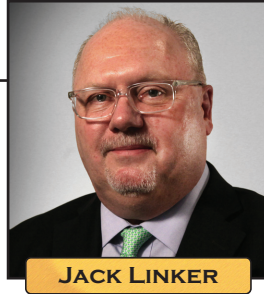


# The Profit & Loss

## Hall of Fame 2015

Readers'



Choice

### ***"A True Professional"***

Jack Linker celebrates 40 years in foreign exchange this year, so it is little wonder that he enters the *Profit & Loss* Hall of Fame as our Readers' Choice pick for 2015. He is the consummate professional – a man whose career has focused on building relationships with peers and clients around the world. In his own words, "FX is a business of numbers, but it's a marketplace of people", a mantra he believes everyone working in this industry should never forget.

In January 1975, Linker walked into Lasser's office. They stood him in front of a big whiteboard, handed him a bunch of colored markers and told him to write down what they said for each of the 20 or so currency pairs listed on the board. Ten minutes later, he had a dozen guys shouting numbers at him and yelling that he wasn't updating it fast enough. This was Linker's first experience with market data "latency"...and he was the cause!

In 1978, the market went "international" and brokers were allowed to do business across borders. This meant that brokers were now "linked" with their overseas colleagues via open lines and the "linkman" was the conduit for pricing traveling the network from New York to overseas offices around the world. Needless to say, Linker did a lengthy stint known to all as 'The Linkman'. After giving up the "Link" to one of his colleagues, he began the next phase of his FX career, which focused on forwards.

After 16 years with Lasser, he eventually landed at Cantor Fitzgerald in 1993, where he got his first exposure to screen-based trading. "The firm wanted to get into the FX forwards market and we decided that a customised version of their well-known US Treasury screen could work as a hybrid voice/screen model," he says. "The screen was launched and FX forwards, for the first time, had live pricing displayed on a broker's screen. It was an exciting time introducing a new service to lots of the same customers I had been dealing with on the phone for so many years. It was a good experience that would teach me a lot for the next phase of my career. "Sadly, I left many good team mates and friends at Cantor, who were then lost on 9/11. They were a big part of my success and barely a day goes by that I don't think of them," adds Linker.

When he joined Reuters in 2001, it was to help promote the Forwards Matching platform, which quickly became the leading electronic marketplace for FX Forwards, and Linker was tasked with leading the Americas region for both Spot and Forwards Matching, as well as managing the firm's foray into the B2C market.

Whether it was with telephones and hand signals, screens and keyboards or algos and APIs, Linker is a strong believer that it is people that drive this business. "I have been unbelievably lucky to work with some of the best people in the market or for that matter anywhere," reflects Linker. "My clients, my management and most importantly, my colleagues and team mates have made my journey so far, an incredible one. I have travelled to many parts of the world and have too many friends to count that I have met through the FX market. I have been fortunate to manage some of the best people a manager could have and to my teams past, present and (hopefully) future, I salute you. My success is your success and I could not have done it without you."

"I have known Jack Linker for over 30 years and have always found him to be the upmost professional," says Peter Connolly, EVP, Transaction Banking, at Wells Fargo. "He is widely known as an honest, straight forward individual that would happily go out of his way to help and support any individual in the market. He is a trusted friend and advisor."

"Jack Linker is a consummate professional. He is very dedicated and has demonstrated great integrity throughout his lengthy foreign exchange career. Even after 40 years in the business, he still finds himself involved in shaping the future of the foreign exchange business. His Hall of Fame induction is well deserved and I am proud to call Jack a good friend," says Greg Fiori, director, NY spot trading.

"I have known Jack since the earliest days of my career, and have benefitted from his vast experience and market knowledge. The breadth and depth of his relationships are unparalleled, cultivated over 40 years in the business. Well respected by so many, Jack is a true professional in every sense of the word," adds Tom Pluta, Co-Head of Global Rates at JP Morgan.

"Jack is a man of integrity and character – a class act representing the old school in the modern day e-generation," says former colleague, Matt O'Hara. "I've been privileged in working alongside him for many years where I quickly worked out that he's probably forgotten more about FX than the rest of us will ever know! Our market will always be driven by relationships, knowledge and simply rolling up your sleeves to get the job done, all of which are characteristics where Jack sets the benchmark."

"Jack Linker is an invaluable resource in the FX sector, but he's also someone that has become a trusted friend for many of us in the industry. He's a joy to be around, he's knowledgeable, he's honest, and he's fair. Regardless of the year or the topic at hand, 'Uncle Jack' is a true gem in this industry," says Matt Schreengost, COO, Jump Trading.