

2018 BAFT  
**Southeast**  
TRADE FINANCE WORKSHOP

February 15–16, 2018 | Tampa, Florida



**BAFT**

# PROGRAM

**Thursday, February 15, 2018**

**8:00AM – 8:30AM**

## **Registration**

**8:30AM – 8:45AM**

## **Welcome**

**Normand Girard, CDCS**

Director, Global Trade Operations  
BMO Financial Group

**8:45AM – 9:45AM**

## **Single Issue Questions**

Fun, interactive session where the audience is challenged to answer a mix of questions from standby's to collections.

**Nelda Smith**

Senior Vice President, International Operations Manager  
Whitney Bank

**9:45AM – 10:30AM**

## **Global Events - Force Majeure**

Resiliency planning – are you prepared for the unexpected?

**Jerry Glock, CDCS**

Vice-President, Trade Advisor  
Citi

**10:30AM – 10:50AM**

## **Coffee Break**

**10:50AM – 11:30AM**

## **Trade Finance and the Impact of Machine Learning, AI, and Robotics**

The innovation wave has had an impact across the banking sector, but trade finance, with its paper-intensive processes, often lags behind. Fueled by client expectations, a broad digital transformation is taking place within corporate banking. This transformation paves the way for new operating efficiencies generated by artificial intelligence and machine learning. This presentation envisions a digitally enabled, end-to-end trade workflow with bank processes radically redesigned by applying Intelligent Process Automation.

**Rory Kaplan**

Offering Manager  
CGI

**11:30AM – 12:30PM**

## **ICC Opinions Update**

A review of finalized ICC Opinions from London and further conversation on UCP600.

**Normand Girard, CDCS**

Director, Global Trade Operations  
BMO Financial Group

**12:30PM – 1:30PM**

## **Networking Lunch Break**

**1:30PM – 2:15PM**

## **BAFT Combatting Trade Based Money Laundering: Rethinking the Approach**

Review of BAFT's recently released paper that proposes alternative, collaborative approaches to solving the problem of trade based money laundering by increasing the public and private sector partnership.

**Tod Burwell**

President and CEO  
BAFT

**2:15PM – 2:45PM**

## **Original Standby Delivery**

Evaluation of requests, options, and associated risks.

**Lelia Savory, CDCS**

Senior Vice President, Product and Servicing Manager, Int'l Dept.  
First Tennessee Bank National Association

**2:45PM – 3:00PM**

## **Coffee Break**

**3:00PM – 4:00PM**

## **2017 – Most Popular Disputed Discrepancies**

Review of the observed disputed discrepancy cited in 2017

**Cynthia Carson, CDCS**

Vice President, Operations Manager  
JPMorgan

**4:00PM – 5:00PM**

## **Anti-Money Laundering**

AML Best Practices, coordinating between operations & compliance.

**Thomas Hrubecky, CDCS**

Assistant Vice President, Financial Crimes Compliance Officer  
HSBC Bank USA, N.A.

**5:00PM – 5:10PM**

## **Wrap-Up**

**Jerry Glock, CDCS**

Vice-President, Trade Advisor  
Citi

**5:30PM – 7:00PM**

## **Networking Reception - Sheraton Hotel**

*Individuals responsible for own charges*

**Save the Date on  
\*Upcoming BAFT Workshops!**

**July 18 – 19**

**New York Trade Finance Workshop**

New York, New York, USA

**July 19 – 20**

**West Coast Trade Finance Workshop**

Los Angeles, California, USA

\*Subject to change.

For additional information and latest updates, visit [www.baft.org/events](http://www.baft.org/events)

## Friday, February 16, 2018

8:00AM – 8:30AM

### Registration

8:30AM – 8:45AM

### Welcome

**Jerry Glock, CDCS**  
Vice-President, Trade Advisor  
Citi

8:45AM – 9:30AM

### What are the Criminals Up to Now?

This presentation by the FBI will focus on business email compromise which is one of the most significant finance crimes in Central Florida and nationwide.

**Andrew Sekela**  
Supervisory Special Agent  
Squad 10  
FBI Tampa

9:30AM – 10:30AM

### Supply Chain & Receivables Finance

**John Stockton**  
Director  
BMO Capital Markets

10:30AM – 11:00AM

### Coffee Break

11:00AM – 12:00PM

### Panel of Experts

This is your opportunity to ask those burning questions. See if this group can provide any guidance. Remember in order for these individuals to help – you are welcome to use the information provided but cannot attribute it to any individual or organization.

