BAFT-IFSA

Southeast
GLOBAL TRADE FINANCE WORKSHOP

February 13–14, 2014
CitiBank Center,
Tampa, Florida
Thursday, February 13, 2014

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

8:30 – 8:45 AM
Welcome and Opening Remarks

Normand Girard, CDCS  
Chair, BAFT-IFSA Southeast Region Letter of Credit Committee  
Director, Trade Finance Operations  
BMO Financial Group

8:45 – 10:00 AM
New ISBP 2013  
Overview of all the new changes pertaining to ISBP745

Presented by:  
Normand Girard, CDCS  
Chair, BAFT-IFSA Southeast Region Letter of Credit Committee  
Director, Trade Finance Operations  
BMO Financial Group

10:00 – 10:45 AM
Global Trade Updates

Speaker:
Stacey Facter  
Senior Vice President – Trade Products  
BAFT-IFSA

10:45 – 11:15 AM
Coffee Break

11:15 AM – 12:15 PM
Cargo Insurance and Certificate Basics  
Review of the basic insuring conditions found in most policies as well as some of the commonly used clauses listed on an insurance certificate.

Speaker:
Becky Marrero  
Marine Manager  
Roanoke Trade

12:15 – 1:15 PM
Networking Luncheon

1:15 – 2:00 PM
Single-Issue Questions

Facilitators:
Jeremiah Glock, CDCS  
Vice-Chair, BAFT-IFSA Southeast Region Letter of Credit Committee  
Vice-President, Trade Advisor  
Citi

Ruxandra Cravcenco, CDCS  
Vice President - Operations Manager  
J.P. Morgan

2:00 – 2:30 PM
Bank Payment Obligation - Overview  
A look at the rules, key considerations, and components of BPO.

Speaker:
Charnell Williams, CDCS  
Director, North America Trade Service Import Product Head  
Citi

2:30 – 3:00 PM
Coffee Break

3:00 – 4:00 PM
Financial Crime Risks in Trade Finance  
This presentation will describe how banks can control money laundering, terrorist financing and Sanctions risks (Collectively financial crime risks in trade finance).

Speaker:
Ahmed Baraka  
VP- Transaction Control Manager  
J.P. Morgan

4:00 – 5:00 PM
Case Study 1: A Bad Case of Discrepancies

Presented by:
Susan Wilkinson  
Vice President  
Whitney Bank

5:00 – 5:15 PM
Closing Remarks

Speaker:
Normand Girard, CDCS  
Chair, BAFT-IFSA Southeast Region Letter of Credit Committee  
Director, Trade Finance Operations  
BMO Financial Group

6:00 PM
Networking Event Sponsored by J.P. Morgan  
Round trip transportation will be provided, with pick up/drop off from the Sheraton Tampa East Hotel. Mingle with Workshop attendees over drinks and appetizers at Columbia Restaurant... and then enjoy dinner on your own with an opportunity to explore the bars and restaurants in Tampa’s historic Ybor City area.
Friday, February 14, 2014

8:00 – 8:30 AM
Continental Breakfast and Networking

8:30 – 8:45AM
Welcome

Speaker:
Normand Girard, CDCS
Chair, BAFT-IFSA Southeast Region Letter of Credit Committee
Director, Trade Finance Operations
BMO Financial Group

8:45 – 9:30 AM
Commodity Trader LCs
Letters of credit used by commodity traders, especially in the oil business, are different. This session will review some of the problems that such L/Cs present for bankers and beneficiaries and explore changes that could address these problems.

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

9:30 – 10:30 AM
Case Study 2: Hook, Line, and Sinker
Something is fishy with the required documents under a letter of credit using the DDP Incoterms rules.

Presented by:
Thomas Hrubecy, CDCS
AVP - Global Trade Solutions Delivery
Fifth Third Bank

10:30 – 11:00 AM
Coffee Break

11:00 AM – 12:00 PM
Panel of Experts
Issues and Questions posed in advance by Workshop Attendees.

Panelists:
Normand Girard, CDCS
Chair, BAFT-IFSA South East Region Letter of Credit Committee
Director, Trade Finance Operations
BMO Financial Group

Jeremiah Glock, CDCS
Vice-Chair, BAFT-IFSA Southeast Region Letter of Credit Committee
Vice-President, Trade Advisor
Citi

Bob Foutts
Executive Director
J.P. Morgan

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

12:00 – 1:15 PM
Luncheon

1:15 – 2:15 PM
Game Questions

Facilitator:
Normand Girard, CDCS
Chair, BAFT-IFSA Southeast Region Letter of Credit Committee
Director, Trade Finance Operations
BMO Financial Group

2:15 – 3:00 PM
Case Study 3: Force Majeure
Windstorms of Delays: When force majeure is invoked under letters of credit.

Facilitated by:
Jeremiah Glock, CDCS
Vice-Chair, BAFT-IFSA Southeast Region Letter of Credit Committee
Vice-President, Trade Advisor
Citi

3:00 – 3:30 PM
Workshop Wrap-Up

Normand Girard, CDCS
Chair, BAFT-IFSA Southeast Region Letter of Credit Committee
Director, Trade Finance Operations
BMO Financial Group

Adjournment
CONFERENCE REGISTRATION (all information is mandatory)
Registrant __________________________ (last name) __________________________ (first name)
Nickname (for badge) __________________________
Title __________________________
Institution __________________________
Address __________________________
City __________________________ State __________________________ Zip __________________________ Country __________________________
Phone __________________________ Fax __________________________
E-Mail __________________________

TWO WAYS TO REGISTER:

ONLINE
Complete the on-line registration form at www.baft-ifsa.com

FAX
+1 202 663 5538
Please be sure to include credit card information

ATTENDANCE LIMITATIONS AND LIABILITY
Attendance at all ABA, its subsidiaries and affiliates, programs will constitute an agreement between you and ABA regarding the use and distribution of your image, including but not limited to your name, voice and likeness ("Image"). By attending the Events, you acknowledge an agreement between you and ABA regarding the use and distribution of your Image in any media, including but not limited to print, electronic, internet, or any other means, for the purpose of promoting, marketing, advertising, or any other lawful purpose.

ATTENDANCE LIST/CANCELLATION POLICY
February 3, 2014, is the deadline to be listed on the Attendance List. Cancellations must be received in writing to BAFT-IFSA at events@baft-ifsa.com. Full refunds will be given prior to January 10, 2014; then partial refunds until January 31, 2014 but a $50 processing fee will be incurred. No refunds will be issued after January 31, 2014; however, if you need to cancel, substitutions are welcome.

REGISTRATION FEES
Member Registration (3 or more)** $550
Non-Member Registration $900
Member Team Discount (3 or more)** $700

REGISTRATION FEES
Member Registration $800
Member Registration – Single Day: Indicate by Circling THURSDAY or FRIDAY $500
Member Team Discount (3 or more)** $650
Non-Member Registration $1,100
Non-Member Registration – Single Day: Indicate by Circling THURSDAY or FRIDAY $750
Government $600
Government – Single Day: Indicate by Circling THURSDAY or FRIDAY $450
Complimentary $0

**A special discounted registration fee is available to member institutions that send three or more attendees. Teams must register three or more attendees at the same time (as a group).

RELEASE: I authorize BAFT-IFSA to share my contact information with its third-party supplier members to receive marketing materials and information on their products and services.

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Attn: Paula Davis/BAFT-IFSA