

Workshop hosted and sponsored by:



Deutsche Bank

**Thursday, June 6**

**8:30 – 9:00AM**

**Continental Breakfast and Registration**

**9:00 – 9:15AM**

**Welcome and Introduction**

**John Baranello**

Chair, BAFT-IFSA New York Letters of Credit Committee  
Director, Head of Documentary Trade Product  
Management for the Americas  
Deutsche Bank

**Kristine Siebel**

Vice Chair  
National Standby Letter of Credit Committee  
Senior Credit Officer  
Royal Bank of Canada

**9:15 – 10:00AM**

**Pay at the Pump: Using L/Cs to Pay for Oil Trades**

**Buddy Baker**

VP/Manager, Global Trade Solutions Delivery  
Fifth Third Bank

**10:00 – 10:45AM**

**Standby Letters of Credit Case Studies and Single Issue Questions**

**Kristine Siebel**

Vice Chair, BAFT-IFSA National Standby Letter of Credit  
Committee  
Senior Credit Officer  
Royal Bank of Canada

**10:45 – 11:15AM**

**Coffee Break**

**11:15AM– 12:00PM**

**What Do You Do Now?**

The trials and tribulations of being a Confirming Bank under a Standby Letter of Credit. A look at the pros and cons of taking on this role.

**Buddy Baker**

VP/Manager, Global Trade Solutions Delivery  
Fifth Third Bank

**Kristine Siebel**

Vice Chair, BAFT-IFSA National Standby Letter of Credit  
Committee  
Senior Credit Officer  
Royal Bank of Canada

**12:00 – 1:00PM**

**Networking Luncheon**

**1:00 – 1:30PM**

**BAFT-IFSA Update**

**Tod Burwell**

President and Chief Executive Officer  
BAFT-IFSA

**1:30 – 2:00PM**

**Does This Hurt? The Impact of Basel III on Trade at Different Classes of Banks (It's not a level playing field)**

**Buddy Baker**

VP/Manager, Global Trade Solutions Delivery  
Fifth Third Bank

**2:00 – 2:45PM**

**Applying Commerce Antiboycott Regs to Letter of Credit Transactions**

The presentation will examine the letter of credit provisions of the U.S. Department of Commerce's antiboycott regulations. The discussion will cover: jurisdiction, prohibited language, reporting and accepted language. Participants will examine recent examples of language appearing in letters of credit. This session is intended to be interactive and acquaint you with the Commerce's interpretation of boycott language. So, bring those boycott questions you've been saving."

**Edward O. Weant, III**

Director, Office of Antiboycott Compliance  
U.S. Department of Commerce

**2:45 – 3:15PM**

**Energy Break**

**3:15 – 4:00PM**

**Trade Based Money Laundering -- Regulatory Expectations**

The presentation will review the fundamentals of trade-based money laundering and steps a bank can take to prevent its trade activities from being used to launder money. Mr. Leary will highlight red flags for trade-based money laundering and discuss regulatory expectations for applying the bank's BSA/AML compliance program to trade activities. Mr. Leary also will discuss recent Federal Reserve examination findings and highlight emerging issues in BSA/AML compliance.

**Timothy P. Leary**

Senior Special Anti-Money Laundering Examiner  
Applications, Compliance, and Enforcement  
Division of Banking Supervision and Regulation  
Board of Governors of the Federal Reserve System

**4:00 – 4:45PM**

**An Update on the Use of Uniform Rules for Demand Guarantees (Pub. #758)**

**John Baranello**

Chair, BAFT-IFSA New York Letters of Credit Committee  
Director, Head of Documentary Trade Product  
Management for the Americas  
Deutsche Bank

**4:45 – 5:00PM**  
**Day One Wrap-Up**

**John Baranello**

Chair, BAFT-IFSA New York Letters of Credit Committee  
Director, Head of Documentary Trade Product  
Management for the Americas  
Deutsche Bank

**12:30 – 1:30PM**  
**Networking Luncheon**

**1:30 – 2:15PM**  
**SWIFT – BPO**

**Michael Evan Avidon, Esq.**

Partner and Co-Chair, Banking and Finance Group &  
International Trade Group  
Moses & Singer LLP

**Friday, June 7**

**8:30 – 9:00AM**  
**Continental Breakfast and Registration**

**9:00 – 9:45AM**  
**Updates on ICC**

**Charnell Williams**

Director, Global Trade Services Product Manager  
Citi

**9:45 – 10:30AM**

**Trade. Is 2013 a watershed year?**

What about TSU/BPO, MT 798 and TSMT? Learn about the acronyms and their relation to trade. How does SWIFT help banks to collaborate so they can offer expanded products to their clients.

**Jim Wills**

Senior Business Manager - Banking  
Initiatives/Standards  
SWIFT

**10:30 – 11:30AM**

**Capturing, Categorizing and Curing Discrepancies: A View from the Exporter's Desk**

**Kirk Lundberg**

President and CEO  
Trade Technologies, Inc.

**Elizabeth Payment**

Vice President, Product and Client Development  
Trade Technologies, Inc.

**11:30 – 11:45AM**

**Coffee Break**

**11:45AM – 12:30PM**

**Supply Chain Finance: What's in it for Suppliers?**

A lot of attention is paid to the benefits that Supply Chain Finance programs bring to the buyers, typically big corporates. However, where rubber hits the road are the smaller suppliers and their willingness to participate in these programs. This presentation will detail the benefits that Supply Chain Finance can bring to the suppliers, which can help the banks and their corporate customers further calibrate and drive a more successful Supply Chain Finance program.

**Zoran Kanlic**

Director, Supplier Finance, Global Product Head,  
GTB  
Deutsche Bank

**2:15 – 3:00PM**

**Letter of Credit Volumes Down? The Causes Might Surprise You!**

**Richard "Chip" Thomas**

Director of Training  
American Export Training Institute

**3:00 – 3:15PM**

**Energy Break**

**3:15 – 4:30PM**

**2012 Letter of Credit Moot Court**

Mr. Avidon will arbitrate in a court room setting topical Letter of Credit issues with assistance from you, the participants of the Workshop.

**Michael Evan Avidon, Esq.**

Partner and Co-Chair, Banking and Finance Group &  
International Trade Group  
Moses & Singer LLP

**Rita Ricci**

Vice President and Regional Trade Advisor N.A.  
BNP Paribas

**Buddy Baker**

VP/Manager, Global Trade Solutions Delivery  
Fifth Third Bank

**4:30 – 4:45PM**

**Workshop Wrap-Up**

**John Baranello**

Chair, BAFT-IFSA New York Letters of Credit Committee  
Director, Head of Documentary Trade Product  
Management for the Americas  
Deutsche Bank