*Moderator*

**Jerry Glock, CDCS**  
Vice-President, Trade Advisor  
Citi

*Panelists*

**Bob Foutts**  
Executive Director  
JPMorgan

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

**Charnell Williams, CDCS**  
Director, Global Trade Services and Product Management  
Citi

12:00PM – 1:00PM

### Networking Lunch

1:00PM – 2:15PM

### Mock Court

Enjoy this interactive forum where the facilitators and participants arbitrate topical issues in a court room setting

*Moderator*

**Thomas Hrubecky, CDCS**  
Assistant Vice President, Financial Crimes Compliance Officer  
HSBC Bank USA, N.A.

*Judge*

**Lelia Savory, CDCS**  
Senior Vice President, Product and Servicing Manager, Int'l Dept.  
First Tennessee Bank National Association

*Parties*

**Bob Foutts**  
Executive Director  
JPMorgan

**Charnell Williams, CDCS**  
Director, Global Trade Services and Product Management  
Citi

2:15PM – 2:45PM

### Does Everyone Really Understand ISBP?

An overview of ISBP and how it relates to UCP.

**Cynthia Carson, CDCS**  
Vice President, Operations Manager  
JPMorgan

2:55PM – 3:15PM

### What's happening with UCP 700, ICC and Industry Initiatives?

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

3:15PM – 3:30PM

### Wrap-Up

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

**THANK YOU  
TO OUR HOST AND SPONSOR**



Follow Along

Follow us during the Southeast Trade Finance Workshop via Twitter **@BAFT\_Global** and share your event related tweets using **#BAFT**



## Tod Burwell

President and CEO  
BAFT

Mr. Tod Burwell is the President and Chief Executive Officer of BAFT. Prior to being promoted to CEO, he served as the Senior Vice President of Trade Products with oversight of all trade-related initiatives including the Global Trade Industry Council, Trade Committees, and other strategic initiatives of the organization. Mr. Burwell has over 25 years of trade, supply chain and cash management experience as a banking practitioner, as well as serving as a consultant to global corporations and suppliers of strategically integrated trade solutions. Prior to joining BAFT, Mr. Burwell was a Managing Director at JPMorgan Chase and held senior global management roles responsible for trade operations, launching the logistics business and managing global product sales for trade finance and logistics management.

## Cynthia Carson, CDCS

Vice President, Operations Manager  
JPMorgan

Ms. Cynthia Carson has 30 years of Global Trade Operation experience. Her career started in Kansas City, Missouri with Commerce Bank and Boatmen's Bank before moving on to JPMorgan Chase Bank, Tampa, FL. She has thorough knowledge of Export, Import and Standby LC and worked in many roles in Operations throughout her career. She is a Certified Documentary Credit Specialist and a past Secretary for the Southeast Regional Documentary Credit Committee. For the last 10 years she has been managing the Export LC Doc Prep team.

## Bob Foutts

Executive Director  
JPMorgan

Mr. Robert Foutts is an Executive Director with JPMorgan Chase Bank and serves as the Global Transaction Control Manager for Global Trade Operations. In his current role, he is responsible for managing trade transaction risk, trade operational risk, trade regulatory and compliance issues and sanctions screening for Trade Operations. He has vast experience in applying and interpreting the rules applicable to Trade Products (including the Uniform Customs and Practice for Documentary Credits (UCP 290, UCP400, UCP500 and UCP600); the ISP98; the Uniform Rules for Demand Guarantees (URDG); the Uniform Rules for Collections (URC522) and the Uniform Rules for Bank to Bank Reimbursements (URR 525 and URR725). He is an active participant in BAFT and is an Appointed Expert in DOCDEX (Documentary Instruments Dispute Resolution Expertise).

## Normand Girard, CDCS

Director, Global Trade Operations  
BMO Financial Group

Mr. Normand Girard is Director, Global Trade Operations for BMO Financial Group. He is responsible for the Bank's processing of all trade finance products in North America as well as process oversight in Europe and Asia. Mr. Girard has over 28 years of experience in Global Trade Operations at BMO Financial Group. During his career with the Bank, he has covered every role in Import, Export, Standby Letters of Credit and Collections as well as integral operations leadership roles throughout the evolution of BMO's trade finance business. He is a Certified Documentary Credit Specialist and Chair of the BAFT National Commercial Letter of Credit Committee.

## Jerry Glock, CDCS

Vice-President, Trade Advisor  
Citi

Mr. Jerry Glock comes to us with over 44 years of experience in Global Trade Operations, with 24 years at Citi in various positions. For the last 12 years he has been one of Citi's Global Trade Advisors, assisting with providing guidance in all functions of Letters of Credit (Advising Commercial / Standby L/C's and Examination of Documents), Import and Export Collections, Reimbursements and Compliance and Potential Risk items. Mr. Glock is CDCS (Certified Documentary Credit Specialist) certified and also represents Citi as the Vice Chair on the Southeast Letter of Credit Committee and a member of the Collection Committee.

## Thomas Hrubecky, CDCS

Assistant Vice President,  
Financial Crimes Compliance Officer  
HSBC Bank USA, N.A.

