

Thursday, July 18

8:00AM - 8:30AM

Breakfast & Registration

Sponsored by

Bank of America 
Merrill Lynch

8:30AM – 8:45AM

Welcome

Agnes Martinez

Chair, SWR L/C Committee
Vice President – Operations Manager
Global Trade Services – Los Angeles
J.P. Morgan

Donald Kurtz

Past Chair, SWR L/C Committee
Vice President - International Trade Services
City National Bank

8:45AM - 9:30AM

BAFT-IFSA Update

Stacey Factor

Senior Vice President, Trade
BAFT-IFSA

9:30AM – 10:15AM

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

A look at risks incurred when goods are damaged.

Normand Girard

Director, Trade Finance Operations
BMO Capital Markets

Paula Greaves

Senior Vice President, Senior Operations Project
Manager
Bank of America Merrill Lynch

10:15AM – 10:45AM

Energy Break

10:45AM – 11:30AM

Supply Chain Financing

Supply chain finance and the role of bank payment obligations.

INTRODUCTION

Pio Celso T. Bendana, Jr.

Vice President, Supply Chain Management
Bank of America Merrill Lynch

SPEAKER

Paul A. Johnson

Director, Senior Product Manager – Trade/Supply
Chain Product Management
Bank of America Merrill Lynch

11:30AM -12:15PM

Keeping the Money Afloat – A Look at Cargo Insurance with a Fresh Perspective

Earthquakes, Floods, Tornadoes – oh my! Your client's business may be at risk by land or by sea. Along with the dangers, confusion often exists as to who owns your clients' goods while in transit or in storage at points or places around the globe. Hear Ray Markley, President of Shorepoint Insurance Services, give guidance on ways to insure risky business and protecting your bank's portfolio.

INTRODUCTION

Neil Ralph

Vice President
Lending & Trade Services-International Trade
Services
Comerica Bank

SPEAKER

Ray Markley

President
Shorepoint Insurance Services

12:15PM – 1:15PM

Networking Luncheon

Sponsored by

J.P.Morgan

1:15PM – 2:00PM

Case Study: "And There Goes My Day"

The intricacies involved with transferable standby letter of credit that contains auto extension clause and has multiple beneficiaries.

Sam Jebamony

Vice President
J.P. Morgan

Hermann Schutterle

Vice President, Sr. Operations Manager
Bank of America Merrill Lynch

2:00PM – 2:45PM

Bankers' Acceptances

An overview of acceptance finance in global trade.

INTRODUCTION

Pio Celso T. Bendana, Jr.

Vice President, Supply Chain Management
Bank of America Merrill Lynch

SPEAKER

Karim Khan

Senior Vice President, Senior Group Operations
Manager
Bank of America Merrill Lynch

2:45PM -3:15PM

Energy Break

Friday, July 19

3:15PM – 4:00PM

Compliance Panel/Confirmation and Sanction: What Are Your Obligations?

MODERATOR

Donald Kurtz

Past Chair, SWR L/C Committee
Vice President - International Trade Services
City National Bank

PANELISTS

Chuck Taylor

Senior Vice President, BSA and OFAC Officer
City National Bank

Pia Corder

Vice President/Manager
U.S. Trade Services Risk Management
Wells Fargo U.S. Trade Services

Normand Girard

Director, Trade Finance Operations
BMO Capital Markets

4:00PM – 4:30PM

Game Questions and Giveaways

Neil Ralph

Vice President
Lending & Trade Services-International Trade Services
Comerica Bank

Carolina Sityar

Vice-Chair, SWR L/C Committee
Vice President - U.S. Trade Services/ Trade Customer Connection Manager
Wells Fargo Bank

4:30PM – 5:00PM

Trade Finance from a Banker's Perspective

Steven Bash

Senior Vice President and Manager, International Banking and Trade Finance
City National Bank

5:00PM – 5:30PM

Day One Wrap-Up

Agnes Martinez

Chair, SWR L/C Committee
Vice President – Operations Manager
Global Trade Services – Los Angeles
J.P. Morgan

Steven Bash

Senior Vice President and Manager, International Banking and Trade Finance
City National Bank

8:00AM - 8:30AM

Breakfast & Registration

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8:30AM – 8:45AM

Welcome

Agnes Martinez

Chair, SWR L/C Committee
Vice President – Operations Manager
Global Trade Services – Los Angeles
J.P. Morgan

