rise. We will also review the many changes that have been approved for the SWIFT trade messages including many new messages. This session is not to be missed as all banks and corporate will be impacted.

*Introduction*

**Donald Kurtz**

Vice President, International Trade Services and Sales  
City National Bank

*Speaker*

**James Wills**

Senior Business Manager - Banking Initiatives/Standards  
SWIFT

**10:00AM – 10:15AM**

**Coffee Break**

**10:15AM – 11:15AM**

**Case Study: The Transfer That Went Sour**

What happens when a complying presentation has been negotiated and a court injunction follows?

*Introduction*

**Agnes Martinez**

Chair, SWR L/C Committee  
Vice President – Operations Manager  
Global Trade Services – Los Angeles  
JPMorgan Chase Bank N.A.

*Speakers*

**John Citrola**

Vice President  
U.S. Trade Services Risk Management  
Wells Fargo Bank NA

**Normand Girard, CDCS**

Chair, BAFT Southeast Region Letter of Credit Committee  
Director, Trade Finance Operations  
BMO Financial Group

**11:15AM -12:15PM**

**How Do US Banks Assist Their Customers in Obtaining Bank Guarantees in Foreign Countries and Markets?**

Walk through the process followed by most US banks, highlight areas of concern and pitfalls such as open-ended guarantees vs. closed-ended counter undertakings (standbys) and “extend or pay” requests.

*Moderator*

**Agnes Martinez**

Chair, SWR L/C Committee  
Vice President – Operations Manager  
Global Trade Services – Los Angeles  
JPMorgan Chase Bank N.A.

*Speakers*

**Hermann Schutterle**

Vice President, Senior Operations Manager  
Bank of America Merrill Lynch

**Frank Petrassi**

Vice President  
JPMorgan Chase Bank N.A.

**12:15PM – 1:00PM**

**Networking Lunch**

**1:00PM – 1:30PM**

**ISP98 Model Forms**

A practical discussion on the use of model standby letter of credit forms which were developed by a team of standby letter of credit bankers and attorneys under the leadership of the Institute for International Banking Law and Practice. These forms, along with their extensive end-notes, provide guidance on how to draft standby letters of credit for various situations and an education on the various components.

*Introduction*

**Agnes Martinez**

Chair, SWR L/C Committee  
Vice President – Operations Manager  
Global Trade Services – Los Angeles  
JPMorgan Chase Bank N.A.

*Speaker*

**Frank Petrassi**

Vice President  
JPMorgan Chase Bank N.A.

**1:30 PM– 2:30PM**

**Cargo Insurance: Insurance Policies and Surety Bonds in International Trade**

Session will cover an overview on cargo insurance, Liability insurance for the carrier, and customs, forwarder and carrier bonds.

*Introduction*

**Francisco Rodriguez, CDCS**

Client Services Consultant  
Wells Fargo Bank NA

*Speakers*

**Glenn Patton**

Regional Vice President  
Roanoke Trade

**Cameron Roberts**

Partner  
Roberts & Kehagiaras LLP

**2:30PM – 3:15PM**

**Case Study: Drafting an Export Letter of Credit instructions Form**

This session will propose multiple, standard instructions an exporter should consider including in a detailed Letter of Credit Instructions Form to provide to foreign customers in order to maximize control and minimize discrepancies.

*Introduction*

**Carolina S. Sityar**

Vice President  
El Monte Trade Customer Connection Manager  
U.S. Trade Services  
Wells Fargo Bank NA

*Speaker*

**Paula Greaves**

Senior Vice President, Global Trade Operations  
Bank of America Merrill Lynch

**3:15PM -3:30PM**

**Coffee Break**

**3:30PM – 4:15PM**

**Exporter Session: Exporters' Perspective on the L/C Process**

For the Exporter, the transaction begins before the L/C is issued and is only complete when they finally get paid. What do they expect? What do they need? What do they get? Hear straight from Exporter panelist sad tales, humorous stories, and valuable insights from their experiences.

*Moderator*

**Donald Kurtz**

Vice President, International Trade Services and Sales  
City National Bank

*Speakers*

**David W. Clements**

President  
Quality Letters of Credit, Inc.

**Al Gardner**

Victory GSE

**Rosie Rubin**

Global Logistics Manager  
Hanson Research Corp.

**4:15PM – 5:00PM**

**Game & Single Issue Questions**

*Introduction*

**Agnes Martinez**

Chair, SWR L/C Committee  
Vice President – Operations Manager  
Global Trade Services – Los Angeles  
JPMorgan Chase Bank N.A.

*Game Masters*

**Carolina S. Sityar**

Vice President  
El Monte Trade Customer Connection Manager  
U.S. Trade Services  
Wells Fargo Bank NA

**Francisco Rodriguez, CDCS**

Client Services Consultant  
Wells Fargo Bank NA

**5:00PM – 5:15PM**

**Day 1 Workshop Wrap Up**

**Agnes Martinez**

Chair, SWR L/C Committee  
Vice President – Operations Manager  
Global Trade Services – Los Angeles  
JPMorgan Chase Bank N.A.

