





2016  
BAFT

# Southeast

TRADE FINANCE WORKSHOP

**Thursday, February 11, 2016**

**8:00 – 8:30 AM**

**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, Global Trade Operations  
BMO Financial Group

**8:45 – 9:45 AM**

**Global Trade Initiatives and Industry Collaboration**

Update on trade related initiatives with different industry bodies and presentation on BAFT's newly released *Oil & Gas Best Practices Guidance Document*

*Speaker*

**Stacey Factor**

Senior Vice President, Trade Products  
BAFT

**Glenn Ransier**

Vice President, NA Market Manager  
Citibank NA

**9:45 – 10:45 AM**

**ICC Opinions and Updates**

An update on the latest round of final ICC Banking Commission Opinions

*Speaker*

**Normand Girard, CDCS**

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

**Rita Ricci, CDCS**

Senior Director - Global Head of Trade Expertise Desk BNP Paribas

**10:45 – 11:15 AM**

**Coffee Break**

**11:15 AM – 12:15 PM**

**Compliance/ Fraud Scam/Suspicious Activity**

"What's New and How to Protect Ourselves"

*Speaker*

**Bob Foutts**

Executive Director  
J.P. Morgan



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**12:15 – 1:15 PM**

## **Networking Luncheon**

**1:15 – 2:00 PM**

## **Single-Issue Questions**

### *Speakers*

**Jerry Glock, CDCS**

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

**Susan E. Wilkinson**

Vice President, Global Trade Services  
Hancock/Whitney Banking Group

**2:00 – 2:45 PM**

## **Supply Chain Financing**

Companies are always looking for ways to optimize their working capital. Increasing cash is paramount in today's economy. Learn how companies can increase cash without putting financial strain on their suppliers by using supply chain financing.

### *Speaker*

**John Stockton**

Director, Working Capital & Supply Chain Solutions  
BMO Capital Markets

**2:45 – 3:00 PM**

## **Coffee Break**

**3:00 – 4:00 PM**

## **Case Study #1: Who is Supposed to Take Care of What?**

How would you handle "care of" wording when this is requested in a standby issuance application?

### *Speaker*

**Normand Girard, CDCS**

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

**4:00 – 5:00 PM**

## **Why You Should Use the IIBLP Standby Forms and SWIFT Updates**

The Institute for International Banking Law and Practice has created standard forms for standby credits. This session will review the forms and why you should consider using them. A review of the announced SWIFT changes to the MT7xx messages which will impact you and your clients.

### *Speaker*

**Buddy Baker**

Vice President/Manager, Global Trade Solutions Delivery  
Fifth Third Bank



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**5:00 – 5:10 PM**

**Closing Remarks**

**Jerry Glock, CDCS**

Vice-Chair, BAFT Southeast Region Letter of Credit Committee

Vice-President, Trade Advisor

Citi

**5:30 PM – 7:00 PM**

**Networking Reception TBD**

## Friday, February 12, 2016

**8:00 – 8:30 AM**

**Registration and Continental Breakfast**

**8:30 – 8:45 AM**

**Welcome**

**Jerry Glock, CDCS**

Vice-Chair, BAFT Southeast Region Letter of Credit Committee

Vice-President, Trade Advisor

Citi

**8:45 – 9:45 AM**

**Insurance Credits**

The format of insurance Standby credits are typically mandated by the Commissioner of Insurance in each state, and by the US Government agencies who are the beneficiary. We will discuss which states have been permitted changes to their standard formats, and the changes permitted. This information is based on feedback from major issuers of these credits.

