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 BAFTs newly released Oil & Gas Best Practices Guidance Document

Speaker
Stacey Facter
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
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
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
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
Citi
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

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
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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
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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. 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.

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