**5:15PM – 7:00PM**

**Cocktail Reception – Noe Restaurant – Offsite at Omni Hotel**

Friday, July 31

**8:00AM - 8:30AM**

**Breakfast & Registration**

**8:30AM – 8:45AM**

**Welcome**

**Carolina S. Sityar**

Vice President

El Monte Trade Customer Connection Manager

U.S. Trade Services

Wells Fargo Bank NA

**8:45AM – 9:45AM**

**An update on the Latest Trends in Anti- Money Laundering Regulation and Sanctions**

This panel will focus on the roles of various agencies in anti-money laundering and the latest regulatory trends impacting trade Finance

*Moderator*

**Walter J. Mix III**

Managing Director and Financial Services Practices Group Leader – BRG

Berkeley Research Group LLC

*Speakers*

**Barbara R. Mendelson, Esq.**

Partner

Morrison & Foerster

**Jere Miles**

Deputy Special Agent for LA

Department of Homeland Security

**Rachel Nagle**

Senior Advisor, Compliance Programs

Sanctions Compliance and Evaluation

Office of Foreign Assets Control

**Mark Swift**

Bank Examiner

FDIC

**9:45AM – 10:30AM**

**Port Authority**

Observations about the impact on the supply chain management, from brokers to bankers, caused by work slowdowns at ports, and other short and long term disruptions. Are you prepared?

*Introduction*

**Francisco Rodriguez, CDCS**

Client Services Consultant

Wells Fargo Bank NA

*Speaker*

**Tom Cook**

Managing Director

Blue Tiger International Supply Chain Management

**10:30AM – 10:45AM**

**Coffee Break**

**10:45AM – 11:45AM**

**Case Study: The Letter of Credit That Won't Go Away**

A standby letter of credit that contains many issues... See if you can find them!

*Introduction*

**Carolina S. Sityar**

Vice President

El Monte Trade Customer Connection Manager

U.S. Trade Services

Wells Fargo Bank NA

*Speakers*

**Normand Girard, CDCS**

Chair, BAFT Southeast Region Letter of Credit Committee

Director, Trade Finance Operations

BMO Financial Group

**Agnes Martinez**

Chair, SWR L/C Committee

Vice President – Operations Manager

Global Trade Services – Los Angeles

JPMorgan Chase Bank NA

**11:45AM – 1:00PM**

**Lunch with Guest Speaker: The California Economy and Banking-Progress and Transformation**

*Introduction*

**Walter J. Mix III**

Managing Director and Financial Services Practices Group Leader – BRG

Berkeley Research Group LLC

*Speaker*

**Jan Lynn Owen**

Commissioner, Business Oversight

State of California

**1:00PM – 2:00PM**

**Anti-Money Laundering: "Heightened Standards" by Regulators and Law Enforcement – What You Need to Know**

This panel will provide bankers' perspectives regarding how to address BSA/AML under heightened expectations by regulators and law enforcement

*Moderator*

**Walter J. Mix III**

Managing Director and Financial Services Practices Group Leader – BRG

Berkeley Research Group

*Panelists*

**David Abshier**

Managing Director - BRG

Berkeley Research Group LLC

**Alcides I. Avila, Esq.**

Partner

Avila Rodriguez Hernandez Mena & Ferri LLP

**Paula Greaves**

Senior Vice President, Global Trade Operations  
Bank of America Merrill Lynch

**Noor Menai**

CTBC Bank USA  
CEO & President, EVP, Head of North America

**2:00PM – 3:00PM**

**ICC Banking Commission Opinion Update**

An update on the latest round of ICC Banking Commission Opinion.

*Introduction*

**Carolina S. Sityar**

Vice President  
El Monte Trade Customer Connection Manager  
U.S. Trade Services  
Wells Fargo Bank NA

*Speaker*

**John Citrola**

Vice President  
U.S. Trade Services Risk Management  
Wells Fargo Bank NA

**3:00PM – 4:15PM**

**Mock Court: The Independence Principle vs. Strict Compliance**

An interactive forum where the facilitators and participants arbitrate topical letters of credit issues in a court room setting.

*Introduction*

**Carolina S. Sityar**

Vice President  
El Monte Trade Customer Connection Manager  
U.S. Trade Services  
Wells Fargo Bank NA

*Judge and Lawyers*

**Michael Baker**

Professor  
University of California

**Ricardo Martinez**

Partner  
Haynes and Boone, LLP

**Nikolas Takacs**

Trade Finance Counsel  
Wells Fargo Bank NA

**4:15PM – 4:30PM**

**Workshop Wrap-Up**

**Agnes Martinez**

Chair, SWR L/C Committee  
Vice President – Operations Manager  
Global Trade Services – Los Angeles  
JPMorgan Chase Bank NA