Thursday, June 6

8:30 – 9:00AM
Continental Breakfast and Registration

9:00 – 9:15AM
Welcome and Introduction

John Baranello
Chair, BAFT-IFSA New York Letters of Credit Committee
Director, Head of Documentary Trade Product Management for the Americas
Deutsche Bank

Kristine Siebel
Vice Chair
National Standby Letter of Credit Committee
Senior Credit Officer
Royal Bank of Canada

9:15 – 10:00AM
Pay at the Pump: Using L/Cs to Pay for Oil Trades

Buddy Baker
VP/Manager, Global Trade Solutions Delivery
Fifth Third Bank

10:00 – 10:45AM
Standby Letters of Credit Case Studies and Single Issue Questions

Kristine Siebel
Vice Chair, BAFT-IFSA National Standby Letter of Credit Committee
Senior Credit Officer
Royal Bank of Canada

10:45 – 11:15AM
Coffee Break

11:15AM– 12:00PM
What Do You Do Now?
The trials and tribulations of being a Confirming Bank under a Standby Letter of Credit. A look at the pros and cons of taking on this role.

Buddy Baker
VP/Manager, Global Trade Solutions Delivery
Fifth Third Bank

Kristine Siebel
Vice Chair, BAFT-IFSA National Standby Letter of Credit Committee
Senior Credit Officer
Royal Bank of Canada

12:00 – 1:00PM
Networking Luncheon

1:00 – 1:30PM
BAFT-IFSA Update

Tod Burwell
President and Chief Executive Officer
BAFT-IFSA

1:30 – 2:00PM
Does This Hurt? The Impact of Basel III on Trade at Different Classes of Banks (It's not a level playing field)

Buddy Baker
VP/Manager, Global Trade Solutions Delivery
Fifth Third Bank

2:00 – 2:45PM
Applying Commerce Antiboycott Regs to Letter of Credit Transactions
The presentation will examine the letter of credit provisions of the U.S. Department of Commerce's antiboycott regulations. The discussion will cover: jurisdiction, prohibited language, reporting and accepted language. Participants will examine recent examples of language appearing in letters of credit. This session is intended to be interactive and acquaint you with the Commerce's interpretation of boycott language. So, bring those boycott questions you've been saving.

Edward O. Weant, III
Director, Office of Antiboycott Compliance
U.S. Department of Commerce

2:45 – 3:15PM
Energy Break

3:15 – 4:00PM
Trade Based Money Laundering -- Regulatory Expectations
The presentation will review the fundamentals of trade-based money laundering and steps a bank can take to prevent its trade activities from being used to launder money. Mr. Leary will highlight red flags for trade-based money laundering and discuss regulatory expectations for applying the bank's BSA/AML compliance program to trade activities. Mr. Leary also will discuss recent Federal Reserve examination findings and highlight emerging issues in BSA/AML compliance.

Timothy P. Leary
Senior Special Anti-Money Laundering Examiner
Applications, Compliance, and Enforcement Division of Banking Supervision and Regulation
Board of Governors of the Federal Reserve System

4:00 – 4:45PM
An Update on the Use of Uniform Rules for Demand Guarantees (Pub. #758)

John Baranello
Chair, BAFT-IFSA New York Letters of Credit Committee
Director, Head of Documentary Trade Product Management for the Americas
Deutsche Bank
Day One Wrap-Up

John Baranello
Chair, BAFT-IFSA New York Letters of Credit Committee
Director, Head of Documentary Trade Product Management for the Americas
Deutsche Bank

Friday, June 7

8:30 – 9:00AM
Continental Breakfast and Registration

9:00 – 9:45AM
Updates on ICC

Charnell Williams
Director, Global Trade Services Product Manager
Citi

9:45 – 10:30AM
Trade. Is 2013 a watershed year? What about TSU/BPO, MT 798 and TSMT? Learn about the acronyms and their relation to trade. How does SWIFT help banks to collaborate so they can offer expanded products to their clients.

Jim Wills
Senior Business Manager - Banking Initiatives/Standards
SWIFT

10:30 – 11:30AM
Capturing, Categorizing and Curing Discrepancies: A View from the Exporter’s Desk

Kirk Lundberg
President and CEO
Trade Technologies, Inc.

Elizabeth Payment
Vice President, Product and Client Development
Trade Technologies, Inc.

11:30 – 11:45AM
Coffee Break

11:45AM – 12:30PM
Supply Chain Finance: What’s in it for Suppliers?
A lot of attention is paid to the benefits that Supply Chain Finance programs bring to the buyers, typically big corporates. However, where rubber hits the road are the smaller suppliers and their willingness to participate in these programs. This presentation will detail the benefits that Supply Chain Finance can bring to the suppliers, which can help the banks and their corporate customers further calibrate and drive a more successful Supply Chain Finance program.

Zoran Kanlic
Director, Supplier Finance, Global Product Head, GTB
Deutsche Bank

12:30 – 1:30PM
Networking Luncheon

1:30 – 2:15PM
SWIFT – BPO

Michael Evan Avidon, Esq.
Partner and Co-Chair, Banking and Finance Group & International Trade Group
Moses & Singer LLP

2:15 – 3:00PM
Letter of Credit Volumes Down? The Causes Might Surprise You!

Richard “Chip” Thomas
Director of Training
American Export Training Institute

3:00 – 3:15PM
Energy Break

3:15 – 4:30PM
2012 Letter of Credit Moot Court
Mr. Avidon will arbitrate in a court room setting topical Letter of Credit issues with assistance from you, the participants of the Workshop.

Michael Evan Avidon, Esq.
Partner and Co-Chair, Banking and Finance Group & International Trade Group
Moses & Singer LLP

Rita Ricci
Vice President and Regional Trade Advisor N.A.
BNP Paribas

Buddy Baker
VP/Manager, Global Trade Solutions Delivery
Fifth Third Bank

4:30 – 4:45PM
Workshop Wrap-Up

John Baranello
Chair, BAFT-IFSA New York Letters of Credit Committee
Director, Head of Documentary Trade Product Management for the Americas
Deutsche Bank