February 12–13, 2015
Hilton Garden Inn–Tampa East/Brandon | Tampa, Florida
Sponsored by J.P. Morgan

Workshop will offer 12 PDUs towards CDCS Recertification
Thursday, February 12, 2015

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

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

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

8:45 – 9:45 AM
Case Study: The Transfer That Went Sour
What happens when a complying presentation has been negotiated and a court injunction follows.

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

9:45 – 10:30 AM
Global Trade Updates and CDCS Overview

Speaker:
Stacey Facter
Senior Vice President – Trade Products
BAFT

10:30 – 11:00 AM
Coffee Break

11:00 AM – 12:15 PM
Insurance Documents: Are You in Good Hands?
Insurance Basics & Documentation Examination
Are you really in good hands with that presented Insurance Document vs. the Letter of Credit?

Moderator:
Thomas Hrubecky, CDCS
AVP - Global Trade Solutions Delivery
Fifth Third Bank

Speaker:
Becky Marrero
Marine Manager
Roanoke Trade

12:15 – 1:15 PM
Networking Luncheon

1:15 – 2:00 PM
Single-Issue Questions

Facilitator:
Jerry Glock, CDCS
Vice-Chair, BAFT Southeast Region Letter of Credit Committee
Vice-President, Trade Advisor
Citi

2:00 – 2:30 PM
Collections and URC 522
Open Discussion on collections and avalized drafts.

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

2:30 – 3:00 PM
Coffee Break

3:00 – 4:00 PM
Overview of U.S. Export Controls
How has export control reform changed the compliance landscape for commercial/dual-use exports?

Speaker:
Alan F. Enslen
Partner, International Trade Group Leader
Maynard, Cooper & Gale, P.C.

4:00 – 5:00 PM
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!

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

5:00 – 5:10 PM
Closing Remarks

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

5:15 – 6:15 PM
Networking Reception
Hilton Garden Inn Hotel
**Friday, February 13, 2015**

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

8:30 – 8:45 AM
*Welcome*

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

8:45 – 9:45 AM
*Case Study: A Good Case of Re-issuance*
What happens under a Hong Kong re-issuance when the letter of credit bears Incoterms® rules such as EXW or DDP and there are no transport documents required?

**Presenter:**  
**Thomas Hrubecky, CDCS**  
AVP - Global Trade Solutions Delivery  
Fifth Third Bank

9:45 – 10:30 AM
*Game Questions*

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

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.

**Moderator:**  
**Jerry Glock, CDCS**  
Vice-Chair, BAFT Southeast Region Letter of Credit Committee  
Vice-President, Trade Advisor  
Citi

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

12:00 – 1:00 PM
*Networking Luncheon*

1:00 – 2:15 PM
*Mock Court*
An interactive forum where the facilitators and participants arbitrate topical letters of credit issues, in a court room setting.

**Judge:**  
**Stacey Facter**  
Senior Vice President – Trade Products  
BAFT

**Prosecutor:**  
**Charnell Williams, CDCS**  
Director, Global Trade Service Product Manager  
Citi

**Defense:**  
**Bob Foutts**  
Executive Director  
J.P. Morgan

2:15 – 3:15 PM
*Case Study: The Effect of Ambiguity*
How lack of clarity when issuing a letter of credit can create confusion and potentially jeopardize payment.

**Presenter:**  
**Ruxandra Cravcenco, CDCS**  
Vice President, Operations Manager  
J.P. Morgan

3:15 – 3:30 PM
*Workshop Wrap-Up*

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

Adjournment