

Opening Remarks – Final as Delivered
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PATRICK JONES REMARKS

Good morning and welcome to the Toll Road Summit of the Americas hosted by the International Bridge, Tunnel and Turnpike Association.

My name is Patrick Jones and I am the Executive Director and Chief Executive Officer of IBTTA.

IBTTA is the worldwide association for the owners and operators of toll motorways, bridges, and tunnels. We have more than 300 members operating toll facilities in 25 countries on all six inhabited continents.

Our membership also includes firms that offer products and services to the toll industry, such as technology companies, engineering consulting firms, construction companies, financial institutions, and other companies.

Four years ago, I led a delegation of the IBTTA Executive Committee to South America to visit with members and prospective members in Argentina, Brazil, and Chile. Since that time, we have worked very hard to build stronger relations with the associations and toll concessionaires in Latin America. This Summit is a continuation of those efforts.

We are very pleased to be here. Today marks only the second time we have held a major conference in South America and the first time we have held such a meeting in Argentina.

Sixteen months ago, in November 2006, we held a Technology Workshop in Santiago de Chile. So we are delighted to return to South America.

THANK HOSTS

I want to take this opportunity to thank our hosts. Without their support, this meeting would have not been possible.

First, I would like to thank our member AUSA which has maintained a close association with IBTTA for many years. In particular, I want to thank AUSA's General Manager, *Ingeniero Rogelio Barrero*.

Second, I want to thank the Asociación Argentina de Carreteras. AAC has worked side by side with IBTTA over the last few months to help us organize this conference. As a result of this collaboration, we have developed a productive relationship and new

friendships. Many of the delegates here today are AAC members and have come as a result of AAC's efforts to promote this exciting Summit.

In particular, I want to thank AAC president **Miguel Salvia**; **Juan Morrone**, the Executive Director; and **Fernando Verdaguer**, the director of special projects, and all the members of the AAC board.

Third, I want to thank Emma Albrieu, executive director of OCCOVI. We met Emma last August during another major conference in Buenos Aires. From that moment on Emma and her staff have fully supported the goals of this event and believe that IBTTA experience and knowledge can contribute to the development of the toll industry in the region. I'd also like to thank the other association sponsors: COPSA, Chile; ABCR, Brazil; ASECAP, AFIN; ITS Brasil; ITS Chile.

THANK OTHERS

Organizing a meeting like this requires a huge amount of effort. At the risk of forgetting to acknowledge someone who has contributed to this meeting, I want to say thank you to several specific individuals and groups for all they have done to support this meeting.

- **Members of the Summit Planning Committee**, led by Chair Steve Snider. Steve is the General Manager and CEO of the Halifax-Dartmouth Bridge Commission in Halifax, Nova Scotia. He is also the Second Vice President of IBTTA and will serve as IBTTA President in 2010. The other members of the Planning Committee are listed in your Program.
- **Antonio Diez de Rivera**. While he is not an official member of the Planning Committee, he is the de facto spiritual leader of this Summit and led us to hold our first South American conference in Santiago de Chile in 2006.
- **Speakers and Moderators**
- **Our financial sponsors.**
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 11. URS
 12. VE Systems

- Gold
 - Kapsch TrafficCom
- Silver
 - Companhia de Concessões Rodoviárias (CCR).
- **Our exhibitors.** We appreciate the support of
 - Efkon AG,
 - Telectronica S.A.
 - TransCore
- **Our members** – IBTTA is a membership organization. If you are not yet a member of IBTTA, we hope the experiences you have at this Summit will encourage you to become a member. I want to say thanks to our Board of Directors and all the members of IBTTA who support our many programs throughout the year. This is our **FIRST** meeting of the year, with seven more to follow. Six of these meetings will take place in North America and one is in Europe. We hope to see you at other IBTTA meetings throughout the year, and especially our Annual Meeting and Exhibition on September 20-24 in Baltimore, Maryland USA. During the breaks, you'll find brochures and schedules on the tables near the registration desk.
- **The staff of IBTTA** – Some of you have already met Marisa McCarren, our International Activities Manager, because she attended the Roads Conference in Buenos Aires last August. Marisa also spearheaded the development of the program for this Summit. I also want to acknowledge our Deputy Executive Director, Wanda Klayman; and our Speaker Relations Manager and Webmaster, Cheryle Arnold. They are the brains and guts of IBTTA and almost nothing happens in this organization without their involvement. Thank you Marisa, Cheryle, and Wanda.
- **First Time Attendees** – You represent the future of IBTTA and we encourage all the veterans of past IBTTA meetings to give you a very warm welcome.

ACKNOWLEDGE CURRENT CRISIS

Before we move too far into this Summit, I want to acknowledge something I know is on everyone's mind: the crisis in the agricultural sector and its effect on the everyday lives of people in Argentina and in other countries. The interruptions in the movement of trucks in some parts of the country underscore just how important transportation is to a strong economy. Finding effective ways to improve transportation infrastructure in the Americas and throughout the world is one of the main reasons we have come to Argentina for this Summit.

WHY ARE WE HERE?

At the beginning of a Summit like this, it's useful to ask the question, "Why are we here?"

- We are here because the toll industry all over the world is surging.
- We are here because the people in this room possess an abundance of expertise on toll finance, operations, maintenance and technology – and we don't come together often enough to share that expertise.
- And we are here because the toll industry – in most parts of the world – is the salvation of governments who have limited funds to invest in vital transportation infrastructure. Infrastructure that is the foundation of economic growth.

All over the world tolling has become one of the most popular methods of funding the construction, operation, and maintenance of highways. Why?

- Tolling allows state sponsors to complete projects faster because they don't have to wait for the slow and uncertain government appropriations process to obtain the scarce funds needed to build a tax supported project;
- Tolling provides an ongoing, dedicated revenue stream not only for expansion but for the inspection, operation, and ongoing maintenance of a road project; and
- Toll facilities typically are safer and better maintained than non-toll facilities, because those who invest in toll roads – the bond holders and rating agencies – act as natural watchdogs to make sure their significant investment is protected and customers are served.

There are other, even more practical reasons why tolling is so desirable and accepted today.

- Technology has made toll collection easier;
- Open road tolling means you can pay your toll at highway speeds without stopping; and
- Technology allows us to price our roads dynamically so that as traffic increases, tolls increase. In this way, we get much greater throughput from our limited highway capacity.

So, we are here to explore these issues, to share our expertise, and to make the toll industry even more valuable to the millions of people we serve around the world.