Mr. Hrubecky is a 25+ year experienced Global Trade practitioner with extensive experience in documentary letter of credit and documentary collection operations, support, sales and training & advisory services. Representing HSBC Bank USA, he leverages his Global Trade experience as a Financial Crimes Compliance Officer supporting HSBC's Global Trade and Receivables Finance business. Prior to joining HSBC Bank USA in 2016, he has worked in the banking industry with Fifth Third Bank, RBS Citizens, Comerica, ABN Amro, Bank of America, and National Westminster Bank. He has also worked with Spry Solutions Group as a consultant and, in the corporate space, with True Value International.

## Rory Kaplan

Offering Manager  
CGI

Mr. Rory Kaplan has more than 30 years of experience in trade and supply chain finance as both a banker and technology solution provider, covering operations, product management, and sales. As Offering Manager for CGI's Trade and Supply Chain Solutions, Mr. Kaplan is responsible for emerging technology strategy and solutions, marketing, media engagement, partner development, and training. In his role, Mr. Kaplan also engages closely with clients to facilitate collaborative strategic forums, working groups, and product enhancements. As a manager within CGI, Mr. Kaplan has been a critical contributor in the exploration of Intelligent Process Automation and Blockchain solutions, working to integrate these with the Trade360 global platform. As a subject matter expert, Mr. Kaplan has spoken at a variety of global conferences, presented trade and supply chain finance topics at webinars, and written several articles for industry publications.

## Lelia Savory, CDCS

Senior Vice President,  
Product and Servicing Manager, Int'l Dept.  
First Tennessee Bank National Association

Ms. Lelia Savory is Senior Vice President, Product and Servicing Manager for the International Department at First Tennessee Bank. She has performed various roles in trade services over the past 22 years and is now responsible for the team that processes trade finance and foreign exchange related transactions. She is a Certified Documentary Credit Specialist and the incoming Chair of the BAFT Southeast Letter of Credit Committee.

## Andrew Sekela

Supervisory Special Agent  
Squad 10  
FBI Tampa

Mr. Andrew Sekela, Supervisory Special Agent (SSA), graduated from the U.S. Naval Academy and served for five years on the USS Batfish, a nuclear-powered attack submarine. SSA Sekela then spent seven years in the private sector before joining the FBI as a Special Agent. While in the FBI, SSA Sekela spent five years at the Washington Field Office and three years at FBI Headquarters before he assumed his current position in Tampa as the supervisor for Squad 10, which is responsible for investigating white collar crime (including health care fraud, mortgage fraud, and corporate fraud), government fraud, and public corruption.

## Nelda Smith

Senior Vice President,  
International Operations Manager  
Whitney Bank

Ms. Nelda Smith is responsible for managing Whitney's International Operations Department, which is made up of Trade Services and Foreign Exchange Services for the Bank's five state footprint. Before joining Whitney Bank in 2011, Ms. Smith managed the International Operations Department at Capital One Bank (formerly Hibernia National Bank in New Orleans) for over 20 years. In that capacity, she was responsible for Letters of Credit, Documentary Services, Foreign Exchange, International Wire Transfers, and Foreign Check Clearing and Foreign Currency Services.

## John Stockton

Director  
BMO Capital Markets

Mr. John Stockton is the Director of Working Capital and Structured Solutions at the Bank of Montreal. He has been with BMO for over twenty-five and has forty years of experience in trade services and supply chain financing. Prior to re-joining BMO Harris Bank, Mr. Stockton had management roles in trade sales at National City Bank and LaSalle ABN AMRO Bank. Mr. Stockton has significant experience in sales strategies, open account and letter of credit processing. His major strengths are in sales, sale planning and open account processing systems with emphasis on supply chain, trade and standby letters of credit and documentary collections.

## Charnell Williams, CDCS

Director, Global Trade Services and Product  
Management  
Citi

Ms. Charnell Williams is a Director in Citi's Transactions Services where she is the Global Trade Services Product Manager responsible for covering all Trade products and services, risk and controls, and global technical training. She has been with Citi for 17 years and in the Global Trade Business for over 36 years. She is recognized as an industry expert in the Global Trade Services community. In 2003 and 2010 Ms. Williams was named Conference Chair for the BAFT Annual Conference Committee, a member of the 2007 and 2009 Conference Committee, and in 2006 - 2011 she served as a member of BAFT's Board of Directors.

## THANK YOU TO THE PROGRAM PLANNING COMMITTEE

### CHAIRS

**Normand Girard, CDCS**  
BMO Financial Group

**Jerry Glock, CDCS**  
Citi

**Lelia Savory, CDCS**  
First Tennessee Bank National  
Association

### PLANNING COMMITTEE

**Cynthia Carson, CDCS**  
JPMorgan

**Thomas Hrubecky, CDCS**  
HSBC Bank USA, N.A.

**Nelda Smith**  
Whitney Bank