Thursday, July 24

8:00AM - 8:30AM
Breakfast & Registration

8:30AM – 8:45AM
Welcome

Steven Bash
SVP & Head, International Banking & Trade Finance
City National Bank

Agnes Martinez
Chair, SWR L/C Committee
Vice President – Operations Manager
Global Trade Services – Los Angeles
J.P. Morgan

8:45AM - 9:15AM
Global Trade Updates

Speaker
Stacey Facter
Senior Vice President, Trade Products
BAFT

9:15AM – 10:00AM
Case Study: Incoterms®
An overview and case study about Incoterms®

Introduction
Yasmin Kermalli, CDCS
Assistant Vice President
Global Trade Operations – Export and Import Letters of Credit
Bank of America Merrill Lynch

Speaker
Normand Girard, CDCS
Director, Trade Finance Operations
BMO Financial Group

10:00AM – 10:15AM
Coffee Break

10:15AM – 11:15AM
OFAC Today: A View from Each Side of the Compliance Coin
A fresh look at Compliance practices for financial sector and exporters.

Moderators

Donald Kurtz
Vice President
International Trade Services and Sales
City National Bank

Agnes Martinez
Chair, SWR L/C Committee
Vice President – Operations Manager
Global Trade Services – Los Angeles
J.P. Morgan

Panelists

Polina Kropacheva
Sanctions Compliance Officer
Office of Foreign Assets Control
U.S. Department of the Treasury

Sandra Navarro-Twiggs
Senior Vice President
BSA Operations Manager
City National Bank

11:15AM -12:15PM
"Oops...Assignment of What?"
A fresh look at the role of banks under Assignment of Proceeds

Speakers

Agnes Martinez
Chair, SWR L/C Committee
Vice President – Operations Manager
Global Trade Services – Los Angeles
J.P. Morgan

Hermann Schutterle
Vice President
Bank of America Merrill Lynch

12:15PM – 1:45PM
Lunch and Learn: Drafting an Import Letter of Credit and More!
Participate in this interactive session where attendees will draft a letter of credit with emphasis on FDA provisions. Plus, join in an open exchange of ideas with bankers, document preparers, brokers, transport specialists and others involved in the trade transaction process improve working relationships and efficiencies in completing a trade transaction.

Sponsored by
Speakers

Neil Ralph
Vice President
Lending and Trade Services – International
Trade Services
Comerica Bank

Francisco Rodriguez, CDCS
Client Services Consultant
Wells Fargo Bank

1:45 PM – 2:30PM
Case Study: Free Furnace Filters
General overview of the new ISBP

Introduction
Agnes Martinez
Chair, SWR L/C Committee
Vice President – Operations Manager
Global Trade Services – Los Angeles
J.P. Morgan

2:30PM – 3:15PM
Trade Enforcement Issues: Civil and Criminal
Discussion on illegal shipments of export controlled items.

Introduction
Agnes Martinez
Chair, SWR L/C Committee
Vice President – Operations Manager
Global Trade Services – Los Angeles
J.P. Morgan

Speaker
Normand Girard, CDCS
Director, Trade Finance Operations
BMO Financial Group

3:15PM -3:30PM
Coffee Break

3:30PM – 4:15PM
Single Issue Questions

Facilitators
Neil Ralph
Vice President
Lending & Trade Services – International
Trade Services
Comerica Bank

Francisco Rodriguez, CDCS
Client Services Consultant
Wells Fargo Bank

Carolina S. Sityar
Vice President
El Monte Trade Customer Connection
Manager
Wells Fargo U.S. Trade Service

4:15PM – 4:30PM
Workshop Wrap-Up

Agnes Martinez
Chair, SWR L/C Committee
Vice President – Operations Manager
Global Trade Services – Los Angeles
J.P. Morgan

4:30PM – 6:00PM
Cocktail Reception
Join us at the Bonaventure Brewing Company to unwind and network after the workshop. The brewing company is located at the 4th floor of the Westin Bonaventure hotel, just across from City National Bank building.

404 S Figueroa Street, 4th floor
Los Angeles, CA 90071
(213) 236-0802

Please note that this is not a BAFT sponsored event. You will be responsible to cover your drink/food charges.

Friday, July 25

8:00AM - 8:30AM
Breakfast & Registration

Sponsored by

8:30AM – 8:35AM
Welcome

Carolina S. Sityar
Vice President
El Monte Trade Customer Connection
Manager
Wells Fargo U.S. Trade Service

8:35AM – 9:35AM
Assessing the Risks of Bank Payment Obligation
A look at BPO from an industry adoption and regulatory compliance stand point
Moderator

**Agnes Martinez**
Chair, SWR L/C Committee  
Vice President – Operations Manager  
Global Trade Services – Los Angeles  
J.P. Morgan

Panelists

**Hector Baltazar**
Vice President - Senior Product Manager  
J.P. Morgan

**Abdul Premji**
Director, Transaction Banking  
Standard Chartered Bank

9:35AM – 10:20AM  
**Financial Crime Risks in Trade Finance**
Dual use of products and the responsibilities of banks under regulatory compliance

**Introduction**

**Agnes Martinez**
Chair, SWR L/C Committee  
Vice President – Operations Manager  
Global Trade Services – Los Angeles  
J.P. Morgan

**Speaker**

**Ahmed F. Baraka**
Vice President  
Operations Risk/Control Manager  
J.P. Morgan

10:20AM – 10:35AM  
**Coffee Break**

10:35AM – 11:20AM  
**Case Study: The Tale of the Headless Incoterm for the Headless Shrimp**
Whereas the Seller of headless shrimp has failed to heed the INCOTERMS 2010 rules, he thus must risk the loss of payment, as well perhaps as his head

**Introduction**

**Yasmin Kermalli, CDCS**
Assistant Vice President  
Global Trade Operations – Export and Import Letters of Credit  
Bank of America Merrill Lynch

**Speakers**

**Normand Girard, CDCS**
Director, Trade Finance Operations  
BMO Financial Group

Donald Kurtz
Vice President  
International Trade Services and Sales  
City National Bank

11:20AM – 12:45PM  
**Lunch with Guest Speaker: Making Hay – The Future of U.S. Competitiveness in the Age of Globalization**

**Sponsored by**

**J.P. Morgan**

**Introduction**

**Francisco Rodriguez, CDCS**
Client Services Consultant  
Wells Fargo Bank

**Speaker**

**Daniel Gardner**
President  
Trade Facilitators, Inc.

12:45PM – 1:45PM  
**Cargo Insurance: Keeping Pace with Non-Traditional Perils**
A fresh look at the impact to global trade operations by modern, and resurrected old perils. Whether the transportation is by land, sea or air, trading partners today face increased angles to consider in their risk management toolbox.

**Moderator**

**Francisco Rodriguez, CDCS**
Client Services Consultant  
Wells Fargo Bank

**Panelists**

**Daniel Gardner**
President  
Trade Facilitators, Inc.

**Cameron Roberts**
Partner  
Roberts & Kehagiaras LLP

1:45PM – 2:30PM  
**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.
Speakers

Yasmin Kermalli, CDCS
Assistant Vice President
Global Trade Operations – Export and Import
Letters of Credit
Bank of America Merrill Lynch

Neil Ralph
Vice President
Lending & Trade Services – International
Trade Services
Comerica Bank

2:30 – 3:45PM
Mock Court
In this very popular interactive session, panelists and
a jury (selected from the attendees) debate on a case
in a court like setting.

Moderator
Carolina S. Sityar
Vice President,
El Monte Trade Customer Connection
Manager
Wells Fargo U.S. Trade Service

Panelists
Michael A. Baker
Professor, UCLA
Attorney-at-Law
Law Office Michael Baker

Maile Choy
Capital Markets Counsel
Wells Fargo

Andrew Lueder
Capital Markets Counsel
Wells Fargo

3:45PM – 4:15PM
Game Questions and Giveaways
Participate in this interactive game trivia and win
fabulous prizes!

Game Masters

Neil Ralph
Vice President
Lending & Trade Services – International
Trade Services
Comerica Bank

Carolina Sityar
Vice Chair, SWR L/C Committee
Vice President
El Monte Trade Customer Connection
Manager
Wells Fargo U.S. Trade Service

4:15PM – 4:30PM
Workshop Wrap-Up

Agnes Martinez
Chair, SWR L/C Committee
Vice President – Operations Manager
Global Trade Services – Los Angeles
J.P. Morgan
**CONFERENCE REGISTRATION (all information is mandatory)**

Registrant (last name) (first name)

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City State Zip Country

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**PLEASE CHECK ALL BOXES THAT APPLY TO YOUR BUSINESS FUNCTION**

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**ATTENDANCE LIST/CANCELLATION POLICY**

July 14, 2014, is the deadline to be listed on the Attendance List. Cancellations must be received in writing to BAFT at events@baft.org. Full refunds will be given prior to July 2, 2014; then partial refunds until July 14, 2014 but a $50 processing fee will be incurred. No refunds will be issued after July 14, 2014; however, if you need to cancel, substitutions are welcome.

**EARLY BIRD SPECIAL RATES – REGISTRATIONS RECEIVED ON OR BEFORE JULY 2**

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**REGISTRATION FEES (RATES APPLY AFTER JULY 2)**

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

**RELEASE**: I authorize BAFT to provide me with additional marketing and advertising communications regarding this and other conferences, meetings, and services provided by BAFT.

**RELEASE**: I authorize BAFT 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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**PAYMENT**

Check (payable to BAFT, for meeting registration only) \[\] VISA \[\] MasterCard \[\] American Express

Card # Expiration Date

Signature Security Code #

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

**WIRE TRANSFER**

Payable to: American Bankers Association, SunTrust Bank, 1445 New York Avenue, N.W., Washington, DC 20005

Routing Number: 061000104 Wire Transfer Account Number: 26664656 Attn: Paula Davis/BAFT

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**TWO WAYS TO REGISTER:**

**ONLINE**

Complete the on-line registration form at www.baft.org

**FAX**

+1 202-663-5538

Please be sure to include credit card information

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**QUESTIONS?**

For further information on registration, please call +1 202 663 7575.

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