

February 14-15, 2013
CitiBank Center, Tampa, FL

BAFT-IFSA



BAFT-IFSA 2013

Southeast Global Trade WORKSHOP

CDCS professionals will earn 12 PDUs.

www.baft-ifsa.com

Workshop Hosted and Sponsored by:



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Thursday, February 14

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 – 9:45 AM

Case Study: "A Deferred Payment Undertaking"

A test case that involves discrepancies under a deferred payment letter of credit.

Presented by:

Normand Girard, CDCS

Chair, BAFT-IFSA Southeast Region Letter of Credit Committee

Director, Trade Finance Operations

BMO Financial Group

9:45 – 10:30 AM

Global Trade Updates

Speaker:

Charnell Williams, CDCS

Director, North America Trade Service Import Product Head
Citi

10:30 – 11:00 AM

Coffee Break

11:00 AM– 12:00 PM

Regulatory and Compliance Challenges Facing Trade Finance

Speaker:

Ahmed Baraka, CDCS

Trade Transaction Control Manager
Treasury and Security Services
J.P. Morgan

12:00 – 1:15 PM

Luncheon

1:15 – 2:15 PM

Single-Issue Questions

Facilitator:

Jeremiah Glock, CDCS

Vice-Chair, BAFT-IFSA Southeast Region Letter of Credit Committee

Vice-President, Trade Advisor

Citi

2:15– 3:15 PM

Standby Letters of Credit

Speaker:

Walt J. Lewandowski

Senior Vice President, Trade Services NA
Product Manager

Citi

3:15 – 3:45 PM

Coffee Break

3:45 – 4:45 PM

Case Study: "The Case of the Dried Licorice Root"

Is the presented transport document discrepant under UCP600?

Presented by:

Ruxandra Cravcenco, CDCS

Vice President - Operations Manager
J.P. Morgan

4:45 – 5:00 PM

Closing Remarks

Speaker:

Jeremiah Glock, CDCS

Vice-Chair, BAFT-IFSA Southeast Region Letter of Credit Committee

Vice-President, Trade Advisor

Citi

Adjournment and Dinner on Your Own

Friday, February 15

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

How Commercial Service Assists Companies in Succeeding Internationally

Speaker:

Dan Bjerck

Senior International Trade Specialist
U.S. Commercial Service, U.S. Department of
Commerce

9:30 – 10:30 AM

Case Study: "A Costly Mistake"

A test case where instructions are misinterpreted and a
wrong amount paid.

Presented by:

Normand Girard, CDCS

Chair, BAFT-IFSA South East Region Letter of Credit
Committee
Director, Trade Finance Operations
BMO Financial Group

10:30 – 10:45 AM

Coffee Break

10:45 – 11:30 AM

Global Trade Industry Updates

Speaker:

Tod R. Burwell

Chief Executive Officer and President
BAFT-IFSA

11:30 AM – 12:30 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

Charnell Williams, CDCS

Director, North America Trade Service Import Product
Head
Citi

12:30 – 1:30 PM

Luncheon

1:30 – 2:30 PM

Case Study: "Confirmation and Sanction: What are Your Obligations?"

Presented by:

Ruxandra Cravcenco, CDCS

Vice President - Operations Manager
J.P. Morgan

2:30 – 3:15 PM

Game Questions

Facilitated by:

Jeremiah Glock, CDCS

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

3:15 – 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

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UPCOMING EVENTS 2012-2013

April 28-May 1	Global Annual Meeting/Americas – Naples, FL
June 3-4	Global Payments Symposium – New York, NY
June 6-7	Documentary & Standby Letters of Credit, Guarantees and Reimbursements Workshop – New York, NY
July 18-19	West Coast Letters of Credit Workshop – Los Angeles, CA
*July 25-26	Africa Bank-to-Bank Forum – Location TBD
November 6-8	23 rd Annual Conference on International Trade – Chicago, IL

QUARTERLY MEMBER CONFERENCE CALLS

April 16	via Teleconference
July 17	via Teleconference
October 16	via Teleconference

CDCS EXAM WINDOW

April 12-15, 2013	various locations
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