



**“Britain is Open for Business” Doing Business with the UK and Canada - Conference**

Friday 11<sup>th</sup> of October 2013, 9 am – 3:30 pm, Ontario Investment and Trade Centre, Toronto, ON

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***Mr. Nick Baird, Chief Executive of UK Trade & Investment***

Nick Baird was appointed Chief Executive of UK Trade & Investment (UKTI) in September 2011 and has served on the FCO Board since 2009.

Prior to this, Nick was Director General, Europe and Globalisation, leading the FCO's work on Europe, global economic issues, migration and consular. Nick was Ambassador to Turkey from 2006 to 2009, leading work on Turkey's EU process and regional conflicts.

Chief Executive, UK Trade & Investment is responsible for:

- leading the development of the new strategy
- implementing UKTI's current strategy
- supporting the work of the Minister of State for Trade & Investment, Lord Green
- providing clear leadership to UKTI to help face up to the challenges and opportunities of globalisation and economic turbulence



***Mr. Howard Drake OBE, High Commissioner to Canada, British High Commission to Canada***

Howard Drake was appointed British High Commissioner to Canada in June 2013. Prior to taking up his current position, Howard served as Her Majesty's British High Commissioner to Jamaica as well as non-resident British High Commissioner to the Commonwealth of the Bahamas. From 2005 to 2009 Howard served as Her Majesty's Ambassador to Chile. His career in HM Diplomatic Service has focussed on political and commercial work, including heading the UK's inward investment operation in the US from 1997 to 2002 and earlier political assignments in Singapore and Chile. In London Howard has worked on European Union affairs and counter-proliferation, and served as Assistant Director for Human Resources.

***British High Commissioner to Canada***

The High Commissioner is the UK government's representative in a Commonwealth nation. They are responsible for the direction and work of the High Commission and its Deputy High Commissions and/or Consulates, including political work, trade and investment, press and cultural relations, and visa and consular services.



***Mr. Jim Feir, Director and Senior Trade Commissioner Ontario Region, Foreign Affairs, Trade & Development Canada***

Mr. Jim Feir (BComm, Honours, University of Manitoba, 1975) joined the then Department of Industry, Trade and Commerce, Trade Commissioner Service, in 1975 and has served abroad in Seoul, Havana, Melbourne, Lisbon, Singapore and Sydney. From 1998 to 2000, he served for a second time in Seoul, as Minister-Counsellor (Commercial) and Consul. In Ottawa, he undertook assignments in the Trade Commissioner Service Personnel Division and the Japan Trade Development Division. From 2000 to 2002, he served in Hong Kong, as Consul and Senior Trade Commissioner and was appointed as Canada's Consul General in Guangzhou, China in August 2002. From 2005 to August 2009 he was Deputy Consul General and Senior Trade Commissioner at the Consulate General of Canada in Los Angeles. Mr. Feir leads a team of professional trade commissioners assisting and encouraging Ontario firms and organizations to engage in global business opportunities and pursue innovation and technology collaborations - all designed to enhance Canadian competitiveness.



***Mr. George Irving, President, Rock Technical***

Mr. George Irving from Rock Technical George Irving Born- 1958 in Newcastle upon Tyne, proud husband, father of three children and grandfather to 2 grandchildren. Hobbies include photography and ornithology. I am a Christian and belong to Bethel church Sarnia where we have a lot of friends who have welcomed us to Canada and been of great support over the years.



***Mr. Robert Dietrich, Chief Financial Officer, Armstrong Fluid Technology***

Robert Dietrich is currently the Chief Financial Officer of S. A. Armstrong Limited ([www.armstrongfluidtechnology.com](http://www.armstrongfluidtechnology.com)), a Toronto-based, privately-owned, global manufacturer of energy efficient fluid flow equipment and systems for heating and cooling applications. Mr. Dietrich is a graduate of Queen's University (B. Comm) and is a Chartered Accountant. He has held senior financial management positions in Canadian-based public companies over the past 25 years as the CFO of Timminco Limited, MKS Inc., and Cedara Software, and held senior management positions at Mitel Corporation. Mr. Dietrich began his career with Ernst & Young - Toronto. Mr. Dietrich has also served on various national committees and the Board of Directors of Financial Executives International Canada, and on the Board of Directors of a junior resource company, captive joint ventures and a number of not-for-profit organizations.



***Ms. Sue Rauth, Deputy Director, Ontario Region, Foreign Affairs, Trade & Development Canada***

Sue Rauth has worked in international business development since 2000. Sue is the Deputy Director for the ICT, Health Industries and Bilateral relations team for the Ontario Regional Office, department of Foreign Affairs and International Trade. Amongst her current responsibilities are to facilitate international business development on behalf of Ontario companies and to support Ontario innovations and innovators. Sue has completed assignments in the commercial section of the Canadian Consulate General in Mumbai, India and in Ottawa



***Ms. Laurie D'Souza, Area Director UK, Ireland, Nordics, Ministry of Economic Development and Innovation, Ontario Government***

Laurie started her career in the Ontario government as a regional economist and then assumed greater responsibilities in the finance, planning and investment areas of the Ministry of Economic Development and Innovation. Over the past ten years as an International Marketing Consultant she has been assisting companies with their trade development activities in Asia and Europe. The International Trade Branch assists Ontario suppliers of exportable goods and services to develop targeted export strategies for international markets. We organize trade missions, virtual trade missions, market and exporter development seminars, networking events and participation in international exhibitions.



***Mr. Sebastien Sherman, Senior Vice President, Borealis Infrastructure***

In his role as Senior Vice President at Borealis Infrastructure, Sebastien is responsible for leading and undertaking investments. He joined Borealis in April 2003 and has worked in progressively senior roles. His current responsibilities include leading investment teams in the submission of bids for large-scale investments in various countries with a specialization in the energy and transportation sectors, including Scotia Gas Networks and HS1 in the UK, NET4GAS in the Czech Republic and Ciel Satellite in Canada.

Sebastien's depth of experience includes working closely with financial and strategic partners on investment origination and asset management. Prior to joining Borealis, he spent the first seven years of his career with leading Canadian and U.S. investment banks advising on M&A transactions and executing numerous financings. He also worked in the Bank of Canada's research department. Sebastien has a breadth of board experience on many subcommittees including those responsible for human resources, audit and financial reporting, regulatory settlements, financings and derivatives and health and safety. He is a director on the boards of Scotia Gas Networks, NET4GAS and Ciel Satellite. Sebastien has an Honours BA (Economics) degree from Queen's University and holds the Chartered Financial Analyst designation.



***Mr. Robert Wittmann, President and CEO, Jameson Bank***

As President and CEO, Rob Wittmann brings 30 years of experience in financial services and over 25 years in foreign exchange to Jameson Bank. He was most recently a founding partner of Knightsbridge Foreign Exchange Inc., and prior to that held the position of Senior Vice President of Commercial Foreign Exchange at Traveler Americas. Mr. Wittmann was also previously a Managing Director, Foreign Exchange Sales and Trading at RBC Capital Markets for over 15 years, with global responsibility for over 120 foreign exchange sales and trading staff. He is a past president of The Financial Markets Association, past member of the Canadian Foreign Exchange Committee, and former Chair of The Canadian Committee for Professionalism.



***Mr. Ben Arber, Head of Global Trade and Receivables Finance, HSBC Bank Canada***

Ben Arber is a transaction banking specialist who joined HSBC 16 years ago after a spell in investment banking in London. His first role with HSBC was leading a trade finance business in the Middle East. Ben then worked with HSBC in Hong Kong, Taiwan, Korea and London, before moving to Canada in the summer of 2011. Trade finance and cash management have been Ben's focus throughout his career with HSBC.