*Speakers*

**Jerry Glock, CDCS**

Vice-Chair, BAFT Southeast Region Letter of Credit Committee

Vice-President, Trade Advisor

Citi

**Bob Foutts**

Executive Director

J.P. Morgan

**9:45 – 10:30 AM**

**Game Questions**

*Game Master*

**Normand Girard, CDCS**

Chair, BAFT Southeast Region Letter of Credit Committee

Director, Global Trade Operations

BMO Financial Group

**10:30 – 11:00 AM**



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## Coffee Break

**11:00 AM – 12:00 PM**

### Panel of Experts

#### *Moderator*

**Jerry Glock, CDCS**

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

#### *Panelists*

**Buddy Baker**

Vice President/Manager, Global Trade Solutions Delivery  
Fifth Third Bank

**Bob Foutts**

Executive Director  
J.P. Morgan

**Rita Ricci, CDCS**

Senior Director - Global Head of Trade Expertise Desk  
BNP Paribas

**Charnell Williams, CDCS**

Director, Global Trade Services Product Manager  
Citi

**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.

#### *Moderator*

**Normand Girard, CDCS**

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

#### *Speakers*

**Bob Foutts**

Executive Director  
J.P. Morgan

**Rita Ricci, CDCS**

Senior Director - Global Head of Trade Expertise Desk  
BNP Paribas

**Charnell Williams, CDCS**

Director, Global Trade Services Product Manager  
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**2:15 – 3:15 PM**

**Collections in the Face of a Challenging Environment**

How are banks handling Documentary Collections given the increased focus on regulatory requirements such as AML, plus the issues and challenges banks face with this product offering?

*Speakers*

**Jerry Glock, CDCS**

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

**Susan E. Wilkinson**

Vice President, Global Trade Services  
Hancock/Whitney Banking Group

**3:15 – 3:30 PM**

**Workshop Wrap-Up**

**Normand Girard, CDCS**

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

# REGISTRATION AND GENERAL INFORMATION

**2016 BAFT**  
**Southeast Global Trade**  
**Workshop**  
February 11-12, 2016

**Citibank Conference**  
**Center**  
3800 Citibank Center  
Tampa, FL

## TWO WAYS TO REGISTER:

**ONLINE**  
Complete the  
on-line registration form at  
[www.baft.org](http://www.baft.org)

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

**SPECIAL NEEDS?**  
 If you have special  
needs that may affect your  
participation in this event,  
please check here.

BAFT will  
contact you to discuss  
accommodations.

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

**HOTEL**  
**ACCOMMODATIONS:**  
Hotel reservations are the  
responsibility of attendees  
and should be made directly  
with the hotel.

Area Hotels:  
Please contact the hotel  
directly for rates &  
availability:

**Sheraton Tampa East**  
**Hotel.**  
(813) 623-6363

Or  
**Hilton Garden Inn Tampa**  
**East/Brandon**  
(813) 626-6700

## 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 \_\_\_\_\_

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

- Sales  Product  Operations  Compliance  Business Executive  Trade Finance  
 Supply Chain Finance  Insurance/Risk Mitigation  Regulatory  Basel III  
 Clearing/RMB  Mobile Banking  Other: \_\_\_\_\_

### ATTENDANCE LIST/CANCELLATION POLICY

February 5, 2016, is the deadline to be listed on the Attendance List. **Cancellations must be received in writing to BAFT at [events@BAFT.org](mailto:events@BAFT.org).** Full refunds will be given prior to January 10, 2016; then partial refunds until January 31, 2016 but a \$100 processing fee will be incurred. No refunds will be issued after January 31, 2016; however, if you need to cancel, substitutions are welcome.

- Speaker Registration Full Conference ..... \$ 400  
 Speaker Registration — Single Day: Indicate by Circling THURSDAY or FRIDAY..... \$ 0  
 Committee Chair Registration..... \$ 0

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 to receive \$100 discount off each registration.**

\_\_\_\_\_**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.

\_\_\_\_\_**RELEASE: CONSENT TO USE PHOTOGRAPHS AND VIDEOS:** All attendance of registered participants, attendees, exhibitors, sponsors and guests ("you") at American Bankers Association's ("ABA") conventions, conferences, meetings, or related activities, including all ABA subsidiaries and affiliates, ("Events") constitutes 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 and agree that photographs, video, and/or audio recordings may be taken of you and you grant ABA the right to use, in perpetuity, your Image in any electronic or print distribution, or by other means hereinafter created, both now and in the future, for media, art, entertainment, promotional, marketing, advertising, trade, internal use, educational purposes or any other lawful purpose.

\_\_\_\_\_**RELEASE: ATTENDANCE LIMITATIONS AND LIABILITY** Attendance at all ABA, its subsidiaries and affiliates, programs will be considered on a first-come, first-served basis. If the program is cancelled, ABA, its subsidiaries and affiliates, liability is limited to the registration fee.

### 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: 206664656

Attn: Paula Davis/BAFT