Carolina Sityar

Vice-Chair, SWR L/C Committee
Vice President - U.S. Trade Services/ Trade Customer Connection Manager
Wells Fargo Bank

8:45AM – 9:30AM

ISP98 Model Forms

INTRODUCTION

Agnes Martinez

Chair, SWR L/C Committee
Vice President – Operations Manager
Global Trade Services – Los Angeles
J.P. Morgan

SPEAKER

Professor James E. Byrne

Director
Institute of International Banking Law & Practice (IIBLP)
Faculty, George Mason University School of Law

9:30AM – 10:30AM

Trends for International Trade As Seen By Port and Airport Directors and Educators

MODERATOR

Francisco Rodriguez, CDCS

Client Services Consultant
Wells Fargo Bank

PANELISTS

Tom O'Brien

California State University, Long Beach
College of Continuing and Professional Education
Center for International Trade and Transportation
METRANS Transportation Center

Jim McLellan

Director of Trade Development
Port of Los Angeles

Joyce Sloss

Director, Business and Job Resources Center
Los Angeles World Airports

10:30AM -11:00AM
Energy Break

11:00AM – 11:45AM
SWIFT for Standards

New Swift Standards for Standby Letters of Credit and Guarantees.

INTRODUCTION

Agnes Martinez

Chair, SWR L/C Committee
Vice President – Operations Manager
Global Trade Services – Los Angeles
J.P. Morgan

SPEAKER

Sam Jebamony

Vice President
J.P. Morgan

11:45AM – 12:30PM

Case Study: A Deferred Payment Undertaking

What happens when confirming bank fails to state on their cover letter the presentation was made within the presentation date.

Agnes Martinez

Chair, SWR L/C Committee
Vice President – Operations Manager
Global Trade Services – Los Angeles
J.P.Morgan

Pio Celso T. Bendana, Jr.

Vice President, Supply Chain Management
Bank of America Merrill Lynch

12:30PM – 1:30PM

Working Luncheon with Guest Speaker

Issues with ISBP 2013

INTRODUCTION

Yasmin Kermalli, CDCS

Assistant Vice President
Global Trade Operations-Export and Import Letters of Credit
Bank of America Merrill Lynch

SPEAKER

Professor James E. Byrne

Director
Institute of International Banking Law & Practice (IIBLP)
Faculty, George Mason University School of Law

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J.P.Morgan

1:30PM – 2:15PM

Extreme Makeover – What's In? What's Out? – Highlights of the New ISBP (2013)

MODERATOR

Neil Ralph

Vice President
Lending & Trade Services-International Trade Services
Comerica Bank

PANELISTS

Professor James E. Byrne

Director
Institute of International Banking Law & Practice (IIBLP)
Faculty, George Mason University School of Law

Paula Greaves

Senior Vice President, Senior Operations Project Manager
Bank of America Merrill Lynch

Normand Girard

Director, Trade Finance Operations
BMO Capital Markets

2:15PM – 2:45PM

Single Issue Questions

Neil Ralph

Vice President
Lending & Trade Services-International Trade Services
Comerica Bank

Francisco Rodriguez, CDCS

Client Services Consultant
Wells Fargo Bank

Carolina Sityar

Vice-Chair, SWR L/C Committee
Vice President - U.S. Trade Services/Trade Customer Connection Manager
Wells Fargo Bank

2:45PM – 4:00PM

Mock Court: Limiting the Fraud Defense

Panelists will present opposing sides of a letter of credit dispute and the audience will have the opportunity to determine the outcome

MODERATOR

Carolina Sityar

Vice-Chair, SWR L/C Committee
Vice President - U.S. Trade Services/ Trade Customer Connection Manager

PANELISTS

Miho Kubota

Law Department
Global Communications & Insurance
Capital Markets Counsel
Wells Fargo Bank

Andrew Lueder

Law Department
Global Communications & Insurance
Capital Markets Counsel
Wells Fargo Bank

Michael Baker

Professor, UCLA
Trade Consultant
Center for International Trade

4:00PM – 4:30PM

Workshop Wrap-Up

Agnes Martinez

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Donald Kurtz

Past Chair, SWR L/C Committee
Vice President - International Trade Services
City National Bank

Neil Ralph

Vice President
Lending & Trade Services-International Trade Services
Comerica Bank

Workshop hosted by:

