

FOREIGN EXCHANGE RATE INTEGRITY[®]



Blades International, Inc.

ABC CORPORATION

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 - A. Jack Borland BIO**

Foreign Exchange Rate Integrity® Worksheet

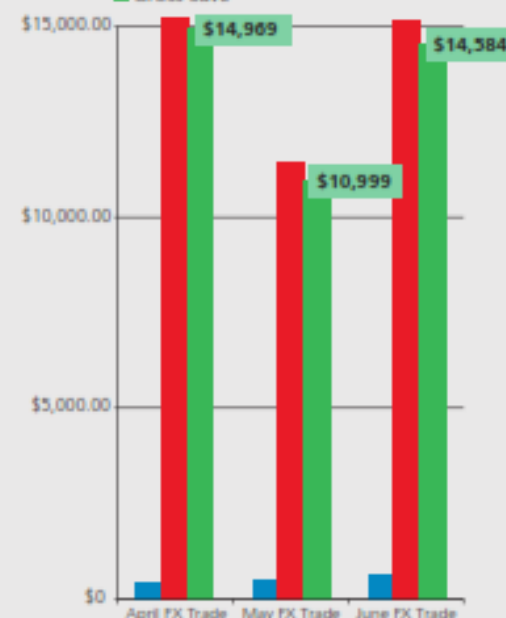
To be provided by company

Deal Time	Timezone	Date	Sold Currency	Amount	Bought Currency	Amount	Exchange Rate	Interbank Market Rate	Dollar Markup Cost	Costs in Basis Points	Fee	Dollar Markup + Fee	Costs in Basis Points + fee	%
11:06AM	CST	05/28/16	USD	\$10,000.00	YEN	1,151,300.00	115.13	120.42	\$439.30	439	10.00	449.30	449	4.49
12:19PM	CST	05/04/16	USD	\$15,000.00	GBP	9,869.72	1.5198	1.4569	\$620.81	414	10.00	630.81	421	4.21
10:34AM	CST	05/29/16	USD	\$750.00	EUR	662.66	1.1318	1.0960	\$23.72	316	10.00	33.72	450	4.50
12:50PM	CST	05/30/16	USD	\$20,000.00	CAD	24,914.00	1.2457	1.2980	\$805.86	403	10.00	815.86	408	4.08
3:56PM	CST	05/12/16	USD	\$5,000.00	GBP	3,320.49	1.5058	1.4451	\$201.55	403	10.00	211.55	423	4.23
				Total Amount Sold				Total Markup	Weighted EPS Avg			Weighted EPS Avg with fee	Avg %	
				\$50,750.00				\$2,091.23	438			448	4.30	

To be completed by Bill

Sample FXRI® Client Graph Represents a 95% Savings

- Bill Negotiated Markup
- Historic Markup
- Gross Save



Free FX Markup Analysis!

Most organizations do not truly understand how much they can save through diligent monitoring of their banks FX Fee Markups. **With the daily fluctuations in the currency markets, can you afford to be “Indifferent”?**

With Blades International's **Foreign Exchange Rate Integrity®** you can track your foreign exchange costs and your ForEx providers' profitability. If you purchase more than \$500,000/year in foreign exchange, give us 15 minutes, and a little bit of information, and **we'll evaluate your current activities, assess your volume and banking relationships for free.**

For a FREE evaluation of your ForEx profitability, please ask for Sharon Martin, Andrea Ruiz, Jack Borland or Bob Blades.

Contact us today at **+1 713 977 7400** www.bladesintl.com

Each Trade represents, on average, a \$5 million Forward FX Hedging Transaction. The red bar reflects the old markup while the blue bar reflects the new Markup. The green bar shows the significant savings.



Blades International, Inc.

2425 Fountain View, Suite 350
Houston, Texas 77057

Use the pdf & print
on photo paper

Foreign Exchange Rate Integrity® Worksheet

Deal Time	Timezone	Delivery Date	Sold Currency	Amount	Bought Currency	Amount	Exchange Rate	Costs in Basis Points+									
								Interbank Market Rate	Dollar Markup Cost	Costs in Basis Points	Fee	Dollar Markup + Fee	fee	%			
14:57:01	CST	10/15/2015	USD	1,000,000.00	AUD	1,360,544.22	0.7350	0.7326	\$	3,265.00	33	\$	10.00	\$	3,275.00	35	0.0035
14:50:00	MT	10/15/2015	USD	500,000.00	EURO	435,767.82	1.1474	1.1374	\$	4,358.00	87	\$	10.00	\$	4,368.00	89	0.0089
14:40:00	CST	10/15/2015	USD	50,000.00	CAN	63,004.00	0.7936	0.7783	\$	964.00	193	\$	10.00	\$	974.00	195	0.0195

To Be Provided By Company

To Be Completed by BII

[illegible]

FOOTNOTES:

- 1) Please provide precise Time Stamps.
- 2) Insert Central Standard Time (CST) unless you are getting rates from a different time zone.
- 3) Please detail any special situations about how you derive the Time stamps if it is not computer based.
- 4) Explanations of any special or notable payment instructions are important. Such as... are all payments to the same beneficiary. Or, is each payment to a new beneficiary.
- 5) Your unique FX purchasing characteristics.

Large Energy Service Company FX Markup Sample

- This multinational client saw their FX Purchases as modest and was --"Indifferent"-- about FX Markup as they focused on getting good International Wire Transfer execution.
- Blades International, Inc. (BII) had a relationship for Letter of Credit services with the client and realized the client could also benefit from **FX Rate Integrity®**.
- Sample FX data was provided that showed the potential for substantial cost savings.

Large Energy Service Company FX Markup Sample cont.

- Client mandated BII to produce a full report that showed FX transaction costs could be reduced significantly.
- By working with BII, the Client was ultimately able to drop their FX markup from over 100 bps to less than an average 14.0 bps!
- In addition, the Client stayed with their existing Lead Bank where there was a valued strong and favorable relationship.

Large Energy Service Company FX Markup Sample cont.

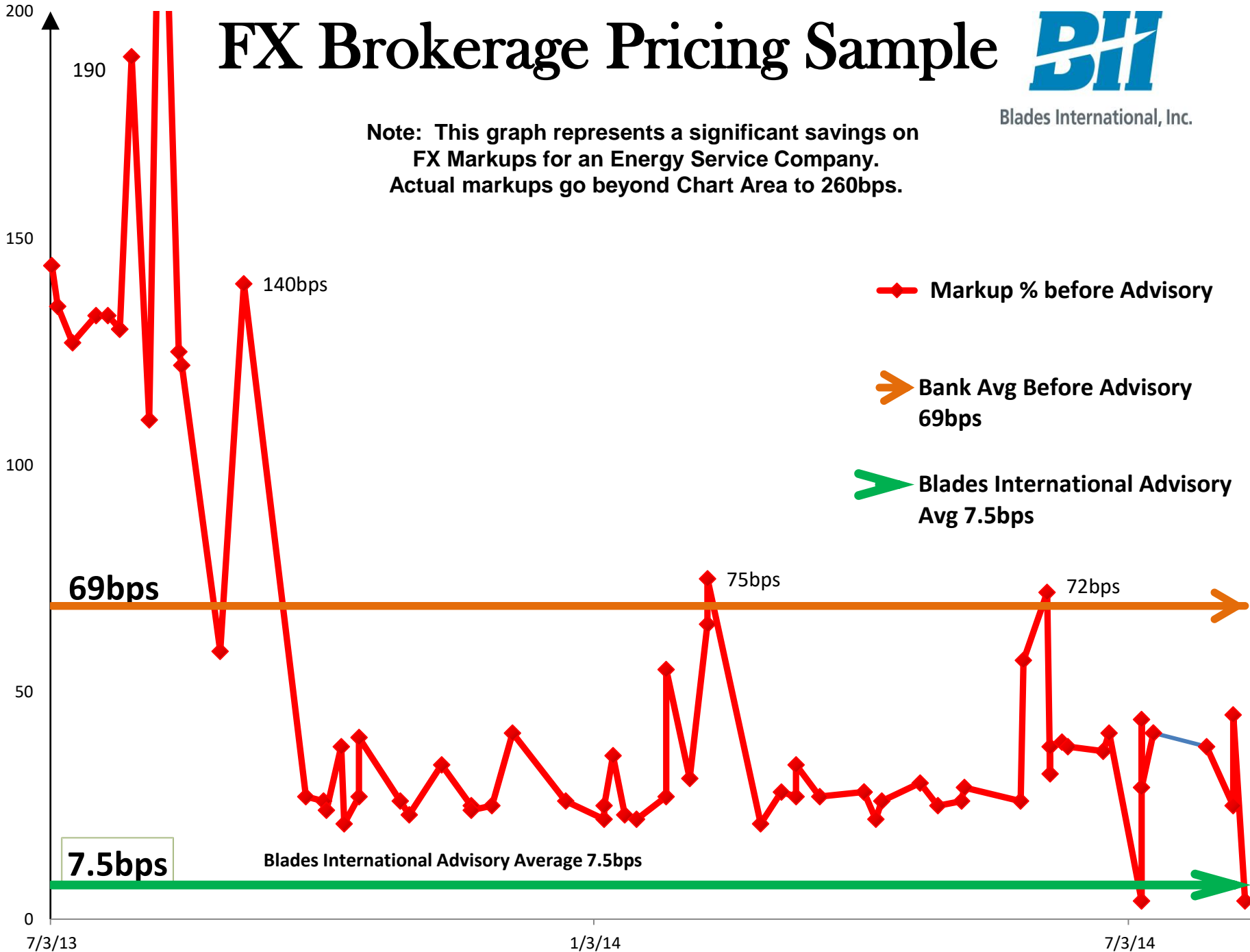
- They obtained a favorable structured, or “grid pricing”, which enabled them to get more competitive pricing in the future, especially on their large FX trades.
- Through the **FX Rate Integrity**® process, the Bank was found to have inadvertently executed a FX trade through the wrong web portal and “charge too much”. Knowing this BII was able to obtain an \$8,000 refund for the Client.
- Overall, by utilizing **FX Rate Integrity**® the client has an ongoing annual savings of well over \$100,000.

FX Brokerage Pricing Sample



Blades International, Inc.

**Note: This graph represents a significant savings on
FX Markups for an Energy Service Company.
Actual markups go beyond Chart Area to 260bps.**



Middle Market FX Markup Agreement

- A midsize corporation had a growing need for foreign exchange but simply did not know their “true” FX markup.
- The Client didn’t realize they were paying FX Markup of well over \$60,000 per year, in addition to a \$15 FX transaction fee per trade.
- Their Audit Firm was aware of **FX Rate Integrity®** and introduced BII to the Controller to discuss the Client’s FX situation.
- The Client provided BII with sample FX data that showed the potential for substantial cost savings.

Middle Market FX Markup Agreement Cont.

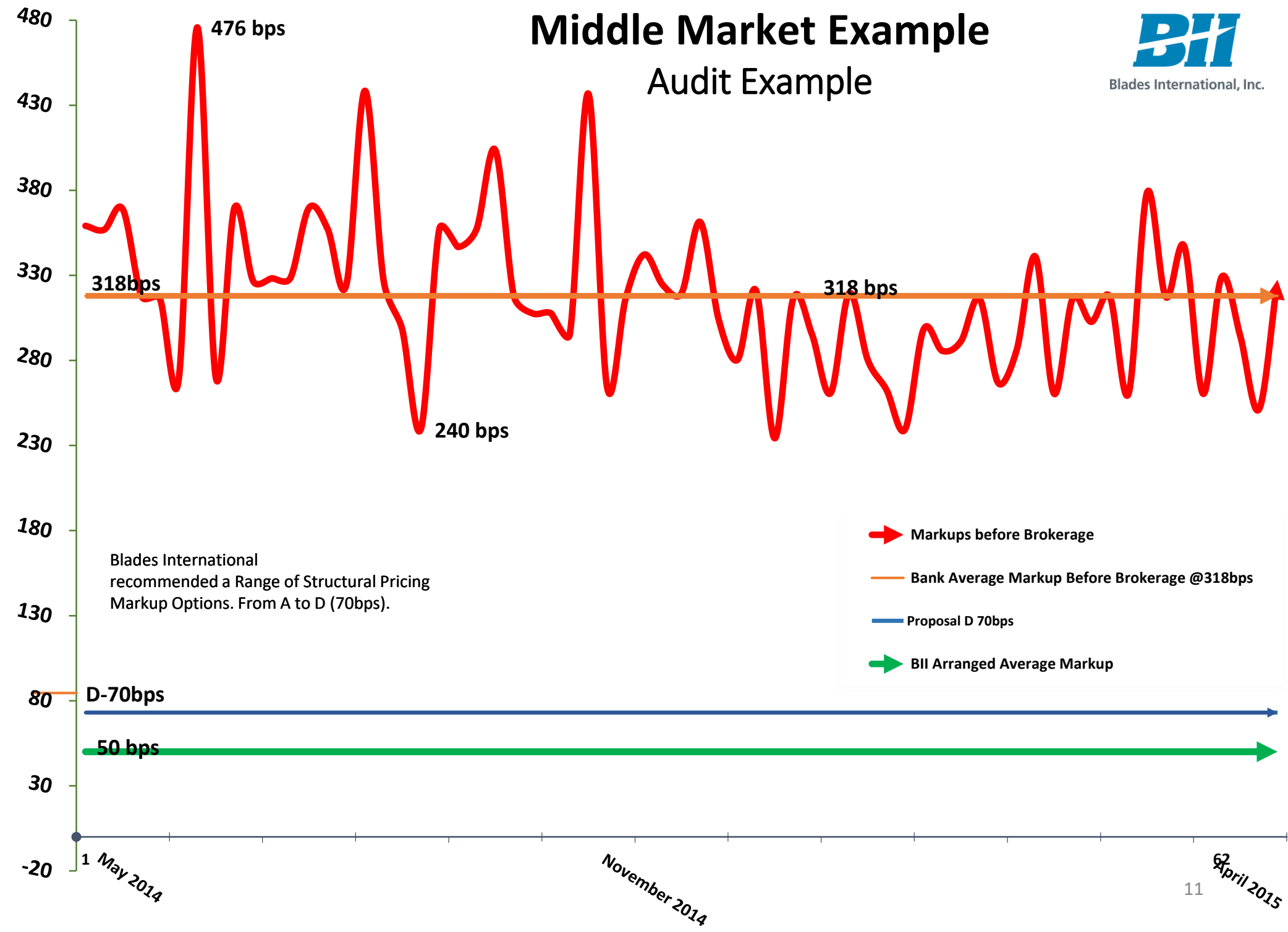
- Based on the review, the Client mandated BII to produce a full **FX Rate Integrity**® report that showed what a “fair” markup should be and transaction costs could be reduced.
- The Client’s Bank in turn acknowledged the Client’s growing need for FX transactions, and became a much better FX partner. The Bank gave more competitive pricing on future FX transactions with an 85% reduction in FX Markups.
- Because of **FX Rate Integrity**®, the Client now has annual ongoing savings of over \$50,000 and a better banking relationship, something pleasing to the Client and referring Audit Firm as well.

Middle Market Example

Audit Example



Blades International, Inc.



MIDDLE MARKET EXAMPLE

AUDITING WORKSHEET

To Be Provided By Middle Market Client								To Be Completed by BII	To Be Completed by BII			
Deal Time	Timezone	Deal Date	Sold Currency	Amount Sold	Bought Currency	Amount Bought	Exchange Rate	Interbank Market Rate	Dollar Markup Cost	Costs in Basis Points	Dollar Markup Cost + Fee	Cost in Basis Points + Fee
9:10:25 AM	CDT	11/4/2016	USD	3,763.18	EUR	3,371.81	1.1161	1.1105	18.78	50.18		
9:32:50 AM	CDT	11/9/2016	USD	441.88	CAD	592.03	1.3398	1.3461	2.07	46.79		
9:32:06 AM	CDT	11/9/2016	USD	837.44	EUR	760.39	1.1013	1.0962	3.90	46.83		
2:57:25 PM	CDT	11/18/2016	USD	1,782.22	EUR	1,674.55	1.0643	1.0589	9.04	51.00		
3:16:50 PM	CDT	11/18/2016	USD	3,809.48	EUR	3,579.33	1.0643	1.0590	18.97	50.05		
2:59:32 PM	CDT	11/18/2016	USD	4,896.85	EUR	4,599.71	1.0646	1.0593	24.38	50.03		
2:58:03 PM	CDT	11/18/2016	USD	11,209.24	EUR	10,532.03	1.0643	1.0589	56.87	51.00		
3:04:21 PM	CDT	12/7/2016	USD	541.62	EUR	500.68	1.0818	1.0763	2.74	50.83		
3:04:59 PM	CDT	12/7/2016	USD	1,213.75	EUR	1,122.00	1.0818	1.0763	6.14	50.83		
3:05:58 PM	CDT	12/7/2016	USD	1,413.02	EUR	1,306.33	1.0817	1.0762	7.15	50.84		
3:06:38 PM	CDT	12/7/2016	USD	10,916.52	EUR	10,093.21	1.0816	1.0761	55.22	50.84		
3:19:03 PM	CDT	12/28/2016	USD	2,623.73	EUR	2,508.07	1.0461	1.0410	12.83	49.15		
12:32:34 PM	CDT	1/9/2017	USD	239.08	EUR	225.00	1.0626	1.0573	1.19	49.78		
12:31:04 PM	CDT	1/9/2017	USD	410.32	CAD	539.57	1.3150	1.3218	51.44	51.44		
2:41:36 PM	CDT	1/9/2017	USD	625.40	GBP	511.92	1.2217	1.2156	3.11	50.02		
2:40:32 PM	CDT	1/9/2017	USD	4,021.84	EUR	3,786.82	1.0621	1.0567	20.31	50.75		
2:19:45 PM	CDT	1/13/2017	USD	2,588.67	EUR	2,420.00	1.0697	1.0643	13.06	50.74		
2:19:20 PM	CDT	1/13/2017	USD	2,991.73	EUR	2,796.79	1.0697	1.0643	15.11	50.74		
1:54:53 PM	CDT	1/23/2017	USD	334.82	EUR	310.00	1.0801	1.0747	1.66	49.94		
2:06:38 PM	CDT	12/15/2016	USD	17,899.77	DKK	127,119.60	7.1017	7.1378	90.42	50.50		
2:50:42 PM	CDT	1/26/2017	USD	60,197.79	GBP	47,570.19	1.2655	1.2590	306.92	51.25		
1:55:48 PM	CDT	1/23/2017	USD	71,789.18	EUR	66,473.49	1.0800	1.0745	363.41	50.88		
2:24:03 PM	CDT	12/21/2016	USD	83,734.80	EUR	79,895.20	1.0481	1.0428	420.09	50.42		
2:32:57 PM	CDT	1/13/2017	USD	197,217.14	GBP	161,046.17	1.2246	1.2184	998.49	50.89		
2:28:49 PM	CDT	12/21/2016	USD	204,617.33	GBP	164,737.64	1.2421	1.2359	1,018.08	50.00		
9:24:24 AM	CDT	12/23/2016	USD	232,367.98	GBP	188,536.00	1.2325	1.2263	1,166.28	50.44		
				922,484.78	27,674.54	cost at 3%						
					4,612.42	cost at .5%						

FX Hedging and Window Forward

Petro Chemical Company Hedges \$25 Million Annual Flow

- A Petro Chemical Company had a \$25,000,000 Annual Flow of Euro payments converted to U.S. Dollars.
- They did not realize their FX Markups were on Average, 67 basis points.
- Once mandated, BII was able to review and analyze the history and recommend a solution.

FX Hedging and Window Forward cont'd

Petro Chemical Company Hedges \$25 Million Annual Flow

- With **FX Rate Integrity**®, BII was able to review and analyze the Clients' FX history and recommend a solution that included more sophisticated and longer dated window forwards.
- With **FX Rate Integrity**®, the Client was ultimately able to see their FX markup drop from an average of 67 bps to a mere 3 basis points representing a 95% savings!

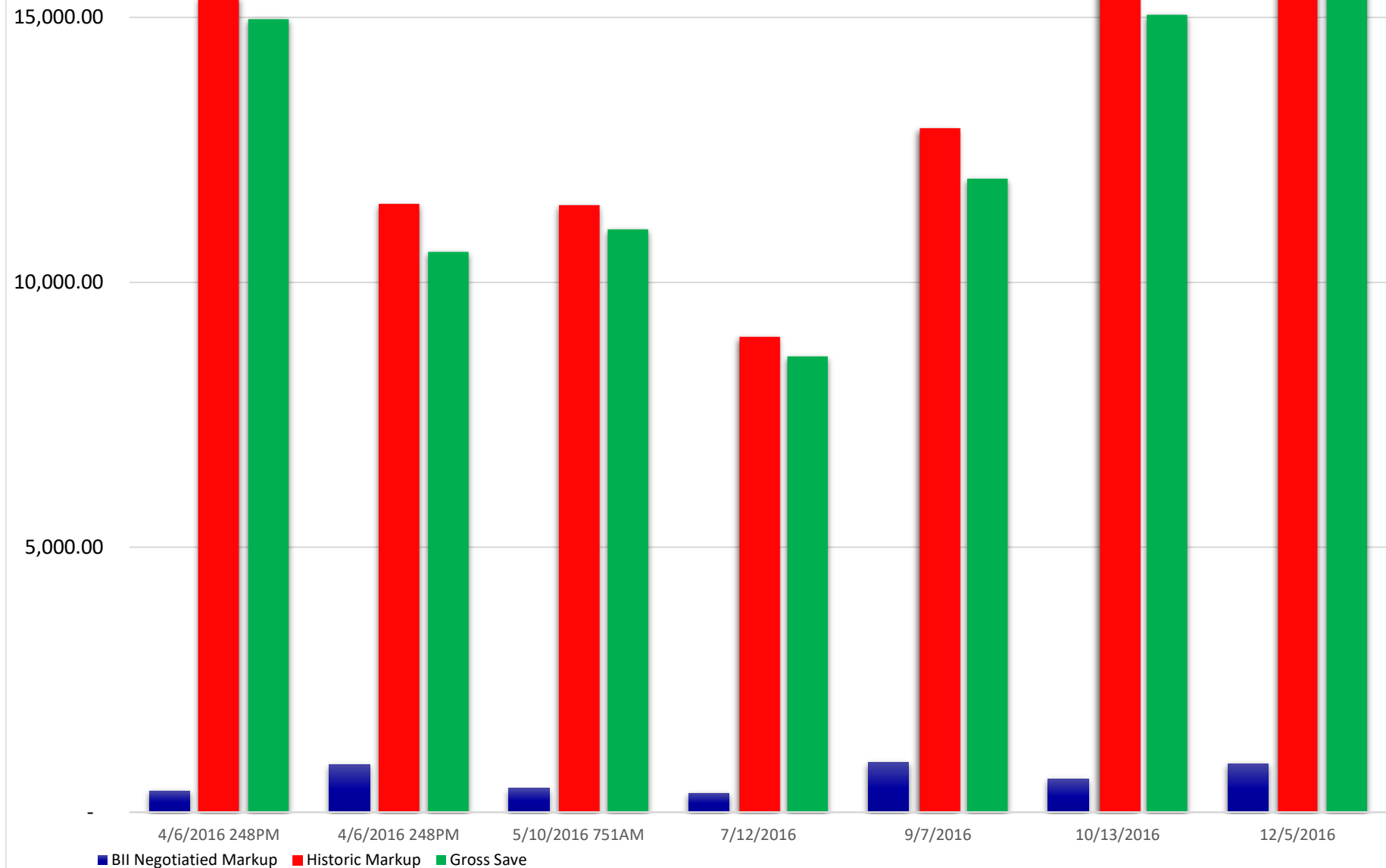
FX Hedging and Window Forward cont'd

Petro Chemical Company Hedges \$25 Million Annual Flow

- Please see the FXRI[®] Graphs which highlight the savings.
- The FX Markup was dropped to 3 basis points representing a 95% Savings.
- **Red Bar** represents the Old FX Markup Cost.
- **Blue Bar** represents the New FX Markup Cost.
- **Green Bar** represents New FX Gross Savings.

PETRO Chemical Analysis of Hedging Activites

9-Month Audit





Blades International, Inc.

THIS CONFIDENTIAL AGREEMENT entered into this ____ day of ____, 2017, between **ABC Company** having a place of Business at 123 Any Street, Houston, Texas 77000 (hereinafter referred to as "Client"), and **Blades International, Inc.** having a place of business at 2425 Fountain View Drive, Suite 350, Houston, Texas 77057, (hereinafter referred to as "Broker").

WHEREAS, the Client is desirous of obtaining the services of an independent contractor for Financial Advisory and Broker Services related to International Treasury, Foreign Exchange, International Sales, Trade Finance, Letters of Credit, and various treasury and banking matters.

WHEREAS, the Broker desires to render certain services for the benefit of the Client;

NOW, THEREFORE, in consideration of the promises and covenants contained herein, it is agreed as follows: The Client hereby retains and appoints the Broker to provide the following services (hereinafter referred to as the "Services"):

SERVICES

1. Advice on Trade Finance loan and letter of credit transactions, including if appropriate, support from the U.S. Eximbank, private export credit insurance, the Overseas Private Investment Corporation, MARAD, U.S. AID, World Bank and other organizations.
2. Advise on Global Treasury Management arrangements and pricing.
3. Briefing and Advice on the Texas Trade Finance and Trade Services market.
4. Providing training and support on the various sources of trade finance to the Client's team including providing presentations and literature and advocating financing structures to help mitigate risk.
5. Advise on creatively using standby and commercial letters of credit.
6. Advise on working with Export Credit Insurance Brokers and how they are compensated and how to obtain the best insurance coverage.
7. Providing analysis of current Foreign Exchange Counterpart Pricing.
8. Providing Training and Support on FX Policies and Procedures.

DRAFT

9. Providing Letter of Credit and Foreign Exchange Brokerage Services.

TERMS AND CONDITIONS

- 1) This Confidential Agreement shall be effective as of _____, 2017 and shall extend through a minimum period of twelve (12) months ending _____, 2018. Thereafter, the Confidential Agreement will automatically be extended from month to month unless renegotiated or terminated. After the expiration of the initial twelve (12) month period, the Agreement may be terminated by either party upon 30 days written notice to the other party. Notice of termination shall be provided by email.
- 2) Client will have the following options for the performance of Services which have been approved in writing. For the performance of the services rendered hereunder, the Broker shall be paid on the basis of either of the alternatives listed in 2A, 2B or 2C below:
 - 2A) A Fee of \$400 per hour, billed on a monthly basis. The Fee due to the Broker will be paid via check or electronic transfer (ACH) to the account of Blades International, Inc. at JPMorgan Chase Bank on a Net 30-day basis. The Broker will provide an itemized invoice monthly for services.
 - 2B) Alternatively, the client may request a ten hour plus (10+) Retainer Arrangement for Three Thousand Five Hundred Dollars (\$3,500) per month with terms of net-21 days. In this case, the monthly retainer will be invoiced in advance. Should the Broker go over ten plus hours, the Broker will be able to itemize the additional time and bill accordingly.
 - 2C) The Broker will review the Foreign Exchange (FX) business of ABC Company in the United States and for a Project Fee of \$_____, do an analysis and a 5 stage process to improve and enhance the FX operations. The process will be to 1) Evaluate, 2) Train & Teach, 3) Broker FX agreements, 4) Establish Processes & Improvements to procedures, and 5) Verify and Maintain relationships.

As part of the Evaluation stage, the Client will provide **FX Rate and Time Stamp** information sufficient to establish a mutually agreed **Historic FX Rate Basis**. Upon establishing this historical base line, the Broker will either assist the client in establishing written pricing agreements or broker them for the client, subject to the client's agreement and supervise their implementation. Going forward, the Client will provide monthly FX rates and FX transaction information with Time Stamps so the Broker can **Verify** the appropriate pricing is being provided. The Broker will use the FX rate information to calculate the **Actual Savings** which will be the difference in the **Historic FX Rate Basis** and the **New Brokered Agreement Rates** times the **Notional Amounts**.

On a monthly or quarterly basis, to be mutually agreed, the Broker will provide a report to document the Actual Savings and pursuant to this Agreement earn and invoice for a **Success Fee** of ____% of the **Actual Annual Savings**, which will be calculated for a period up to 12 months and include the anniversary month of this

contract. After the one year period, the Broker will not be required to verify FX rates, nor will the Client be obligated for any additional **Success Fees**. However, the **Brokerage Arrangement Benefits** will accrue to the Client in Perpetuity. This Agreement may be mutually amended, modified and extended as may be mutually agreed.

Definitions

- a) *Actual Savings -- is the product of the difference in the Historic FX Rate Basis and the New Brokered Agreement Rates times the Notional Amounts.*
- b) *Brokerage Arrangement Benefits – While the Client will be obligated for a ____% Success Fee, this will only be for a 12 month or Annual Period, as the Benefits of the New Brokered Agreement Rates will accrue to the Client in Perpetuity.*
- c) *FX Rate and Time Stamp -- is information to be provided by the Client based on their electronic banking systems. In the event the bank does not readily make, or have the information available, the Broker can help obtain the data.*
- d) *Historic FX Rate Basis -- The Broker will evaluate historic FX Rate and Time Stamp data and determine the average cost for FX based on the past 12 month history or a shorter period to be mutually agreed.*
- e) *New Brokered Agreement Rates – will be the new rates obtained by the Brokerage process which will be definitive and in writing and documented in a manner acceptable to the Client, Bank and Broker.*
- f) *Notional Amounts – The actual FX transaction amounts in U.S. Dollars.*
- g) *Success Fee –is the Fee earned by the Broker for the 5 step Brokerage process and based on only ____% of the Actual Savings, for only a 12 month period. The Success Fee is to be calculated ideally on a Monthly basis in arrears, and no less than Quarterly in arrears.*
- h) *Verification Process – Is the evaluation of Actual FX rates to determine the FX price integrity and to address and document any significant variances.*

3) If the Broker is requested to travel outside the Houston, Texas area, then the Broker shall be entitled to reimbursement for actual cost of transportation, lodging, meals or other necessary expenses. All required airline flights to be coach class for domestic flights, and business class for international flights on the Broker's preferred carrier. Satisfactory proof of such expenses shall be submitted to the Client before reimbursement is provided.

4) It is understood and agreed between the parties to this Confidential Agreement that the Broker is not an employee of the Client, but is providing the services to the Client as an independent contractor.

- 5) The Broker shall have no authority or right to make or undertake any promise, warranty, or representation, to enter into or execute any contract, or otherwise to assume any obligation or responsibility in the name of or on behalf of the Client, except as may be specifically authorized in writing by the Client.
- 6) Broker agrees that he will hold in strictest confidence, and not disclose to any person, firm, or corporation, without the express authorization of an officer of the client, any information, development, work in progress, business, trade, or any other secret or confidential matter to the business of the Client, except as such disclosure or use may be required in connection with Broker's work for the Client.
- 7) The Client agrees that it will hold in strictest confidence, and not disclose to any person, firm or corporation, without the express authorization of the Broker, any information regarding the terms and compensation contained herein.
- 8) Broker shall not be liable to the Client or to anyone who may claim any right to a relationship with the Client for any acts or omissions in the performance of the Services hereunder by the Broker unless such failure, acts or omissions are due to Broker's gross negligence or willful misconduct. The Client will indemnify and hold Broker free and harmless from and against any and all claims, losses, costs, damages, injury or expenses arising from or connected with the Broker's acts or omissions, unless such claims arose as a result of Broker's gross negligence or willful misconduct.
- 9) Broker warrants that the Services shall be performed with the degree of care and skill ordinarily exercised under similar circumstances by Financial Advisors performing the kinds of services to be performed under this Agreement. In the event that the Services do not conform to these warranties, then the Broker will re-perform or refund the price for such nonconforming Services.
- 10) Broker will release and indemnify, defend and hold the Client its affiliates, and all of their directors, officers, employees and representatives (the "Indemnified Parties") harmless from any and all claims, liabilities, costs and expenses (including without limitation court costs, litigation expenses, and reasonable attorneys' fees), and causes of action for injury, death or property damage (collectively "Claims") caused or alleged to have been caused by strict liability, negligence, or any act or omission of Broker, its subcontractors, or the employees, agents or invitees of Broker and its subcontractors, asserted (a) by any person, including without limitation Client, Broker, either party's subcontractors, or any employees, agents or invitees of a party or such subcontractors, as a result of, arising directly or indirectly from, or incidental to the performance of the Services or (b) by Broker, its subcontractors, or any employees, agents or invitees of Broker or its subcontractors while present on **Client** premises. It is the intent of the parties that the indemnity and release provided for in this paragraph shall be broadly construed and shall apply whether such Claims are based on common law, civil law, statute or contractual obligation and shall apply regardless of fault, strict liability, statutory liability or actual or alleged negligence, including, without limitation, **Client's** own negligence that is a concurring or contributing cause of any Claim. In no event shall Blades International, Inc. be deemed liable to **Client** for incidental, indirect, consequential, or special damages

resulting from or arising out of this Agreement, including without limitation, loss of profits, anticipated profits or business interruptions, howsoever they may be caused.

- 11) This Confidential Agreement contains the complete agreement between the parties. The parties stipulate that neither of them has made any representation with respect to the subject matter of this Confidential Agreement or any representation including the execution and delivery thereof except such representations as specifically set forth herein.
- 12) All provisions and covenants contained herein are severable, and in the event of any of them shall be held to be invalid by any competent court, this Confidential Agreement shall be interpreted as if such invalid provisions or covenants were not contained herein.
- 13) Any and all claims or disputes that in any way arise out of or relate to this Agreement, the negotiation or execution thereof, its interpretation, construction, or performance, or the breach or enforcement thereof, or any claims or disputes that in any way concern the conduct of any party in connection with this Agreement or otherwise whether sounding in contract, in tort, or based on statute or regulation) shall be governed exclusively by the laws of the State of Texas, except for any rule of law of the State of Texas that would make the law of another jurisdiction apply.

IN WITNESS WHEREOF, the said parties have hereunto set their hands this ____ day of _____, 2017.

Blades International, Inc.

ABC Company

BY: _____
Name: Bob Blades
Title: President

BY: _____
Name: _____
Title: _____



Economies and Efficiencies for International Trade by:

- **Foreign Exchange Rate Integrity®** Advisory & Brokerage Services including Pricing & Agreements.
- Financial Advisory Services for Exporters and Multinational Companies.
- Arrangement of International Trade Loans & Syndications, including loans with support of Eximbank and Export Credit Insurance.
- Brokering & Advising for Commercial & Standby Letters of Credit.
- Support for Regional & Community Banks with their International Services.

Directors: Jack Borland, Sherry Mama, Paul Poullard,
Tom Spellman and Bob Blades

Administrative Manager: Sharon Martin** Associate/Analyst: Andrea Ruiz

For general information:
Email sharon@bladesintl.com
or call # [713.977.7400](tel:713.977.7400)
www.bladesintl.com

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www.bladesintl.com





Blades International, Inc.

www.bladesintl.com

LETTER OF CREDIT BROKERAGE

- Diplomatically reduces export letter of credit and trade finance fees significantly.
- Builds relationships with the top strategic International Trade Finance Banks by allowing them to quote on Letter of Credit activity.
- Reviews export letters of credit and provides expert advice on wording and credit issues.

CALL: Sherry Mama
Direct: 281-224-3228

Blades International, Inc. is the leader in Letter of Credit brokerage for “Export letter of credit transactions”, helping various steel, energy service, equipment, and commodity exporters arrange the most competitive trade finance terms. Clients diplomatically enhance their relationships with the major International Trade Finance Banks and obtain the most competitive export letter of credit terms.



Banco de Chile Example

\$10,000,000 Export L/C Confirmation for steel exports

<u>Steps</u>	<u>Bank A</u>	<u>Bank B</u>	<u>Bank C</u>
1. L/C advised and offered confirmation at 80 bps by Bank A.	80 bps		
2. Trade finance officer discusses significant L/C and quotes only 70 bps.	70 bps		
3. Blades International brokers and determines market.		45bps	45 bps
4. Blades Advises Bank A will need to "redirect L/C", Bank A requests time to re quote and goes to 40 bps.	40bps (deal done at 40 bps)		
New \$3,000,000 Export L/C - similar			
5. Second Banco de Chile L/C, similar steel export, but smaller, bank competition lowers rate to 25 bps.	45 bps	45 bps	25 bps
			(deal done at 25 bps)

Note: The negotiation or payment fee also lowered from 12.5 bps or 10bps to 7bps.

2425 Fountain View, Suite 350
Houston, Texas 77057
Phone: 713.977.7400
www.bladesintl.com



Blades International, Inc.

Bob Blades
Jack Borland
Sherry Mama
Tom Spellman
Paul Poullard
Sharon Martin

Jack Borland

Director/Manager of Foreign Exchange Advisory and Brokerage

Jack has been active in the foreign exchange markets since 1979. He worked first for Algemene Bank Nederland-New York as an FX Sales person, then as an FX Trader, and finally as FX Sales Manager.

After two years with Bank of America-New York, as FX Sales Manager, Jack joined Texas Commerce Bank in 1986 as Vice President and Manager of Foreign Exchange Sales. Through mergers Texas Commerce Bank became JP Morgan Chase, where Jack continued to serve as a Managing Director of Foreign Exchange Sales, Trading and Operations until 2012.

The Foreign Exchange Sales department evolved from a small scale operation to a major force serving corporate, commercial and financial clients throughout the southern United States. This growth was fueled by attention to the client's financial needs and the management of their risk exposure at the appropriate level for their businesses. Solutions employed included combinations of hedging instruments and automated systems to help manage the exposures, hedges and payment flows.

Jack graduated from St. Joseph's University with a BA in International Relations and from The Johns Hopkins School of Advanced International Studies with an MA in International Studies. Prior to entering the financial world, he served as an officer in the United States Navy. In 2013, Jack became a Director of Blades International, Inc.